

# *the* AUCTIONEER



May all of the "road signs" of 1956 point to good fortune ahead for you and yours. May your journey through its 366 days be a pleasant one, richly rewarding in all the good things of life. May the year just beginning take its place among those you will always remember with the greatest satisfaction.





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## **The Auctioneer**

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Frankfort, Indiana



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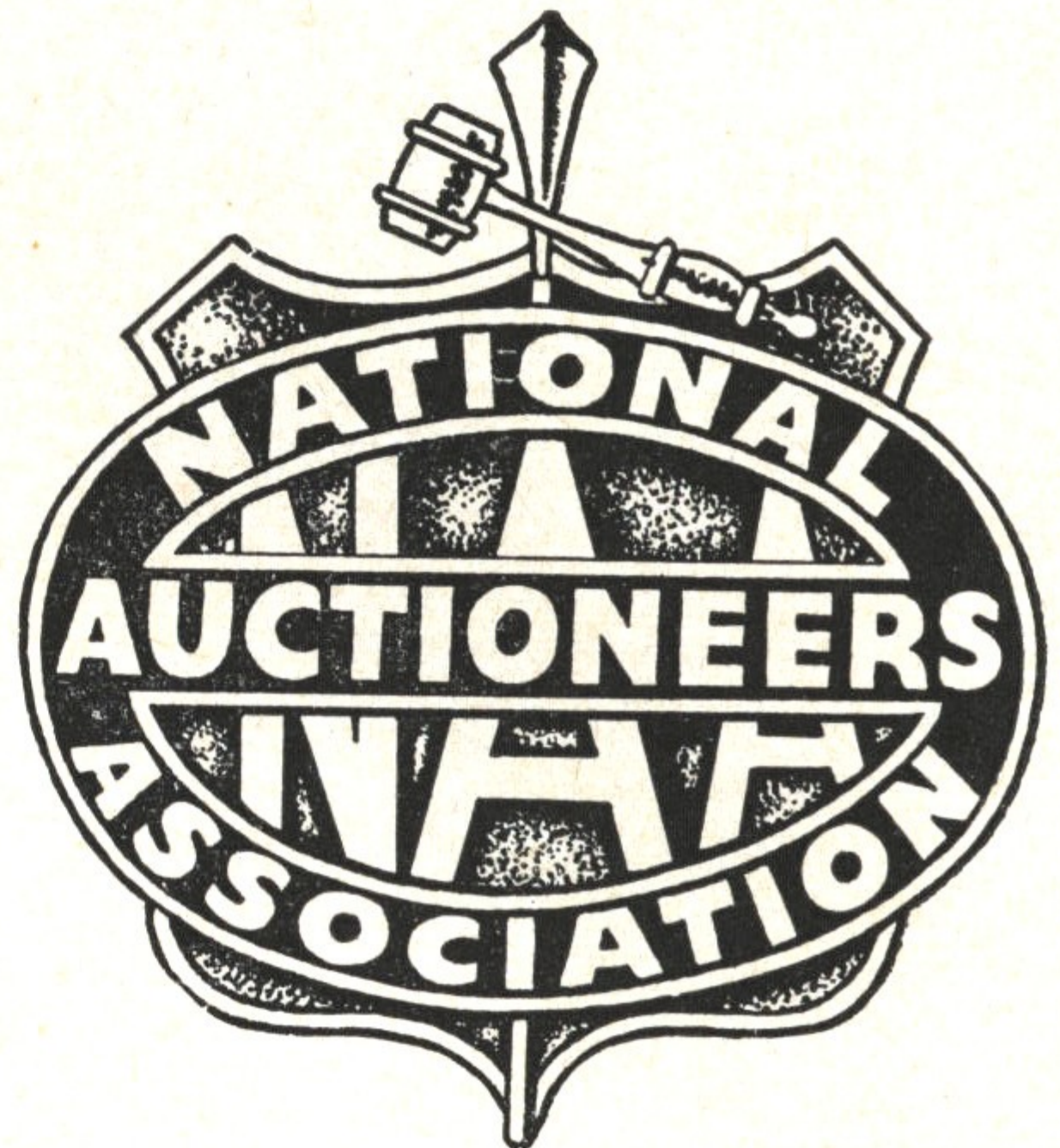
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# Forward Together

By Col. B. G. Coats

Every Auctioneer in the United States and Canada can be proud of the lively interest indicated in the National Auctioneers Association and the auctioneering profession by the record attendance at the association's annual convention held in Indianapolis, Indiana, July 1955. No association can hold its own if it tends to rest on progress of the past, no matter how well deserved they may have been. The National Auctioneers Association is no exception. It must go forward or it inevitably will fall back. It may be repetition, but it is true. There is no standing still.

The fact that so many Auctioneers, not only from near places but also from the country's most distant reaches and Canada, dropped their daily tasks to make the trip to Indianapolis, is a good sign. It indicates an active desire to participate in the affairs of their association and help shape the course that the N.A.A. will follow in its continued advance.

Not only are such sessions healthy but they provide full opportunity for expression of views and opportunity and opinions. If there are problems—and in what organization are they not—they can be aired and the air cleared to benefit all concerned. Much better it is to speak freely than to indulge in rumor and innuendo. Frank expression may not immediately cure an ill but it provides a foundation from which to start, as rumor never will.

Now it is inconceivable that 20,000 Auctioneers, that is the number estimated in the country, might think exactly alike on every question. Thus differences are bound to appear, but they are all honest differences which by association with each other can be freely discussed and reconciled if approached in the proper spirit. Now in view of this don't you think it is your duty, your responsibility to obtain new members for your association as by so doing you are helping to advance your profession. You are not standing still. You are not content to rest upon the progress of the past, you want to make for greater progress,

you want to make for a better auctioneering profession. In order for the N. A. A. to make for greater progress it is imperative that new members be constantly added to the rolls of the membership roster. We all know that no organization can satisfy every member. Our responsibility is to serve our association and our profession on the broadest possible basis, to maintain our progress and to build our association and our profession to greater proportions not only this year but in the years that lie ahead. Our job is to imprint the stamp of progress on every auctioneer in the United States so that they may pass down to their sons and the future auctioneers a heritage that has been improved upon over each succeeding year. Such can be accomplished only by united efforts of all members of the N. A. A. and whatever progress is made by our association as a whole is passed down to each auctioneer that makes up our profession. It is fantastic to assume that the 20,000 auctioneers cannot solve by common sense methods through organization any situation which may arise. The auctioneering profession represents such a vast amount of good judgment that it would be ridiculous to predict otherwise.

It is through that process of one for all and all for one that the National Auctioneers Association has grown and will continue to grow, and there is no doubt that the auctioneering profession would have reached its dominant position had members of the N. A. A. devoted a good share of their time to the advancement and growth of their association than boasting of themselves.

As the New Year comes upon us, resolve now to devote more time to your association by obtaining new members, support your monthly publication "The Auctioneer." There is something of an unwritten code to the effect that a member does not have to apologize for his honest efforts. Resolutions are made to be broken, but won't you resolve that for the next few months you will do some-



thing for your association, that you obtain new members, that you will support your publication. You will not find it difficult to stick to such a resolution and by the united efforts of the entire membership progress will be so easy and we will all go forward together.

## Start New Year By Enlarging The NAA

With the old year coming to a close and a bright new year looming ahead a good way to get off to a running start is by renewal of your NAA membership. And while sending in your own renewal you can do some other auctioneer a favor by inviting him to become a member. The growth of our organization is dependent upon you as an individual member. Many auctioneers have not been a part of the only national group working in their interests merely because they have never been invited. By sharing your pleasures of NAA membership and "The Auctioneer" you can build YOUR organization stronger.

Below is a list of memberships received during the period from November 15 to December 15. The asterisk indicates renewal.

- \*Col. V. K. Crowell, Oklahoma
- \*Col. Elmer Bunker, New Mexico
- \*Col. Maurice Mandel, Pennsylvania
- \*Col. L. Kenneth Troutt, Kansas
- \*Col. George Burrows, Pennsylvania
- Col. Emmett Mateer, Pennsylvania
- Col. Alvin Freemount, Florida
- \*Col. H. L. Frye, Pennsylvania
- \*Col. Anthony Borysewicz, Connecticut
- \*Col. Robert A. Potter, Missouri
- \*Col. A. L. Tremblay, Massachusetts
- Col. William D. Longo, Rhode Island
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- Col. William F. Artrip, Jr., Virginia
- \*Col. Gene Peters, Indiana
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- \*Col. Earl Clauer, Wisconsin
- Col. Fred C. Gerlach, Wisconsin
- \*Col. W. L. Carter, Virginia
- \*Col. Joe Ross, Indiana
- \*Col. Robert H. Gilman, Jr., Illinois

## Indiana Convention Set For January 16

Col Don L. Smock, President of the Indiana Auctioneers Association, has announced that the annual convention and meeting of that group will be held on Monday, January 16, at the Warren Hotel in Indianapolis. A complete program is planned including discussions of various phases of the auction business by successful men in each department, a panel discussion and election of officers. A banquet in the evening with a featured guest entertainer will conclude the day's program.

Every auctioneer in Indiana is urged to attend this meeting which will include election of officers and other plans for the ensuing year. All others interested in auctioneering are invited. The convention will get under way at 9:30 A.M.

### THE LOWER CRUST, AT THAT

New York and Hollywood are just the crust on the great American sandwich—the meat is in between.—Bishop Fulton J. Sheen.

### ONE THING MAN CAN'T SPOIL

When Henry Thoreau, the nature lover, saw the woodman's axe destroying the forest, he exclaimed, "Thank God they cannot cut down the clouds!"



# Selling Dairy Cattle At Auction

By Col. Harris Wilcox, Bergen, N. Y.



Col. Harris Wilcox

In the past, dairy cattle sold at dispersal auctions were often sold with very little knowledge of their health, genetic background or production capabilities. In the past few years, there has been a definite trend toward correcting this situation.

Practically all of the herds, which we sell now, are subjected to pregnancy examination and all cows are given physical and udder examinations by a veterinarian before the sale. All cattle are inoculated against Shipping Fever about 10 days prior to the auction.

We are constantly encouraging dairy-men to get their herds Bangs Certified as this really pays off, when a dispersal becomes necessary. Calfhood vaccination for Bang's Disease is another "must" these days. Potential buyers are constantly inquiring if the cattle to be sold

are vaccinated, and a great number of buyers are not interested except in vaccinated cattle.

Our Sales Organization uses an inexpensive brochure for Grade Cattle Sales, which states the cow's number, age, date last fresh, due date and service sire. On purebred sales a complete catalog is provided with pedigree information and production records, if they are available.

It is disappointing that there are still some farmers that can furnish little or no information regarding their cattle. Selling cattle in a dispersal using the so called "Open Formula" method pays off in dollars and cents on sale day. A little time spent on the part of the farmer and the Sales Organization developing this information and providing these safeguards to the buyers is putting more confidence in the auction method.

After January 1, 1956 in New York State, no cattle can be transferred from place to place except with a health chart except calves, steers and slaughter cattle. All cattle classed as Bang's reactors must go to a Federal slaughterhouse.

This new rule will require auction sales to be booked well enough in advance to allow time to test all cattle to be sold. The purpose for this regulation is to eradicate Bangs Disease from New York State. Eventually all fluid milk sold in New York State will undoubtedly have to come from Bangs Free Herds. This is a trend in several Eastern States.

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## Appraisers Elect

The Appraiser's Assn. of America has elected these officers for 1956: president, Harry Ehrens; vice-president, William Gordon; treasurer, Michael Hoffman; secretary, Sidney Rosenberg; sergeant at arms, Morris Curtis.

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You will never have to love your enemies long; the process will kill them.



## Hansen-Kirkeminde Dissolve Partnership

Col. Carson E. Hansen, in a transaction completed in mid-December, purchased the half interest owned by Jim Kirkeminde in the Hansen-Kirkeminde Livestock Auction, Beloit, Kansas. The Hansen-Kirkeminde partnership was formed 14 months earlier and during this time the firm has introduced several promotional ideas to the livestock auction industry and they have built the Beloit auction to one of the largest in the country. The November issue of "The Auctioneer" carried a feature regarding this auction.

A four page weekly newspaper called "Hansen-Kirkeminde Livestock Auction Report" has been used very successfully by the firm. Included in the newspaper were a list of representative sales of the current week's auction, articles offering hints and helps to farmers and farmers' wives, advertisements of coming sales to be conducted by Hansen-Kirkeminde and display advertising from local business establishments.

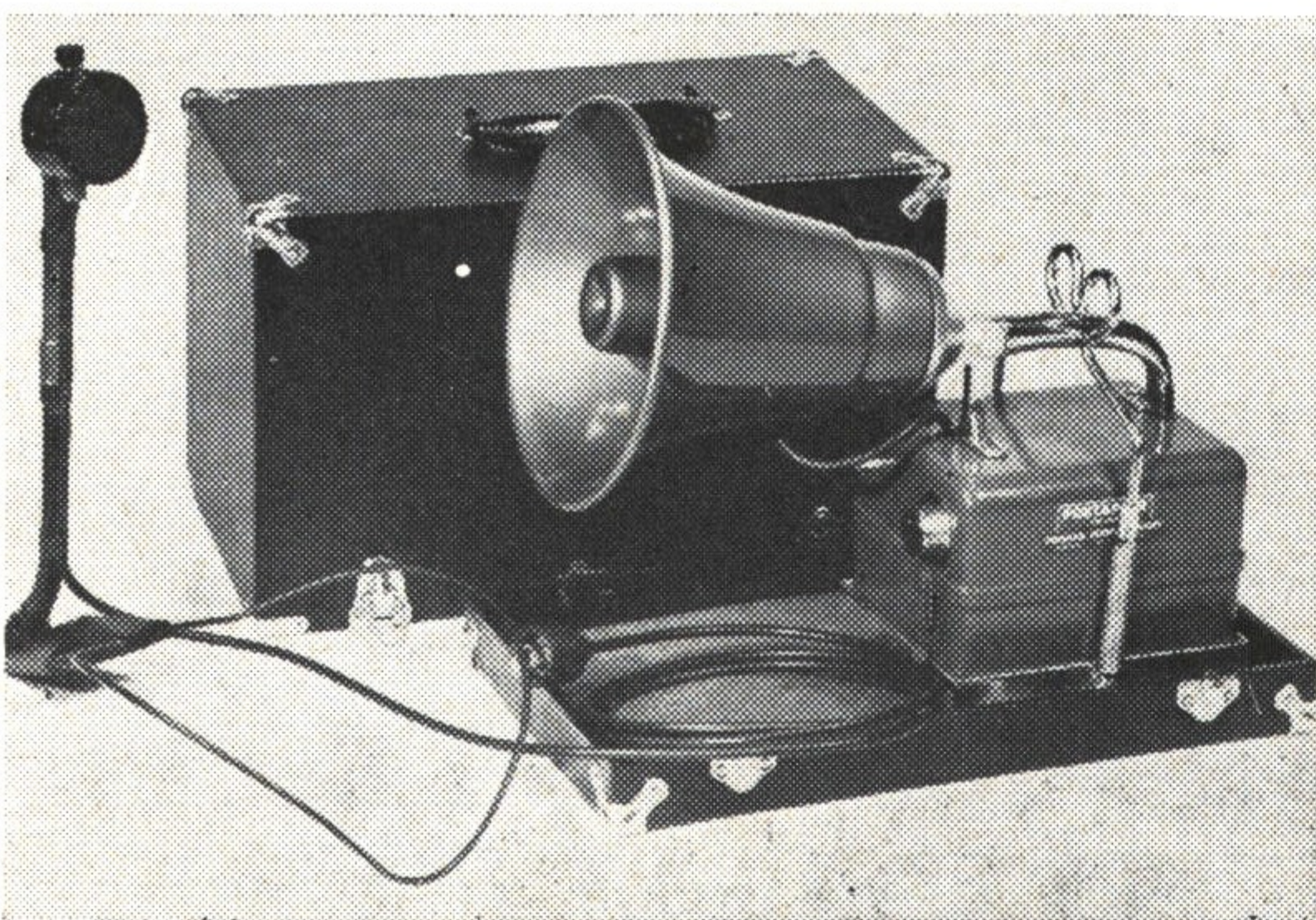
Col. Hansen will continue to run the auction under the name, Hansen Livestock Auction and will also continue to publish and distribute the weekly market report.

Col. Kirkeminde, a staunch supporter of the auction method of selling, has announced his intentions of developing a business-like system of managing and conducting farm sales, general auctions, livestock and real estate auctions, with special emphasis on real estate. He has reserved advertising rights in the Hansen Livestock Auction Report.

## \$89,870 Realized In Auction Of Antiques

NEW YORK CITY—A public auction of nineteenth century and other paintings, furniture and decorations from the estate of the late Mrs. Edward Shearson brought \$89,870 at the Park-Bernet Galleries.

Major sales included a Venetian painting by Antonio Canale, to M. V. Horgan, agent, for \$6,500; a portrait by Sir Anthony Van Dyck, to a New York private collector, for \$9,000; two companion paintings of Venetian scenes by Jacopo Marieschi, to the Leopold Blumka Gallery, for \$9,000; a Directorie painted commode, to a New York private collector, for \$725, and a Bessarabian armorial carpet, to the American African Export Co., Inc., for \$3,850.



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## New Year's Message From Auxiliary Pres.

Happy New Year Everyone!

Have you enjoyed the Christmas season? We have all been blessed with another wonderful holiday celebration ever reminding us of our Savior's birth. May we always be free to love and worship Him as we choose.

With the closing of the festive parties and family reunions, once again our girls and boys return to their schools and we settle down to resume the daily tasks. But I find those tasks lighter somehow, do you?

Before we can accomplish all that we have planned for this Spring it will be nearing convention time again. I'm sure all of you are looking forward to Kansas City as much as "Darby" and I are.

I know our president, Col. C. B. Drake, with the help and cooperation of the Missouri Auctioneers Assn. and their Auxiliary are going to make this one of the finest conventions we have ever had. The success of any project is assured by the work and willing cooperation of every member of that organization. I do not know of a better time than at the beginning of the new year to pledge our support.

May I close with this beautiful prayer written by Saint Francis of Assisi, for the New Year:

Lord, make us an instrument of Thy Peace.

Where there is hatred, let us sow love.  
Where there is injury, pardon.  
Where there is doubt, faith.  
Where there is despair, hope.  
Where there is darkness, light.  
Where there is sadness, joy.

O Divine Master, grant that we may not  
So much seek to be consoled as to  
console;

To be understood, as to understand;  
To be loved, as to love;  
For it is in giving that we receive,  
It is in pardoning that we are pardoned,  
And it is in dying that we are born  
to Eternal Life.

Love and best wishes to All,  
Gertrude Darbyshire, President

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## Buckeye State Ladies Form Auxiliary

By Mrs. John Sargent

In their last meeting, members of the Ohio Auctioneers Association invited their wives to attend as guests. Twenty-nine accepted the invitation and were treated to a delicious dinner at the Deshler-Hilton Hotel in Columbus.

Following the dinner, Col. John Hall, President of the Ohio Auctioneers Association, escorted the ladies to a meeting room where he asked them if they would be interested in forming an Auxiliary. After discussion among those present it was found the majority were in favor of such a plan and the following officers were elected:

President: Mrs. J. M. Darbyshire, Wilmington.

Vice-President: Mrs. Homer Pollock, Delphos.

Secretary-Treasurer: Mrs. John Sargent, Greenville.

Assistant Secretary-Treasurer: Mrs. Earl Wright, Mt. Gilead.

Twenty-four of the ladies present became charter members of the newly formed group. They are: Mrs. Raymond Sigman, Gambier; Mrs. Owen Hall, Celina; Mrs. J. M. Darbyshire, Wilmington; Mrs. Stene Hidegkuti, Dayton; Mrs. Evan Burkholder, Columbus Grove; Mrs. James Patterson, Bainbridge; Mrs. Floyd Demmitt, Jr., New Carlisle; Mrs. Furman Tinon, Newark; Mrs. Bill Demmitt, Tipp City; Mrs. Don Standen, Elyria; Mrs. John C. Watson, Pataskala; Mrs. Jack Braddock, Granville.

Mrs. Earl Wright, Mt. Gilead; Mrs. Bill Hale, Canton; Mrs. Albert Rankin, Alger; Mrs. John Pfarr, Jr., Richwood; Mrs. Homer Pollock, Delphos; Mrs. Walter Reed, Jr., Massillon; Mrs. C. M. Hess, Worthington; Mrs. Herb Bambeck, Dover; Mrs. Robert Calhoun, Butler; Mrs. Clyde Wilson, Marion; Mrs. John Sargent, Greenville; and Mrs. Ford Good, Seville.



## License Discussed By New Jersey Group

Thirty-two auctioneers were present for the regular quarterly dinner meeting of the New Jersey State Society of Auctioneers held at the Far Hills Inn, Somerville, N. J. This was the largest group to attend one of these meetings during the past year. The group also reported an increase in membership of 50% over the previous year with nearly two months to go before the fiscal year ended.

In reporting the meeting we quote the following from Col. Ralph S. Day, Secretary: "The License Act Committee report really started the meeting rolling. Practically everyone spoke his mind on the subject — practically also — no two agreed on any two points. The new committee is really going to have a dilly of a time rewriting the 'Act', but that's what we are going to try to do. The Secretary was instructed to send each member a copy of the 'Act' asking that each member note their objections at each paragraph of the present 'Act' and send them back to the Secretary as soon as possible. The new Committee will then revise the bill."

Next meeting of the New Jersey State Society of Auctioneers will be February 6, at the Far Hills Inn, Somerville. This will be the time of the election of new officers for the ensuing year.

## Pennsylvania State Meeting, Jan. 7-8

The Western Chapter of the Pennsylvania Auctioneers Association held election of officers at its monthly meeting at the Willard Hotel in Butler.

Legislation and the coming state convention were the main topics of discussion.

The new officers are: Col. Sam H. Lyons, of Saltsburg, president; Col. Cecil McConahey, of Edinboro, vice president; Col. R. B. Dennis, of Butler, secretary-treasurer; Col. William C. Aubele, of Pittsburgh, three-year director.

Retiring president is Col. Homer H.

Sparks, of Sharon. Col. Lyons advances from the vice presidency and Col. McConahey rises from secretary to vice president. Retiring director is Col. George Burrows, of West Middlesex.

The annual state convention will be held Jan. 7-8 in the Hotel Harrisburger, Harrisburg. A banquet will highlight the sessions.

An old and trusted Negro flunkie was left in charge of a store for the afternoon. Business was slack and he began idly looking over the stock. Finally, he tried on a pair of boots that he had eyed for several days. They fit perfectly—but the price was \$15.

Reluctantly the old man took off the cherished treasure, and turned his attention to another pair, priced at \$3. They also fit, so he wore them away, mumbling to himself: "Now, some folks I knows woulda took them \$15 shoes, but not me! I is honester than them!"

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# Howard Schnell's Tragic Death Felt By All Who Knew Him

*Submitted by Col. F. E. Fitzgerald, Hazen, North Dakota*

Col Norman G. Warsinske, editor of the Western Livestock Reporter and well known purebred livestock auctioneer, has expressed the feelings of the many friends and acquaintances of Howard Schnell in such true fashion in his weekly column that we are reprinting the following from the Western Livestock Reporter.

The tragic news of Howard Schnell's passing will deeply touch the hearts of the thousands who knew him. The livestock industry is poorer because of his passing, but it is richer because of his life in it. Thousands have admired the young man from Dickinson whose ability as an auctioneer was without question the finest. We who knew him so well admired him as he progressed through the years, purely by his own ability and personality. His star will forever shine brightly for others to emulate. They may equal him in some manner but not in every category. A clean-living, God fearing man, deeply devoted to his loving family, his future was brilliant, possibly never before equalled in his chosen profession.

It was my privilege to work with him many times. It was also my privilege to work for him. It was my task to sell his sale scheduled here (Billings, Mont.) Friday, after his plane was overdue. Thoughts ever foremost in my mind was regarding the search. It was not until after the sale that we heard the shocking news. It was hard to believe.

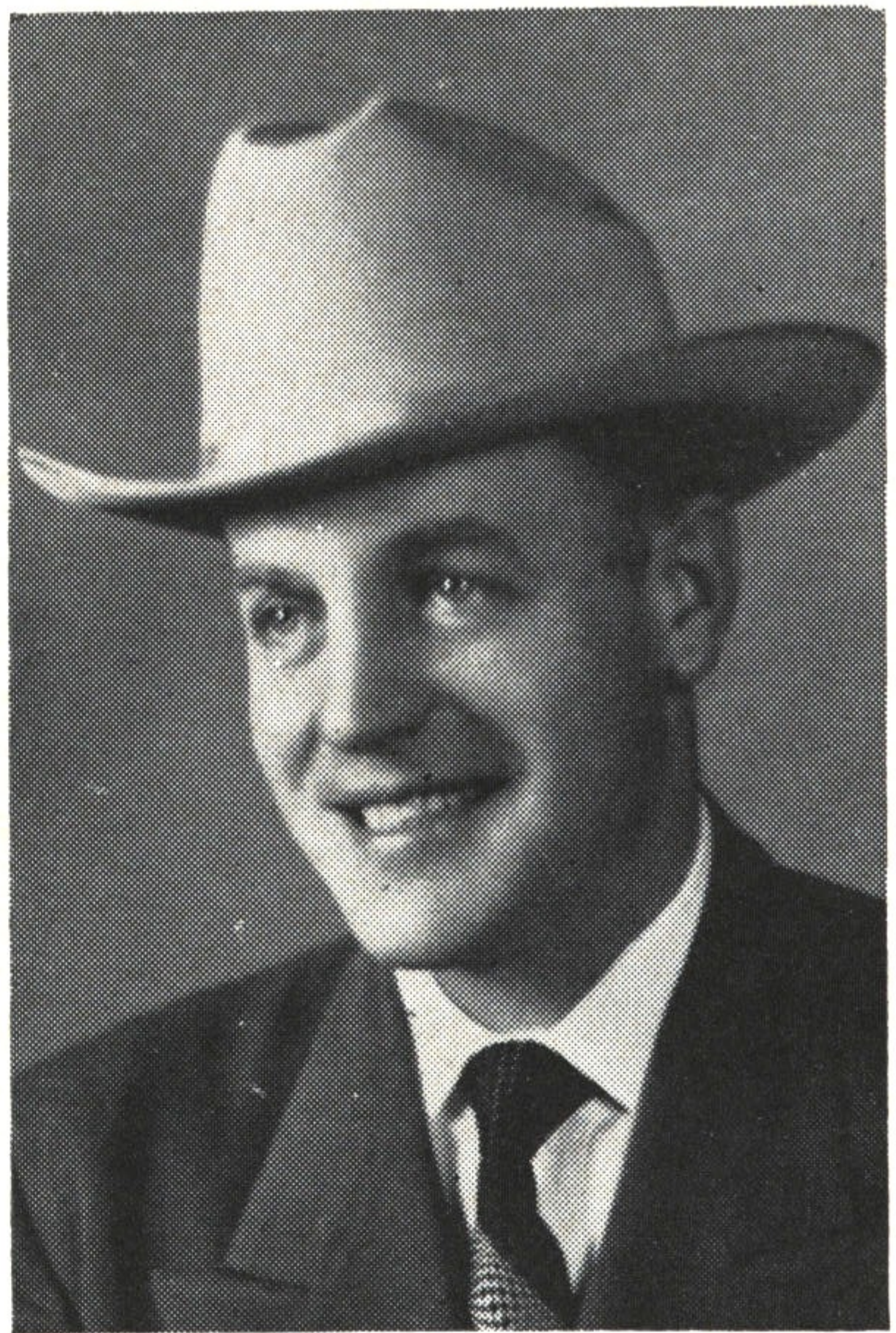
His schedule of sales would stagger the average person. Saturday in California, Wednesday in Miles City, Thursday in Broken Bow, Nebr., Friday in Billings, Saturday in Colorado Springs, and this was just a fair example of his sales, all fall, working every day, driving or flying overnights.

One does not attain such national

prominence without having what it takes to merit the respect of folks in the livestock industry throughout the nation.

The memory of him and the fine things he represented will long be remembered.

Norman G. Warsinske



**Col. Howard Schnell**

Funeral services for Howard Schnell, 30, nationally known livestock auctioneer killed in a plane crash, Dec. 1, were held in his home town of Dickinson, N. D., Dec. 6.

Also killed in the crash were Ralph Klein, Dickinson, who was Schnell's automobile driver, and Al Dowling, 35, Rapid City, S. D., pilot of the plane.

They were returning from a sale at Broken Bow, Nebr., when the plane, a Beechcraft Bonanza, crashed near Hermosa, S.D. The plane was last heard from when Dowling radioed the CAA



at Rapid City that he was 30 miles southeast of Rapid City with weather closing in. Zero weather and drifting snow hampered the search and the plane was not spotted until the next afternoon. Wreckage was scattered over a 100 yard area and the plane's engine was 75 feet from the main wreckage. The three bodies were thrown about 150 feet clear of the wreckage.

Howard Schnell was the son of Mr. and Mrs. Ray Schnell. Ray Schnell is a past Lieutenant-Governor of North Dakota, and the operator of the Schnell Livestock Sales Co., at Dickinson, along with his sons. Howard is survived by his wife, Joyce; their four children, David, Jimmy, Daniel and Deborah; his parents, four sisters and six brothers.

Howard was a member of the Dickinson Lions Club, Elks Club, Knights of Columbus, National Auctioneers Association, past president of the North Dakota Junior Chamber of Commerce and the North Dakota Auctioneers Association.

## Polled Herefords Hit \$611 In California

SACRAMENTO, Calif.—Forty-five buyers at ringside dipped into the rich consignment offering of breeding stock at the 9th annual California Polled Hereford Assn. Sale here, Nov. 12. By the time the last animal walked through the auction ring, they had paid an average of \$611 on 88 head, ringing up total cash sales of \$53,795.

While the average was about 15% under that of last year, the number of cattle sold jumped 20%. California and Nevada buyers took the offering, although there was competition from Oregon cattlemen.

Col. Charles Adams, a member of the NAA, was the auctioneer.

Some men who water their milk every day can't understand why the prayer meeting seems so thin.

# 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

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# Form State Associations Now They May Be Needed Later

By COL. POP HESS



HELLO BOYS!! It is 1956 — A NEW YEAR—Auctioneering and Auction sales are now set — to make new year records — and off we go.

Some auctioneers will be satisfied with their past performances and think it is pretty good for the New Year. Some will merely say Happy New Year and forget to change the year figures. Some will make New Year Resolutions—and break every one of them. Some will put every foot forward to make their name as an Auctioneer and their work much better and more efficient than in the years past, striving for a bigger field and more sales. New auctioneers will be making their first appearances and others who have been well known will fade from the picture. Nothing new about this as it has gone on year after year and will always be that way.

In our state of Ohio, we have seen a large number of auctions. The gross dollars collected from these sales in the year 1955 would be a staggering figure—no doubt one that would compare quite favorably with any business or corporation in the state.

It would be interesting to know how many auctioneers of each state conducted the total sales held in that state the past year and what percentage it would be of the total number of auctioneers licensed in that state.

Many State Auctioneers Associations will hold their annual meetings this month, including my own State of Ohio. Recently, I have been trying to find out how many states now have State Auctioneers Associations. I do not have an exact total but believe we have more State organizations than ever before.

It would be a good effort to get each

state with a good State Auctioneers Association. This would be very beneficial to the National Auctioneers Association in membership as well as cooperation. So each of you boys living in a state without its own Auctioneers Association, get the auctioneers together and set one up. It may not add to your income nor your sales but it is a wonderful program for each state to have and it will do much to help “keep the powder dry.”

In case of an attack on the free liberty every auctioneer now enjoys or if anyone should put a halter on the auctioneer and prepare to lead him, it would be a strong bar. **Food for thought, boys.**

We are now in a very modern World—we have seen many changes, many things tried, and who knows what next. And if nothing ever happens a good State Auctioneers Association in every state will never kill the auctioneer nor put the auction sales out of existence. However, it will bring a better approach and closer fellowship among the people involved, who year after year are responsible for the **world's largest business.** The business of our world continues to progress through sales made of our products grown, manufactured or otherwise, with the auction method ranking high in the way sales are made. It can happen. You could wake up sitting on a stump fishing in your favorite stream and find that the stream had gone dry and the fish are dead.

The December issue of “The Auctioneer” has just arrived on the day that I am writing this column. It is always hard for me to put words together that are going to be read one month later, especially when you write for



January of the New Year and it is 15 days before Christmas and trying to cut the budget so we can have a good Christmas and still meet Uncle Sam's request from yearly income. As now written, this column will no doubt at points go sour and tasteless, but consider the source, pass the sugar, salt and pepper and maybe you can digest most of it.

I have scanned through the pages of this December issue and find it very interesting. Auctioneers tell me they read every line in each issue. Perhaps the day is not too far distant when it will take more pages each month as we have now passed another year of progress for the NAA and made possible a good monthly publication—published in the interests of auctioneers and auction sales. As you read these pages and do not find what you are looking for the problem can be easily solved — **sit down and write a column** and if it is at all readable our editor will dress it up—and there you are.

We who month after month write our little column are often at sea regarding what our readers like best. It could be that your "shot" in this publication could be the burr that would inspire new

life in many of us who try and be in the pages each month. In other words, we need some new marks to shoot at—you may have the very item to cause the explosion.

Now that we are in our new year—1956—let's make it a great year, a better year and to all I wish you the best of success in your work of serving the public as an auctioneer.

## Margaret Truman An Auctioneer? !!!

Miss Margaret Truman, Mike Wallace, Martha Scott and Walter Slezak all served as guest auctioneers last month at the Parke-Bernet Galleries in New York City. The auction featured works of famous designers and artists sold for the benefit of rheumatic fever research.

Also sold were two sports cars and English and French furniture along with other antiques.

Among the antiques were a complete set of eighteenth century silver dated individually and valued at \$12,000; an antique bridal veil; four Georgian candlestick holders, and two sets of Louis XIV and Louis XVI furnishings.

## Auction Flags

Made of red cotton bunting — washable and wind resistant with the following copy in white letters:

AUCTION BY  
(Your name and address)

Two to a set . . . can be sewed back to back or used separately.

Flags are 3 ft. x 3 ft. with heavy canvas tape heading and brass grommets in corners.

*Satisfaction Guaranteed or Your Money Refunded*

Send Your Check or Money Order for \$15.00 to . . .

**MILLER FLAG AND DECORATING CO.**

127 Profile Avenue

Portsmouth, New Hampshire



• REPPERT AUCTION SCHOOL •





## New Auctioneers

On the opposite page is a picture of the graduating class from the Reppert School of Auctioneering, Decatur, Ind., December, 1955 term. Identification, reading from left to right is as follows:

**Top Row:** Hugh Filson, Ontario; W. H. Hale, West Virginia; W. J. Smith, Tennessee; Guy T. Clark, Indiana; W. S. Rittenhouse, Pennsylvania; M. L. Huffman, Washington; D. D. Boatright, Alabama; W. N. McPherson, Jr., Nebraska; Richard Long, Ohio; R. D. Michael, Nebraska; J. W. Peddicord, Ohio; Alfred Green, Texas.

**Fourth Row:** V. R. McCracken, Missouri; F. D. Reed, Nebraska; Eldo Ensz, Kansas; W. H. Asmussen, Washington; Russell Kirby, Tennessee; W. D. Underhill, Tennessee; Brady McCall, Missouri; Jay D. Boyer, Indiana; Hugh B. Key, Tennessee; Orville White, Virginia; L. E. Van Poppel, Ohio.

**Third Row:** Thomas Roberts, Ohio; David Jones, Ohio; James E. Brooks, Nebraska; J. W. Jacobs, Ohio; D. E. Simpkins, Ohio; J. B. Faulconer, Kentucky; Charles Nickens, Nebraska; Ira Potter, Kentucky; W. J. Stanton, Michigan; David Groome, North Carolina; C. J. Huttinger, Indiana; L. E. Allender, Ohio.

**Second Row:** L. S. Preston, Ohio; J. W. Harmon, Ohio; K. G. Kingston, Illinois; Frank Johnson, Illinois; Eugene D. Burt, Georgia; Robert F. Harris, Georgia; J. L. Peterson, Minnesota; Joel Wilson, Ohio; Tim Wyatt, Alabama; James Stoddart, Ontario; Max I. Sall, New York; James Phillips, Indiana.

**First Row:** T. A. Wiseman, Tennessee; Robert Brunner, Ohio; R. R. Herm, Illinois; Gary W. Cain, Ohio; Howard Hall, Alabama.

**Seated:** Instructors Guy L. Pettit, Iowa; H. W. Sigrist, Indiana; Guy Johnson, Florida; R. L. Reppert, Indiana; Q. R. Chaffee, Pennsylvania; Clyde Wilson, Ohio; Homer Pollock, Ohio; Gene Slagle, Ohio; George Borum, Illinois.

"The Auctioneer" appreciates the courtesy of the Reppert School in furnishing this picture and welcomes pictures of current graduating classes from all Auction Schools.

## Columnist Attends Winter Farm Auction

Jack Bailey, columnist for the Grand Island (Nebr.) Daily Independent, spent a cold day in December at a farm sale. His story of the sale appears elsewhere in this issue but here is what he had to say in his own column:

Farm sales always intrigue us. We marvel at the speed with which they are conducted; the way the auctioneer works and the snap judgment of the buyers.

Cattle buyers waste little or no time in bidding and stock is disposed of in a matter of minutes, often with the bids for a single animal running from \$175 to \$250. By standing around listening the bystander also learns more about the thinking of farmers.

At the Lynn Scarborough auction southeast of St. Paul last Friday we couldn't help but marvel at the speed with which Hank Rasmussen, the auctioneer worked. He started selling at 10 o'clock and continued with only a slight interruption for lunch until 4:30 in the afternoon.

How a man's voice can stand up under such punishment hour after hour in cold weather we'll never understand. But it didn't seem to bother Hank. He wore a big storm coat, had his shirt un-buttoned at the neck and wore a big handkerchief around his neck to keep warm.

## Cadillac Yarn To End 'Em All . . .

Here is the Cadillac story to end all same, particularly because it is true. It involves a man who recently purchased one of the flossiest of models which had everything, including an odd, irritating rattle which three trips to the garage failed to remove. In desperation he had mechanics literally tear the car apart. In so doing they ultimately located in the hollow behind the lining of the door a coke bottle containing a large ball bearing and this note: "So you finally found me, you rich SOB."—Chet Shore in The Yellowstone News, Billings, Mont.



# Farm Sale of a Century Ago

By LUSTER COOLEY

A few weeks ago, a friend in Columbus handed me an old sale bill of a farm auction that was held in Kentucky one hundred and six years ago last March. It had been found in some old family papers he had inherited. Neither he nor any of his folks now knew why it had been preserved and handed down; it was just there.

I don't know when I have ever seen a paper that portrayed so graphically the vast changes that have come about in farming and property and human affairs in the century.

Here it reads:

## PUBLIC SALE

Having sold my farm and I am leaving for Oregon Territory by ox team, will offer March 1, 1849, all of my personal property, to wit:

All Ox Teams, except two teams: "Bucky and Ben" and "Tom and Jerry"; 3 milk cows, 1 grey mare and colt, 1 pair of Oxen with yoke; 1 baby yoke; 2 ox carts; 1 iron foot of poplar weather boards; 1 plow with wood mould board; 800 to 1000 three-foot clapboards; 1500 ten-foot fence rails; one 60-gallon soap kettle; 85 sugar troughs made of white ash timber; 1 large loom, made by Jerry Wilson; 1000 gallons of maple syrup; 2 Spinning Wheels; 30 lbs. of Mutton Tallow; 1000 poles, 100 split loops; 100 empty barrels; 1, 32-gallon barrel of Johnson-Miller whiskey, seven years old; 20 gallons of apple brandy; 1, 40-gallon Copper still; some oak-tanned leather; 1 dozen real books; 2 handle hooks; 3 scythes and cradles; 1 dozen wooden pitchforks; half-interest in a tanyard; 1, 32-caliber rifle made by Ben Miller; 1 bullet mold; 1 powder horn; 50 gallons of soft soap; hams, bacon, and lard; 40 gallons of sorghum molasses; 6 head of foxhounds, all soft-mouthed except one.

At the same time, I will sell my six Negro Slaves: 2 men, 35 and 50 years old; 2 boys, 18 and 12 years old; 2 Mulatto Wenches, 40 and 30 years old. Will sell all together to same party, as

I will not separate them.

Terms of Sale—Cash in hand or note to draw 4 per cent interest, with Bob McConnell as Surety.

My home is 2 miles south of Versailles, Kentucky, on the McCoun's Ferry pike.

Sale begins at 8 o'clock P.M.

Plenty to eat and drink.

J. L. Moss

One wonders what ever motivated Mr. Moss—who was apparently a big operator and well established in his Blue Grass neighborhood—to sell out, pull up stakes and set sail for the unknown and the uncertain in the far Northwest. Wonder if he and his family ever arrived in Oregon territory, with Buck and Ben and Tom and Jerry? Wonder if the wife favored the move?

I was intrigued at his dropping in the "half-interest in a tanyard" (which must have been a major project with him) among the miscellany. An interesting note was that the individual makers of the hand-made loom and the muzzle-loading rifle were named; no standardized factory-made, production-line goods in 1850.

And Bob McConnell was the only guy in the community he would trust! (Oregon was a long way off, those days.)

What would happen to a farmer now who advertised whiskey and brandy and a still for sale at public auction?

I have never yet figured out the connotation to the "real books." . . . And wonder what an "iron foot" of lumber was?

It was thoughtful of Mr. Moss not to separate his slaves (which might very well have composed two families) at this sale. But what was there to bind the buyer of them from splitting them up as he pleased on a resale? (Terrifying thought: to be a slave, subject to sale.)

The closing line, "Plenty to eat and drink," sounded like it was free! Like to see a guy try that now! . . . And sale to start after dark—with no electric illumination, either.



# Old Brass--Our Colonial Heritage

By FELICE DAVIS

"I wish I had a whole shopful of brass," the antiques dealer said wistfully as he glanced from me to the brass candlestick in his hand. "I wouldn't have it long—everybody wants it."

Why this rush for brass? Take a careful look at the next piece you meet among American antiques and you'll see why. Its simple, sturdy shapes satisfy the eye. Its delicate golden color and lustrous Patina are signs of age no modern brass can hope to duplicate. Used for wall groupings or flower containers, or on mantel shelf or hearth, it supplies both decoration and genuine atmosphere to early American rooms.

## Variety of Articles

When hunting brass, you'll find a piece here, a piece there—more, probably, in the country than in town. Put them all together and the many different objects show the omnipresence of brass in our homes from Colonial days on.

Some of the articles for kitchen and daily were spoons, strainers, funnels and other small utensils. Accompanying them were trivets, jamb hooks, milk cans, pitchers, jugs, sugar bowls and plates.

Other household objects included candlesticks and snuffers, whale oil and camphine lamps, chandeliers, andirons and everything else needed for the fireplace, tobacco boxes and warming pans: Brass served equally well for door knockers, thimbles, buttons, stirrups, spurs and for eagle ornaments, handles and other furniture hardware.

## Early History Vague

Considering the popularity of brass, surprisingly little is known about its early history in America. Manufacture started in a small way in the 17th century.

Henry Shrimpton of Boston, who died in 1665, is one of the earliest braziers on record. In the first half of the 18th century a good many braziers came from England and settled in various parts of the country.

New York and Pennsylvania also had German and Dutch craftsmen. All work-

ed locally and, for the most part, even their names are unknown now. However, by 1750 they were making much of the brass used here.

These braziers generally followed the styles they had known before coming to America. For this reason and also because American brass was seldom marked before 1800, it's usually hard to tell their work from imported pieces.

## Best From England

The best imported brass and the largest amount came from England, where much of it was made in Birmingham. France sent a little, including milk cans from Britany.

One of Holland's most interesting contributions was tobacco boxes, often with beautifully engraved decoration. Such imports, perfectly at home here, are welcome additions to our own old brass.

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## King Ranch Sale Hits High Average

KINGSVILLE, Texas—The sixth annual sale of Santa Gertrudis bulls and Quarter Horses at King Ranch here, Nov. 10, proved to be another bell ringer as 25 bulls averaged \$4,991 and 25 colts sold at a per head mark of \$1,318.

A tremendous crowd was on hand from over a score of states as well as several foreign countries to take part in the sale of stock produced at this establishment.

The 25 horses were all spring foals.

The top seller was a dark chestnut filly by Hired Hand 2 out of Graviella Chiquita. She sold for \$2,200 to the Eddie Portah Ranch, Detroit, Mich.

The peak of the Santa Gertrudis auction was reached on Dulcy, a 34-month-old bull from the King Ranch show herd, that weighed 1,890 lb. He sold for \$28,000 to Winrock Farms, Morrillton, Ark.

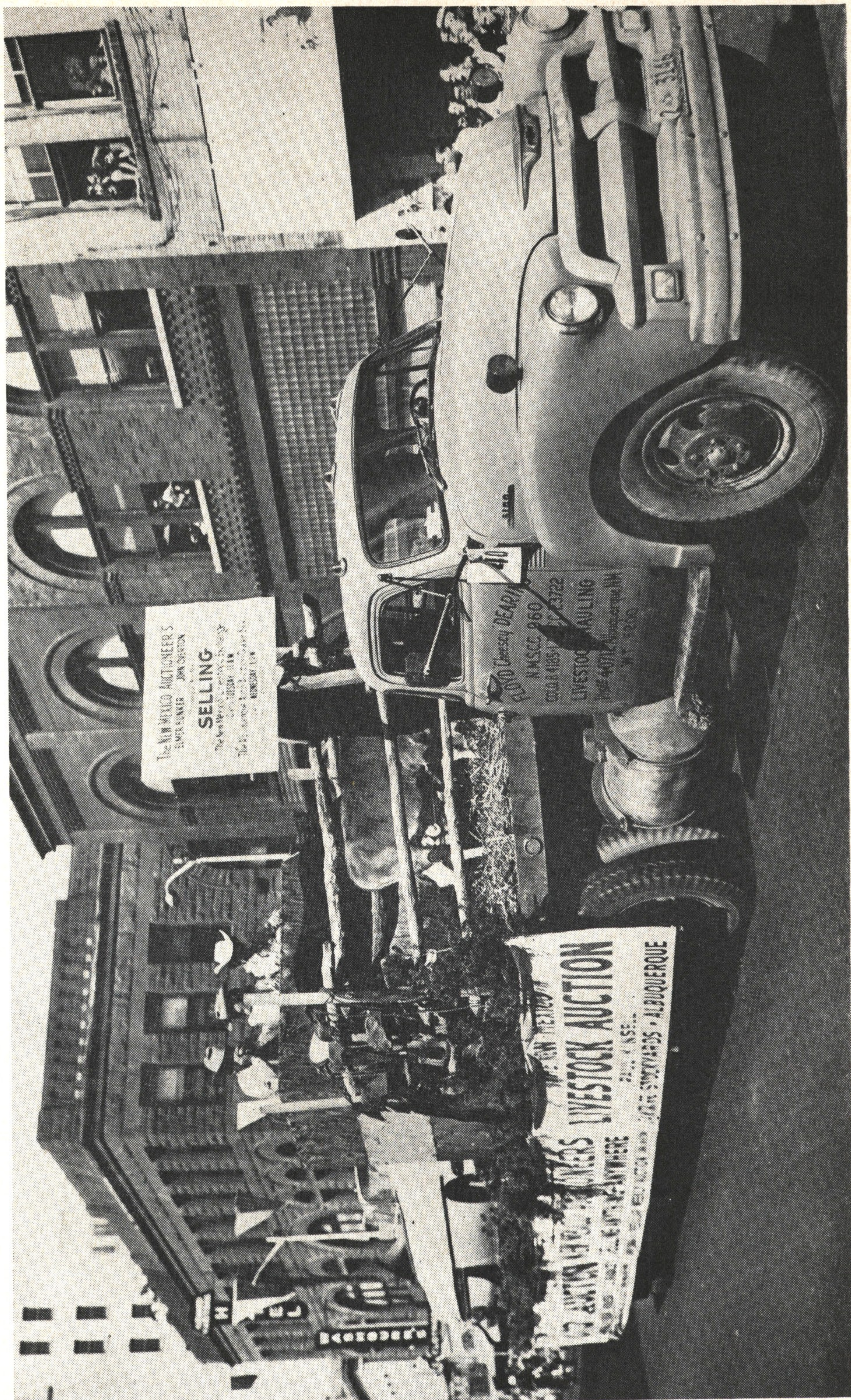
Auctioneer was NAA member, Col. Walter Britten, College Station, Texas.





**WHAT DO YOU THINK OF THIS FOR PROMOTION WORK.** This float (above and below) was a part of the New Mexico State Fair Parade and was the results of the efforts of Col. Elmer Bunker and Col. John Overton, both of Albuquerque. We especially note our own NAA emblem prominently displayed along with the variety of items sold at auction by these men. Cols. Bunker and Overton were both at the National Convention at Indianapolis, last July, and are certainly doing their part at home for both the NAA and the auction profession.







## Clippings By Nelson

### ONE MORE STEP— ONE MORE CALL

Have you worked so hard all day you think you can go on no longer? Do you feel that every ounce of strength is drained from your system?

Take just one step further!

Don't think in the hard terms of so many more hours to work. Don't think of the many more blocks to walk.



Col. E. T. Nelson

And don't sidestep the task. But just one more step forward. Always you can take one more step.

Have you met with discouragement all day long? Have the fine prospects all turned into put-offs and hazy promises of the future? Does it seem that many of your wonderful plans are doomed to failure?

Make just one more call—only one more call!

Always you can make the one more call. Make it, and see what happens.

For then will come your second strength. Then will arise within your soul a new power—the power of inner courage. And then will come the turning point of all your striving.

That is the only way men grow. Not through easy accomplishment, but by

overcoming difficulties. Every worthwhile achievement has been won by conquering weakness, through calling upon the inexhaustible strength of the spirit.

There is nothing new about your problem. Every successful man has had to face the exact situation you are facing.

Now is the real test of your courage. Now is your grand opportunity. Arise to meet it!

Just one more step. Just one more call.  
Alden C. Palmer

Try it!

Just ask for one more sale, today!

## English Manorial Titles Auctioned

LONDON—An auctioneer brought down the hammer on 29 manorial titles of English villages. But most buyers got little more than ancient documents they cannot take from Britain.

An owner of a title may call himself "lord of the manor" but that won't get him a seat in the House of Lords. He may have the sporting or grazing rights to some common (public owned) land, but the main attraction usually is the fancy documents proving his title.

One manor—that of Yaxlee Bulls Hall-Cum-Blogates Hall, in Suffolk — was bought in behalf of Bruce Barton of New York for 325 pounds (\$910). The documents, dating back to 1648, contain references to links with General Sherman of the American Civil War.

The most important purchase was that of the Manor of Norton, in Radnorshire, which went for 1,700 pounds (\$4,760) to Col. Sir Arthur Evans. His new manor contains a good deal of common land with shooting rights attached.

A manorial title is an empty one now but centuries ago it yielded the holder a great deal of authority over the land and the villagers.

### LEARNING ABOUT LIFE

"Dad, Marie and I think we'll get married. How much money will we need?"

"More."



## Col. Hayes Conducts N. Y. Police Auction

Col. Ben F. Hayes, auctioneer of Forest Hills, Long Island, conducted a three day sale for the New York City Police Department early in December. Items in the sale consisted of property confiscated by the department.

The auction opened on December 6 at the Brooklyn Police Property Clerk's warehouse and items sold were unclaimed automobiles, bicycles, boats, tires, etc. The second day was devoted to selling such items as jewelry, binoculars, photographic equipment, fur coats, etc., at the police headquarters line-up room in Manhattan. The final day was spent in completing the sale at the Brooklyn location where it began.

More than 200 automobiles were sold in the sale which contained nearly 1500 items ranging from the automobiles down to compacts. A great job of pre-sale publicity was capably handled by Col. Hayes who employed a special publicity agent to assist. Metropolitan

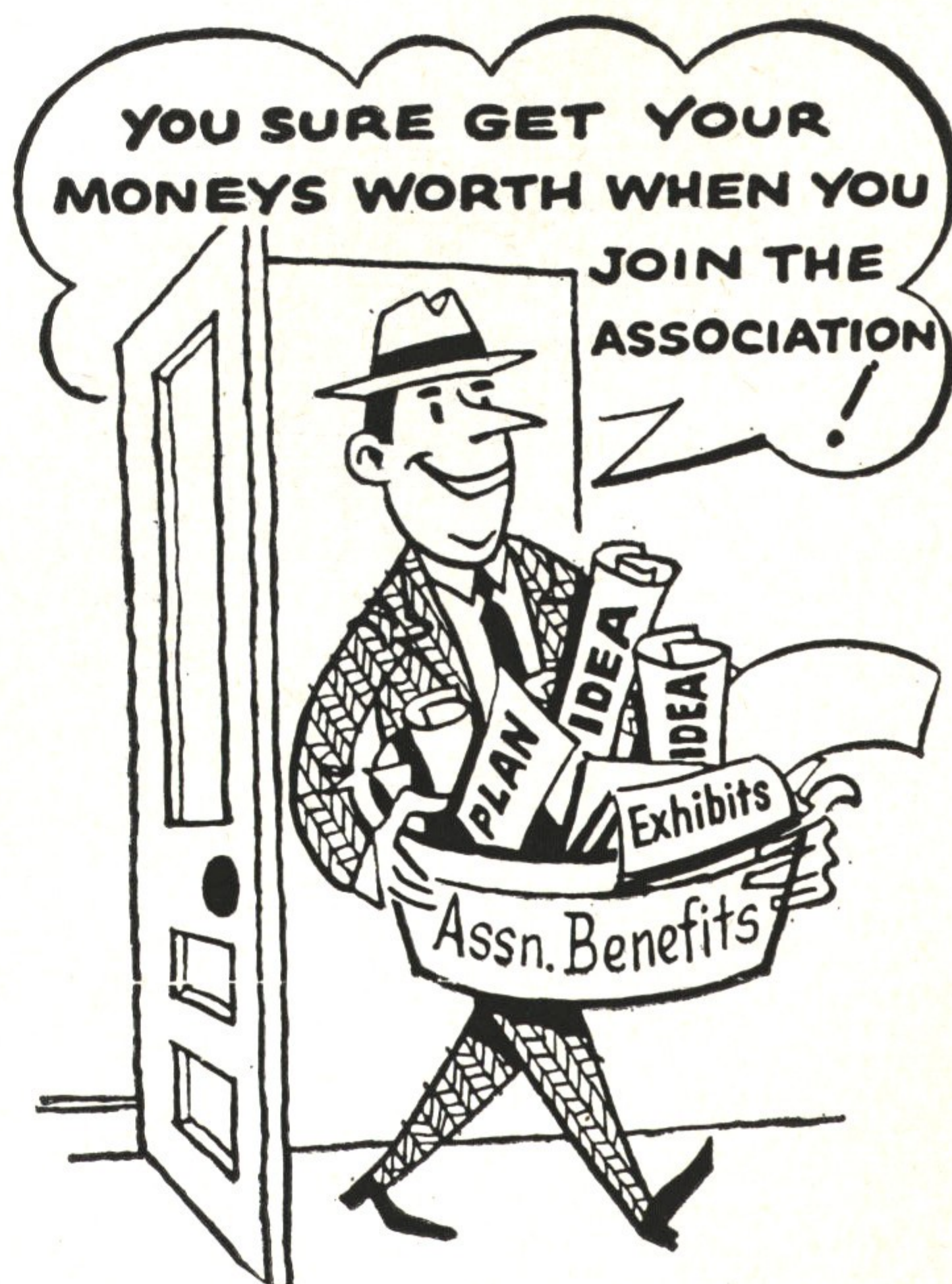
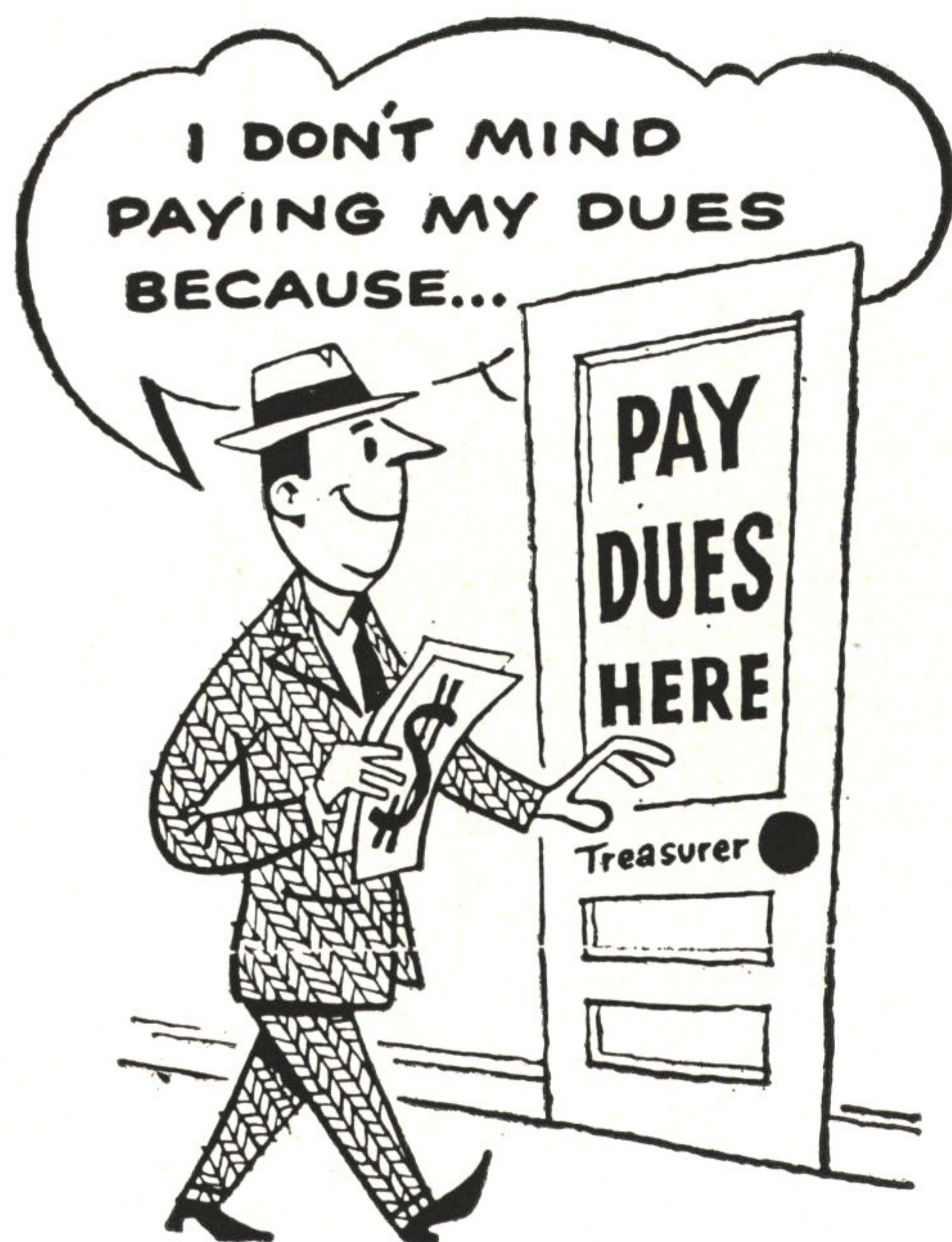
newspapers carried interesting releases previous to the auction. All items were listed in a printed catalog which was furnished to prospective buyers at the sale.

Col. Hayes is a member of the National Auctioneers Association.

## Ogden Auction Averages Listed

OGDEN, Utah—Here's how the auctions of feeder and fat cattle averaged out at the Golden Spike National Livestock Show:

Eight carloads fat cattle at \$20.80; 10 carloads feeder steer calves at \$20.08; 4 carloads yearling feeder steers at \$16.75; 4 carloads feeder heifer calves at \$19.16; 18 pens of 5 feeder calves at \$24.01; 84 individual fat steers at \$26.06; 52 individual fat lambs at \$25.04; 36 pen lambs at \$21.58; 2 carloads fat lambs at \$22.25; 17 individual fat hogs at \$20.26; 15 pens fat hogs at \$16.71; 2 carloads fat hogs at \$17 cwt.





## Try This

By Col. B. G. Coats

Want to do something that doesn't cost you anything? Something for your Association and your profession. It will only take a few seconds of your time to read this article.

Place three application cards for membership in your pocket now, before you read any farther. Pass them out to as many auctioneers (non-members). After a reasonable length of time talk to them again or write them a letter. Before you know it you will be reading in "The Auctioneer" that the three Auctioneers you approached have become members of the National Auctioneers Association.

Now if you consider your time valuable, so much so, that you are unable to follow up, the chances are that two of the three will mail in their applications. It is a known fact that one of the three will not wait long to submit his application for membership. So we have one out of every three. That is the average and the figures are based upon previous coverage by letter from the Secretary's office.

Now if such can be accomplished by letter, what would be the results of personal contact? There would be an animating action on the part of every member to double their efforts for new members. Don't you realize what it would mean to our association if every member would obtain one or more new members? Any reason why you shouldn't try? You probably always wanted to, but somehow never got around to it.

This is the slow season for auction sales, so you are going to have more time to yourself. Why not give just a few seconds of that time to your Association? Let's make it the busy season for adding new members.

If you do not have application cards for membership in your possession, write the Secretary and you will receive them by return mail and while requesting the applications tell him about yourself and your business. That too doesn't cost you a cent and your

contribution to "The Auctioneer" will make for a more interesting and informative publication. Each of us can do so much for so little that there is no reason whatsoever why we should not double our membership.

In just six short months we will be heading for Kansas City for another convention, so do your part now, and if you do our Association will have the greatest registration of any previous convention.

I wish each and everyone of you a Happy and Prosperous New Year and above all I wish our Association to show that its membership will be doubled by convention time.

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## Champion Turkey At \$16.25 Per Pound

The Grand Champion hen turkey at the West Michigan 4-H Turkey show sold for \$16.25 a pound for a total of \$207. It was raised by Jeanella and Dean Johncock of Barry county.

The top tom turkey, weighing 25 pounds, and 9 ounces, sold for \$15 a pound. It was raised by James Holtrop, Ottawa county.

The reserve hen was raised by Mickey Noble of Holton, Muskegon county, and the reserve tom, by James and Leon de Visser of Holland.

For the second year the Wyngarden Hatchery of Zeeland, in cooperation with 4-H club agents in western Michigan, gave turkey poults to club members. This year 2,900 poults went to 89 boys and girls in seven counties to raise and care for.

The birds are fed and cared for by club members with club agents assist in feeding and management problems. At the close of the feeding period each member returns to the Wyngardens 10 per cent of the birds that survive the project.

The birds are dressed by a local dressing plant, frozen, and then put on exhibit to be judged.



The show, with 204 dressed birds on exhibit was held this year in the Holland Civic Center with Larry Dawson and Don Miller, of the Michigan State University poultry department, doing the judging.

The birds were auctioned off after the show. The money from the sale of these birds goes to the hatchery. With this money Wyngardens buys trophies and ribbons for the winners, and gives the club members and their parents a dinner.

This year the Wyngardens gave the poults in multiples of 10. James De Visser of Holland did a good job raising 300 poults. The Wyngardens like the project and plan to carry it on for another year.

## Auctioneer License Fee Increased

TOLEDO, Ohio—A standard fee of \$25 with a \$1,000 cash bond will be required for the issuance of auctioneer's licenses by Common Pleas Court, the six judges agreed.

Judge John Q. Carey, presiding, said applicants for such licenses also would

## IN MEMORIAM

Col. Harvey H. Tucker, Iowa  
Col. Gus L. Day, New Jersey  
Col. Howard Schnell, North Dakota

be referred to the prosecutor's office and the probation department.

Auctioneer licenses formerly were issued for fees of \$1 or \$5 but, Judge Carey explained yesterday, an ex-convict recently obtained one here. The higher fee and bond, and the required investigation, will protect the public, he said.

## In Other Words, Alaska Issues New Map on Rock Formation

WASHINGTON—The government today offered "a graphic, geologic evaluation of the general distribution of pre-mesozoic and cenozoic rocks, interpreting tectonic elements of Alaska and emphasizing major geosynclinal and geanticlinal trends."

In short, a new map showing major changes in Alaska's rock formations for the past 200 million years—an important document for oil prospectors.

# Advertise the NAA



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Send your order with remittance to

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Col. V. K. Crowell (right), Oklahoma City and President of the Oklahoma State Auctioneers Association, sells an imported Chinese fan to Col. Joe Burgert, Ponca City, during the October meeting of the aforementioned group. The fan was donated by Mrs. Lillie Eng (center) of the House of Chan in Oklahoma City where the meeting was held.

## Co-op Auction Market Sales Decline in 1955

TRENTON, N.J.—Total sales at New Jersey's co-operative produce, poultry and egg and livestock auction markets declined about 1.3 million dollars from the 1953-54 level, reported Warren W. Oley, director of the division of markets of the state Department of Agriculture.

Presenting the report at the annual meeting of The Co-operative Marketing Associations in New Jersey, Inc., held in Vineland, Oley reported that sales totaled \$30,643,898.22 as of Oct. 30, about 1.3 million dollars under last season. Both this year's decline and last year's drop of nearly four million dollars were attributed principally to lower returns for eggs and poultry.

Although the average price per package received this spring at New Jersey's fruit and vegetable auction markets was considerably under last year, the seasonal average was nearly the same for

1953-54 because of higher prices for fall products. In September and October average prices were 30 per cent and 27 per cent respectively above last year. Total sales at the nine markets (Beverly, Cedarville, Glassboro, Hammonton, Hightstown, Landisville, Pedricktown, Swedesboro and Vineland) amounted to \$9,093,073.27, nearly 300 thousand dollars more than for 1953-54. The average price per package was \$2.029, a decline of 1.74 per cent from last year.

The value of sales at New Jersey's six egg and live poultry co-operative auction markets (Flemington, Hackettstown, Hightstown, Mount Holly, Paterson and Vineland) dropped almost 1.77 million dollars to \$18,213,292.65. The average price per 30-dozen case of eggs was down 28 cents to \$13.40 while the Mount Holly auction market registered a slight decline. Total sales for the three markets amounted to \$3,337,532.30, more than 230 thousand dollars above 1953-54. The increase followed a decline of 65 thousand dollars last year and 1.8 million dollars the previous year.



## Benson Speaker At Cattlemen's Meeting

Secretary of Agriculture Ezra Taft Benson will be headline speaker at the 59th annual convention of the American National Cattlemen's Assn. in New Orleans, Jan. 9 to 11.

Association Secretary F. E. Mollin said Secretary Benson will speak at 11:00 a.m., CST, Tuesday, Jan. 10, before a crowd of more than 2,000 cattlemen from 35 states.

Although Secretary Benson's topic was not announced, it is expected that he will discuss details of the administration's farm program which President Eisenhower has indicated he will reveal that week.

"The nation's stockmen, long opposed to supports and controls on beef, are anxious to learn how the farm program will effect their future operations," Mollin said.

Secretary Benson is one of 14 outstanding speakers on many phases of beef making scheduled for the convention

program. Besides major agriculture policy, the stockmen will also consider expanded research, beef promotion, marketing and price trends and feeder problems.

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## Collector's Stamps Sold for \$225,330

NEW YORK—The first of 16 auctions to dispose of a huge stamp collection put together by the late Alfred H. Caspary brought in \$225,330.

Bernard Harmer of H. R. Harmer, Inc., which is handling the sales, said Tuesday's auction resulted in "the highest total for one day's auction ever realized."

The entire collection, one of the greatest ever assembled, is expected to net more than two million dollars in a series of auctions.

The highest price paid for a single item was \$14,000 for a Baltimore 10-cent printed stamp on a letter.

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An alcoholic . . . a social drinker who drinks between drinks.

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## BOOSTERS FOR "THE AUCTIONEER"

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

### ALABAMA

Col. R. A. Waldrep—Birmingham

### CALIFORNIA

Col. H. J. Caldwell—Ontario

### FLORIDA

Col. Robert W. Butler—Gainesville

### GEORGIA

Col. Harold Cohn—Columbus

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### ILLINOIS

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. Carman Y. Potter—Jacksonville

Col. Fred G. Quick—Aurora

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Reppert School of Auctioneering  
Decatur

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### MINNESOTA

Col. Tom Gould—Minneapolis

Nelson Auction School—Renville

### MISSOURI

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Col. Bill McCracken—Kirkwood

Col. Russell E. Summers, St. Ann

### NEBRASKA

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Col. Ray Flanagan—Albion

Col. John W. Heist—Beatrice

Col. Stacy McCoy—Arapahoe

Col. Leon S. Nelson—Albion

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Col. B. G. Coats—Long Branch

Col. Ben Greenfield—Newark

Col. Howard Harris, Jr.—Cowntown

Col. James W. Smith—Camden

Col. Russ Tinsman—Hackettstown

Col. Herbert Van Pelt—Readington

### NEW MEXICO

Col. Elmer Bunker—Albuquerque

### NEW YORK

Col. Paul W. Calkins, Plattsburgh

Col. Benjamin F. Hayes—Forest Hills

Col. Victor L. Kent—Cuba

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Col. Turner Kees—Hickory

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Col. Philip A. Engelmeier—Pittsburgh

Col. Jacob A. Gilbert—East Prospect

Col. R. E. Parke—Greensburg



## BOOSTER PAGE (Cont.)

### OREGON

Col. L. J. Stanley—Portland

### SOUTH DAKOTA

Col. Robert E. Penfield—Lemmon

### TENNESSEE

Col. Carl A. Hobbs, Lebanon

Col. J. Robert Hood—Lawrenceburg

Col. L. B. Fuqua—Nashville

Col. H. C. "Red" Jessee—Morristown

Col. E. H. Lawson, Kingsport

Col. C. B. McCarter—Sevierville

### TEXAS

Col. Don Estes—San Angelo

### WISCONSIN

Col. W. C. Heise—Oconto

Col. Don Lloyd, Oshkosh

### WYOMING

Col. Dale Shelton, Jr.—Sheridan

### ELSEWHERE

The Ladies Auxiliary to the  
National Auctioneers Association

## Country Pieces Fit City Decor

Introducing American country antiques successfully into a modern apartment calls for decorating skill of a high order. Jane Ashley, member of the American Institute of Decorators and director of the House of Time, the decorators' showroom on Park Ave., recently made this merger with happy results in a living-dining room.

"The problem was to keep the charming old-fashioned atmosphere of the antiques," Miss Ashley said, "and yet avoid what I call the 'braided rug look,' which would have been too simple for their sophisticated surroundings.

"As a color key we chose a documentary chintz with a paisley floral design in soft, rich yellow and beige rose on a lovely cocoa brown ground. Curtains of this fabric, with French pleats at the top and traditional valances, completely effaced the windows' modern look. Walls and wall-to-wall carpets are in rose beige."

American pine, cherry and walnut

furniture, she explained, includes a dining group consisting of a long, narrow trestle table and two comb-back Windsor chairs. Between meals the Windsors are set against the wall at each end of the table.

A modern sofa is covered in the curtain chintz, quilted to give it the quaint air of the country furniture. A wing chair and low footstool are also in quilted chintz. Other upholstered pieces are in rose and yellow.

"The apartment already had bookcases centering a low cabinet on one wall," Miss Ashley said. The bookcases were all right but something had to be done with the cabinet, which was topped by a large mirror with a wooden section above it.

"We had three plywood panels painted with scenes taken from early American paintings in the Metropolitan Museum. Two of these panels cover the cabinet and one the section above the mirror. All three can be removed at any time and framed to make handsome pictures."

The room's antique accessories include a collection of pewter, the most important pieces being displayed between books on the shelves. Engaging chalkware animals occupy a shelf in front of the mirror.

## Pedersen Of Florida Now In St. Petersburg

In a recent letter to "The Auctioneer", Col. L. M. Pedersen advises that he has moved to St. Petersburg, Florida. Col. Pedersen has long been an ardent supporter of the N.A.A. and has spent a good deal of time and money in opposing legislation harmful to the auction profession in the State of Florida.

Col. Pedersen extends a cordial invitation to auctioneers vacationing in Florida this winter to stop by and pay him a visit. His address in St. Petersburg is 1220 13th Avenue, South.

"My, just think of getting a splendid dinner with a steak, two vegetables, pie and iced tea, all for fifty cents."

"Wonderful! Where can you get it?"

"Nowhere, but just think of it."



# Disagreeable Weather Fails To Dampen Ardor for Farm Auction

The chant of the auctioneer and the bustle of excitement that accompanies a good auction has been a drawing card for many years. Farmers and stockmen will leave their comfortable homes and brave the most severe weather to be present when another stockman in their locality decides to sell out—to the highest bidder. The following article was reprinted from the Grand Island (Nebraska) Daily Independent and the auctioneer is our own Col. Hank Rasmussen, Treasurer of the National Auctioneers Association. Three pictures were used in the original article but we are unable to reproduce them here.

By JACK BAILEY

A farm auction when the ground is covered with snow, the mercury is hovering around 15 above zero and when a cold wind is blowing, is not one of the most desirable places to be. We know because we spent three hours at such an auction under those conditions. Yet, as in the theater, once a sale is advertised it must be held, rain or shine, hot or cold.

That was the situation at the big farm machinery, equipment and livestock sale at the Lynn Scarborough farm, seven miles southeast of St. Paul.

The day was dark and gloomy, the mercury hovered near the 15 above mark and a cold wind helped add discomfort to the owner, officials of the sale and to the hundreds of farmers, who came from far and near during the six-hour sale.

Despite the disagreeable weather, at no time during the sale were there less than 75 people present. For the greater part of the time the prospective buyers numbered well over a 100.

The big fenced-in pasture across the

road east of the farm was filled with hundreds of cars and trucks for the greater part of the day. These increased as farmers came and departed after the equipment or livestock they were interested in was sold to them or others.

The farmers who braved the cold, did so because they were interested in some of the equipment or livestock. There were few there because of idle curiosity. It was too cold for that type to venture out.

All came well prepared for the weather. They all seemed to be wearing several layers of clothing topped off with sheep lined coats or mackinaws. The majority wore caps pulled down well over their faces with furlined ear flaps protecting their ears from the cold.

All huddled together in small groups. They were on the move continually. Wherever Hank Rasmussen, the auctioneer moved, so moved the crowd. They didn't want to miss the bidding on equipment or livestock they were interested in buying.

After sales were made the farmers would leave the crowd, drift over to the lunch stand operated by Pierce's and the St. Paul Drum and Bugle Corp, get a hot cup of coffee and return to the bidding again. They were never gone more than a few minutes.

Other farmers, when the cold became too intense, would slip into one of the barns, warm up for a few minutes and return to the scene of action again.

Everyone it seemed, took time out to warm up or get a cup of hot coffee, except Rasmussen and Scarborough, owner of the farm. These two men never stopped from the time the sale began at 10 in the morning until it ended shortly after 4 p.m.

Everything was placed on the auction block from household furniture to the farm itself. Everything sold except the farm. Mr. Scarborough will keep it temporarily and rent it out unless he is





Col. Henry Rasmussen

able to find a buyer before he leaves.

Included in the auction was all of the household goods, milking equipment —

for Mr. Scarborough operated a grade A dairy—farm machinery, 70 head of purebred Holstein dairy cattle, hay, grain, straw and hundreds of miscellaneous items.

Bidding was active during most of the sale and the majority of the equipment or livestock brought good prices.

At the end of the sale Mr. Scarborough said:

“I was pleased with the sale. The livestock, milking equipment and machinery brought better prices than I expected considering the weather. It was a bad day for the sale, but I guess it could have been worse.”

The Scarborougs, who have operated farms in and around St. Paul for many years, are moving to the western part of the state. Mr. Scarborough plans to go into business with his brother.

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# Spatterware--Dutch and Decorative

By FELICE DAVIS

The cupboard in Dr. and Mrs. Earl F. Robacker's dining room is as breathtaking a sight as any collector of Pennsylvania Dutch spatterware could hope to see. Every shelf is filled with the ware that Staffordshire potters of the early 1800s designed for export to the Pennsylvania Dutch. Modern Americans, no less than the early Pennsylvania Dutch, have felt the charm of spatterware and now seek it out.

Dr. and Mrs. Robacker, who live in White Plains and teach in the public schools there, have collected all sorts of Pennsylvania folk art for over 20 years. As I sat admiring the spatterware on a recent visit, Mrs. Robacker, a slim, soft-voiced brunette, explained its interesting features.

"The actual spatter," she said, "occurs in the borders, which may be done in a single color, stripes or a rainbow effect. In single colors yellow is rarest, with green a close second. Blue was probably commonest and a good deal of pink was made. Black and brown are usually considered least pleasing."

## Attraction Lies in Patterns

The great attraction of spatterware lies in the patterns within the borders. These, she pointed out, were first outlined in black with a brush, then filled in with color. Because the work was all free hand, designs of the same subject often show-marked differences in details and color.

"Many people regard Peafowl as the most interesting pattern," Mrs. Robacker said, busy taking down pieces with engaging designs in cheerful colors to illustrate her remarks. "Others like Rooster. Some prefer School House, also known for historical reasons as Harrison's Log Cabin. It comes, as you see here, with either a red or blue house.

"Tulip was a very popular pattern, made in two styles. One shows the flower in profile, the other the heart of the six-petal blossom. Acorn is another graceful design.

## Parrot Pattern Rare

"Among the rarest patterns are Wind-

mill, Sailboat, Deer, Beehive and Dove. Personally, I had the greatest satisfaction in finding the Parrot pattern. Most experts say it doesn't exist but we've come across it on several pieces."

The presence of parrots among designs calculated to be familiar to the Pennsylvania Dutch has an interesting explanation. Wild parakeets were plentiful in Pennsylvania until farmers slaughtered them to protect their grain.

In addition to spatterware with hand-painted patterns, the collection shows a less prized variety. Designs on this type are transfer printed.

Like all antiques worth collecting, the price of spatterware has risen sharply. A plate, for instance, that sold for a few dollars not long ago may now cost about \$30.

## Georgie Borum Joins The Armed Services

One of the latest among N.A.A. members to join the Armed Services is Col. Georgie Borum, Centralia, Ill. Georgie departed from his home on October 30 and is now stationed at Fort Leonard Wood, Mo.

Georgie's father, Col. George Borum, is seeing to it that he keeps in touch with the auction profession during his term of service by sending him "The Auctioneer." This happened to be one of Georgie's requests.

## Head Of Red Angus Association Dies

Waldo E. Forbes, Sheridan, Wyo., who was president of the Red Angus Assn., died in a hospital in Boston, Mass., early in December.

Mr. Forbes helped organize the Red Angus Assn. two years ago and had been president since then. He produced Red Angus on his farm near Sheridan, Wyoming.



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# THE LIGHTER SIDE . . .

## INEFFICIENT

An efficiency expert, going through a factory, approached one man and said, "What are you doing?"

"Helping him," the man replied, pointing his thumb to the fellow behind him.

Then the efficiency expert approached the second man and said, "What are you doing?"

"Nothing."

"Aha," replied the efficiency expert. "Duplication."

---

## HOW TO GET RICH

A sailor who had completed 30 years of faithful service, retired with a comfortable fortune of \$60,000. He had amassed this large sum through courage, enterprise, initiative, attention to duty, faithfulness, military efficiency, the careful investment of his savings, and the death of an uncle who left him \$59,999.50.

---

## IMPROVEMENT

Golfer: "Notice any improvement since last year?"

Caddy: "Had your clubs shined up, haven't you, sir?"

---

## WHY SERGEANTS ARE LOVED

"Now remember," barked the Sergeant, "they're firing live ammunition, with bullets that will go through a foot of solid wood. Keep your heads down."

---

## TASTY DISH

An explorer was questioning an African native about the methods his tribe used to hunt lions. "We don't hunt lions with spears and arrows," the native said. "We put out large bowls filled with liquor, and then we wait for a lion to drink it."

"What do you do then?" the explorer asked.

"We dine on the sotted lion," the native replied.

---

## BIG MYSTERY

There is only one way to handle a woman. The trouble is, nobody knows what it is.

## FIRST THINGS FIRST!

A woman rushed in a doctor's office crying, "Doctor! Doctor! Come quickly. My husband swallowed a mouse."

"Get back to him," said the doctor, "and try waving a piece of cheese in front of his mouth. I'll follow you home."

Five minutes later the doctor reached the house. A man was stretched out on the settee with his mouth wide open while the wife was waving a herring close to his mouth. "You foolish woman," he cried, "I told you to use cheese."

"I know that," she shrilled, "but I've got to get the cat out first."

---

## IMPOSSIBLE

They were bidding farewell to one who was leaving for India. In the conversation a friend said: "It gets very hot in India at times. Aren't you afraid the climate might disagree with your wife?"

The man looked at him reproachfully. "It wouldn't dare."

---

## LIMITED SUPPORT

The austere father critically judged the young man who just asked for his daughter's hand in marriage.

"Young man, are you sure you can support a family?"

"Well, no sir," answered the surprised bridegroom-to-be. "I was just planning to support your daughter. I guess the rest of you will have to shift for yourselves."

---

Her husband being slightly indisposed, a young and inexperienced wife attempted to take his temperature. In a state of great excitement, she called the doctor: "Doctor, please come at once. My husband's temperature is 136°!" she exclaimed.

The doctor replied, "Madam, the case is beyond my skill. Send for the fire engine."

---

Little Tommy took a long look at the old man, and asked, "Were you in the ark, Grandpa, when the flood came?"

"No certainly not," replied the aged man.

"Then why weren't you drowned?"



# IN UNITY THERE IS STRENGTH

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## DEFTLY DEFINED

The identity of the young lady is withheld, but the memory of her answer lingers on with the instructor conducting a science course at the high school. One of the requirements in the written quiz was, "Define a bolt and nut, and explain the difference." The girl wrote:

"A bolt is a thing like a stick of hard metal, such as iron, with a square bunch on one end and a lot of scratching wound around the other end. A nut is similar to the bolt only just the opposite, being a hole in a little chunk of iron sawed off short, with wrinkles around the inside of the hole."

---

## OH, NO?

Some of the harried husbands in the neighborhood had formed a "Henpecked Husbands Club" which met Saturday afternoons in one of the members garages for a little beer and poker. The newest member was dealing the first hand when his wife sailed into the garage, collared her spouse and, as she shook him, exclaimed, "What do you mean by joining this club? You're not henpecked."

---

## FATHER

A small girl whose father is a judge would often say she was Judge Brown's daughter when someone asked her name. Her mother, thinking this might sound snobbish, told her not to make that sort of reply, but simply to say that she was Dorothy Brown.

Later someone asked her if she was Judge Brown's daughter. She replied, "Well I thought I was, but Mother says not."

---

## REST IN PEACE

Averages can be somewhat deceptive. Witness the case of the statistician who drowned while wading across a river with an average depth of two feet.

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## POOR RISK

A man went to an insurance office to apply for life insurance. The insurance agent inquired "Do you drive a car?"

"No," replied the applicant.

"Do you fly?"

"No."

"Sorry," said the agent curtly, "but we no longer insure pedestrians."

---

## HAPPY HELPERS

A brush fire threatened to burn out the small farm belonging to a farmer who lived in a remote section of the country. He rushed into the nearest town with the news and all that afternoon fire fighters came from all over the countryside to help fight the blaze. That evening the local moonshiner dropped in to see how things were going, and in a moment of confidence, he said to the farmer.

"Just thought I'd drop by and tell you not to worry. I've got the biggest bunch of drunkards in the county out fighting that fire. They all think my still's up this way."

---

## WHEN YOU AND I WERE YOUNG

"I don't look 30, do I, dear?" she asked her husband.

"Not any more."

---

## NO CHANGE

"They say brunettes have sweeter dispositions than redheads."

"That's a lot of hooey. My Wife's been both and I can't see any difference."

---

## PROOF

After a strenuous morning outdoors, the little boy came in and asked his mother, "Who am I?"

"Tarzan?" she guessed.

"That lady down the street was right!" exclaimed the lad. "She said I was so dirty even my own mother wouldn't know me."

---

## CURIOUS

Dubbing an approach shot to the green, the golfer remarked, "I'm certainly not playing the game I usually play."

Politely, but sarcastically, his caddy asked, "What game is that, sir?"

---

## ANY FRIENDS?

"Son, I'm 96 years old, and I haven't got an enemy on earth."

"That's a real accomplishment."

"Yes, sir, the last one died almost a year ago."

---

## OUT-THUNDERED

"Rather a severe thunderstorm we had last night."

"I didn't notice, I was talking with my wife all evening."

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## Smith Angus Auction Averages \$4,200

CHILLICOTHE, Mo. — At the annual Ralph L. Smith Farm annual production sale here recently, nine bulls sold for \$29,950 to average \$3,328, and 58 females brought \$251,050 to average \$4,328. The sale average on 67 lots was \$4,200.

The Ralph L. Smith Farm is the new home of the Sunbeam herd of Miami, Okla., which sold early this year for a million dollars.

High selling bull, Prince Peer RLS, brought \$19,500 from Clarmont Manor, Clarmont, Va. Second high selling bull, Prince of RLS 57, went at \$3,700 to Panther Ledge Farm, Allamuchy, N. J.

Top selling female, Luxury Maid 5, went at \$21,000 to Kemp Ranch, Midlothian, Texas.

Auctioneers were Roy G. Johnston, Belton, Mo., Hamilton James, Newton, Ill., and Ray Sims, Belton, Mo. The latter two are members of the NAA.

## Santa Gertrudis Average \$1,697

SAN ANTONIO, Texas—Tom Griffin, owner of the Yerba Buena Ranch at Nogales, Ariz., paid a total of \$2,420 for three females in the Pioneer Santa Gertrudis Breeders Assn. sale held Nov. 11 at the Briggs Broken X Ranch near here.

Five bulls and 36 females in the sale sold for an average of \$1,697.

Top bull was Prince Torazo of Steeligson by El Torazo that was sold by Steeligson-Storm Cattle Co., San Antonio, to John Wilson, Ft. Worth, for \$3,600.

Col. Walter Britten was the auctioneer.

### TOUGH ALL AROUND

While it may be difficult for a rich man to enter heaven, it's also very difficult these days for a poor man just to remain on earth.—H. G. Hutcheson in Providence Journal Bulletin.

The only thing wrong with that dollar which used to buy three times as much was that you then didn't have it.

### AMEN!

We were mildly taken to task the other day by a reader who claimed to see little merit in our critical comments on big government, high taxes, bureaucratic waste, etc. "The way the government makes a mess of things it puts its hands to," he volunteered, "you should be thankful we are not getting as much government as we are paying for." Chicago Drivers Journal.

### NOW, WHERE WERE WE?

Science has been producing so many substitutes recently that it's hard to remember what it was we needed in the first place.—Belton (Mo.) Star-Herald.

### ALWAYS THAT CHANCE

Politeness in usually brusque road signs is such a rarity that the one outside a small Japanese town deserves special mention. It reads: "Please drive carefully. Our children may be disobeying us."—Boston Globe.

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- 3. Added Membership in your Association will help convince members of your State Legislature, and those you send to Congress that they should vote right on issues that effect you personally — Example, licensing.**
- 4. Added Membership will enable your Association to expand its activities, with greater opportunity for all.**
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- 10. Added Membership in your Association will give you the prestige and influence that makes for success, elevating the Auctioneer profession, dispel unwarranted jealousy and selfishness.**