

# *the* AUCTIONEER



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## **The Auctioneer**

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Frankfort, Indiana



**THE AUCTIONEER**  
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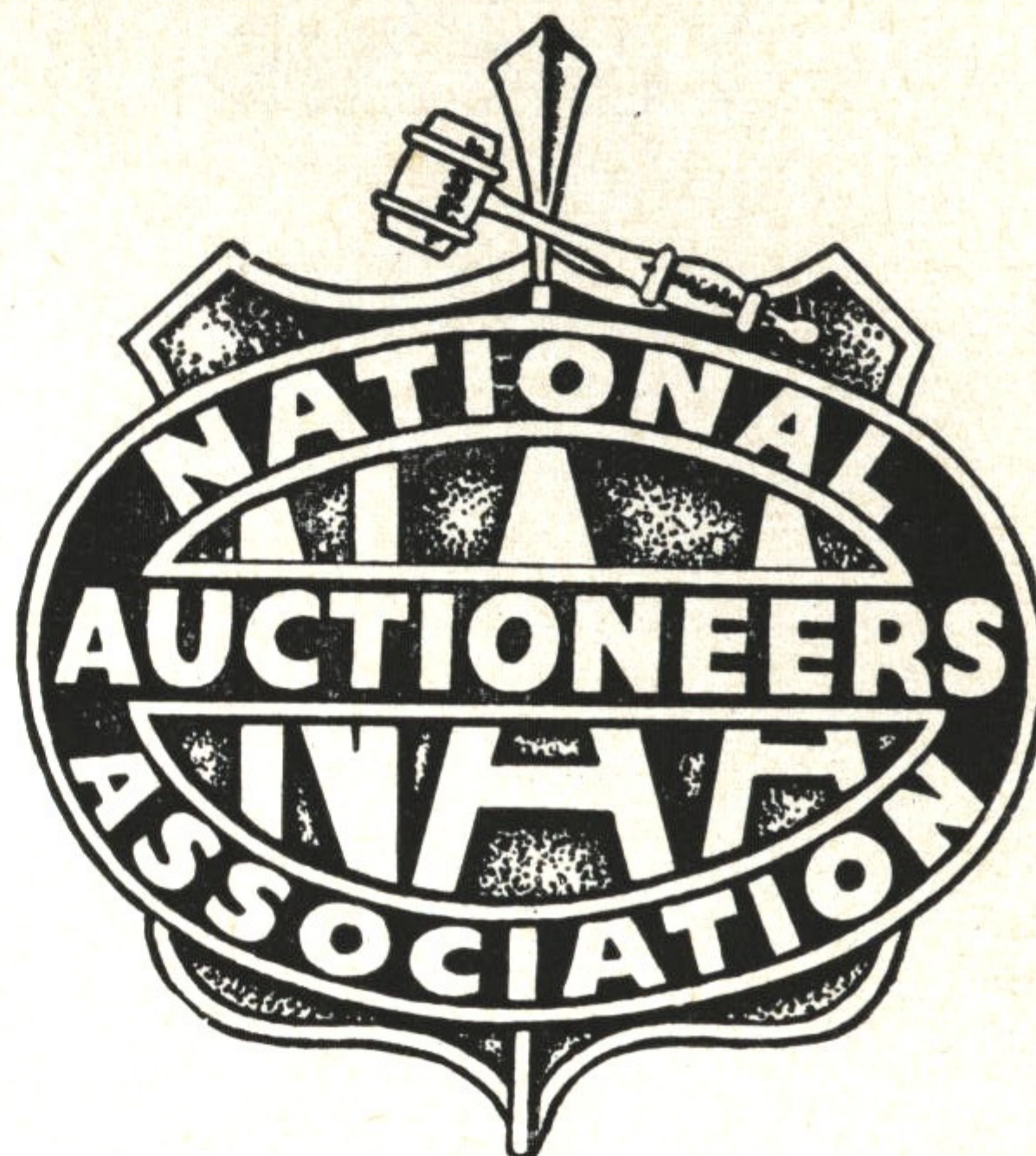
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# New Year Sees Many Auctioneers As NAA Members

The year of 1956 has gotten off to a fast pace so far as NAA memberships are concerned. We are happy to report an unusually large number of those who believe in organization for Auctioneers. It is our earnest desire to maintain this pace and we are certain it is also the desire of every member of the NAA. We ask that you do something toward turning your desires into realities, let other auctioneers know that you believe in organization and give them an incentive to become a member of this important and fast growing organization.

We are listing those whose memberships were received in the 30 day period from Dec. 15 to Jan. 15. The asterisk denotes renewal.

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## Livestock Auction Groups May Merge

BILLINGS MONT.—The regular board of director's meeting of the National Livestock Auction Association was held Jan. 15, at the Albany Hotel in Denver, Colo.

The matter of the proposed merger of the American Livestock Auction Association with the National Livestock Auction Association will be considered at the meeting, along with proposed national legislation for livestock auction markets now pending before the National Congress.

A proposed merger of the American with the National came about at the Colorado Springs convention of the National last June. The American, composed of about 90 livestock auction markets in the southern states, principally Louisiana and Texas, strongly advocates a redefinition of the terms "stockyards" and "marketing agencies" under the Packers & Stockyards Act to exclude livestock auction markets of smaller size and volume of livestock sold. The National has advocated amendments to provide for administration of the Act by an appointed board representative of the marketing industry, including livestock auction markets. It has also strongly advocated changes with respect to the posting of the yards, specifically proposing the change from the present 20,000 square foot requirement for posting to one based on volume of livestock handled through the auction market.

Some 45 directors were expected to attend from the fourteen districts throughout the United States. The meeting was conducted by Leo J. Murphy, Jamestown, N. D., president of the National and one of its directors. C. T. "Tad" Sanders, the National's secretary-manager, Billings, also attended and presented to the meeting concrete plans for the proposed merger and action on the national legislative problems.

## Maine's Biggest Sale Finds Prices Strong

The sixth annual Aroostook Feeder Cattle Sale sponsored by the Aroostook Livestock Association in November at the Christie Sale Barn in Presque Isle, Maine, hit the grand total of \$27,700 when 352 head passed through the sale ring. This is the largest sale ever held by the Association and in terms of numbers it is considered the largest cattle sale ever held in the State of Maine. The sale manager was Rod Hall, secretary-fieldman for the Aroostook Livestock Association.

A top price of \$24.50 per cwt. was reached early in the sale when a pen of Fancy Hereford steer calves was struck off to E. C. Webber of Phillips, Me., by Auctioneer Sherm English of Belfast, Me., a member of the NAA.

The top price was not extreme since the bulk of the steers grading Fancy, Choice, and high Good sold at or above the \$20.00 mark. Heifers in the Choice and Good grades sold mostly \$15.00 to \$18.00 with a few up to \$19.00.

From a first sale of some 60 odd calves sold by the head, the Aroostook Feeder Cattle Sale has now developed into the largest annual feeder cattle sale in New England and it is still growing. Today it operates on standard procedures with all cattle sold by the pound in pens of similar breed, sex, grade, and weight. Grading is supervised by Sam Dorrance, livestock specialist in the Maine department of agriculture, assisted by John Smiley of the department, and J. C. Goater, Jr., of the University of Maine. All post-sale feeding, handling, and loading is done by the Association as one of its sale services and excellent rail and truck loading facilities are available.

### OF COURSE

"Watson, my dear fellow, the chap walking along there with the dog lives in a small apartment."

"Marvelous, Holmes, but how did you ever deduce that?"

"Elemental, old boy. Didn't you notice that the dog is wagging his tail up-and-down instead of horizontally?"



## Col. Hulick Honored By Swine Growers

Col. Fay Hulick, Indianapolis, was presented a plaque for "long and meritorious service to the swine industry for Indiana" at the annual meeting of the Indiana Swine Growers Association, January 3. Col. Hulick, for years a ranking Hampshire auctioneer and for 26 years an Indiana State Fair swine show aid, in his acceptance remarks, briefly "relived" some of his 1905-1953 auction career.

His first auction task, he observed, was officiating at a pie supper sale, his first fee, \$2.50. He complimented the purebred breeders on vast improvement in their sale offering quality in the half-century since he began his auctioneering career.

## Volume Is High At Live Stock Auction

More than 45,000 head of livestock sold at auction in one month, yes, 45,646 was the actual count at the Norfolk Livestock Sales Co., Norfolk, Nebr., for the month of November, 1955. Of this number, 12,906 were cattle, 32,710 were hogs and

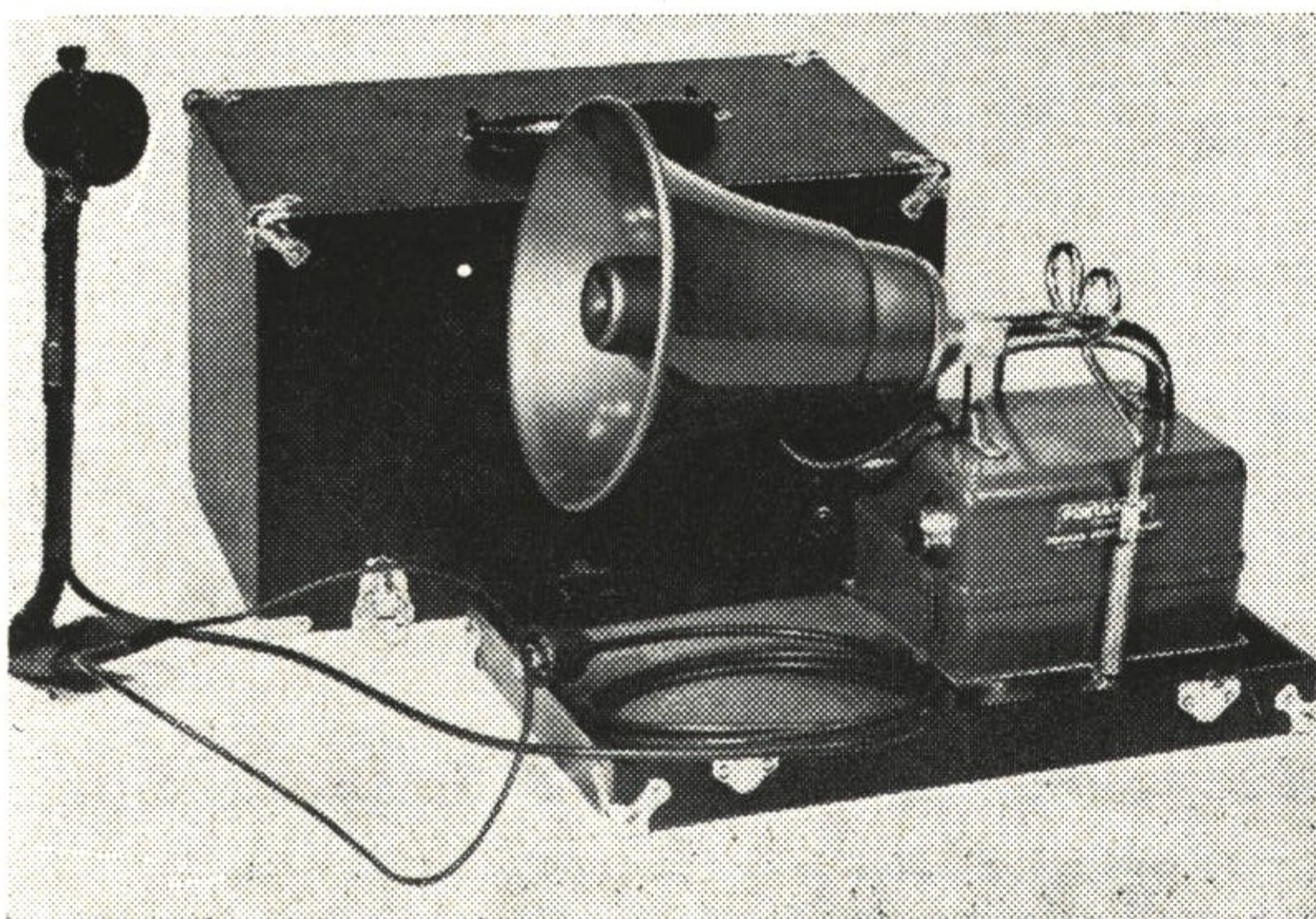
there were 30 horses.

The Norfolk Livestock Auction Sales Co., is owned and operated by V. O., C. O. and W. V. Emrich and Adolph and Don Zicht. They are firm believers in organization and are members of the Nebraska and National Livestock Auction Associations and the Nebraska and National Auctioneers Associations. Those who attended the National Auctioneers Convention in Omaha will remember the moving picture of the Norfolk enterprise which was a part of the Convention Program.

## New Officers Elected By Iowa Auctioneers

Meeting at the Sheldon-Munn Hotel in Ames, members of the Iowa Auctioneers Association elected the following officers for 1956: Col. Lyle Erickson, Cresco, President; Col. Carl Setterburg, Burlington, Vice-President; and Col. Howard B. Johnson, Story City, Secretary-Treasurer. Newly elected Directors are Col. Al Boss, Carroll; Col. Ray Hohmann, Dubuque; Col. Melvin Wehrheim, Webster City; and Col. Jack Tullis, Leon.

Approximately 50 members and their wives were present for the meeting which included a noon meal.



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# THE LADIES AUXILIARY

• • • • •

## We Are All Reporters For "The Auctioneer"

By Wanda Wilcox, Bergen, N. Y.  
Director of Ladies Auxiliary to the NAA

At the recent Ohio State Auctioneers Convention, where we were guests, I had an interesting visit with our editor, Mr. Bernard Hart. After talking with him I began to wonder if we as members of the N.A.A. and the Auxiliary are doing our part for "The Auctioneer." It is our pleasure to read the magazine, but it is also our duty to contribute news and articles of interest.

No newspaper nor magazine can be developed by the editor alone. Reporters write the stories which appear in other papers. We members, both men and women, are reporters for "The Auctioneer" and it is up to us to contribute news from our state organizations and any other material which would be of general interest. Our magazine will be no greater than the effort that is put into it by the members.

And this last paragraph is strictly for "the girls." If you know of a report or article which friend husband should send to "The Auctioneer", give him some friendly wifely cooperation and see that it is done. All of us know a wife plays an important part in the life of a successful auctioneer. The endless phone calls, the irregular hours and meals and the time spent away from the family are some of the challenges we are constantly meeting. The National and State Auxiliaries are but another way of assisting our husbands in their chosen profession.

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### PERCENTAGE NOT SO BAD

Far more children should be delinquent than actually are. They have an amazing capacity to tolerate bad parents, poor teachers, dreadful homes and communities.—Dr. Luretta Bender, York University.

## Ohio Auxiliary In All Day Meeting

Meeting for the first time since they organized last summer, members of the Ladies Auxiliary to the Auctioneers Association of Ohio enjoyed a day of fellowship, fun and educational entertainment at the Deshler-Hilton Hotel in Columbus, January 8. Featured speaker of the morning program was Col. Harris Wilcox, President of the New York Auctioneers Association and second Vice-President of the National Auctioneers Association. Hon. P. Paul Pusaterie, Judge of the Juvenile Court of Clinton County, Ohio, was the afternoon speaker.

The following new members were taken into the organization: Mrs. R. E. Featheringham, Ashville; Mrs. Herbert Peddicord, Coshocton; Mrs. W. O. Sargent, Bradford; Mrs. Ross Smith, Fremont; Mrs. Gene Slagle, Marion; Mrs. Earl Rodeheffer, St. Marys; Mrs. Jerry Hall, Andover; Mrs. Bob Morton, Apple Creek; and Mrs. B. J. Mattingly, Pataskala.

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## Indiana Auxiliary Holds Election

Members of the Ladies Auxiliary to the Indiana Auctioneers Association held their annual meeting and election of officers at the Warren Hotel in Indianapolis, January 16. Mrs. Lewis Smith, Cicero, was re-elected as President; Mrs. Ralph Rinehart, Flora, re-elected as Vice-President; Mrs. Don Smock, Indianapolis, re-elected secretary and Mrs. Herman Strakis, Maywood, re-elected as Treasurer. Mrs. Roy Crume, Kokomo, was elected to a three year term on the Board of Directors.

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### Thought for the Day

Go often to the house of thy friend, for weeds choke the unused path.—Ralph Waldo Emerson.



## Where They Were

The 850 Hereford Auctions  
Staged in 1955 Were Held as  
Follows in These 43 States:

Alabama	7
Arizona	5
Arkansas	19
California	26
Colorado	19
Florida	3
Georgia	21
Idaho	15
Illinois	43
Indiana	11
Iowa	34
Kansas	68
Kentucky	16
Louisiana	7
Maine	1
Maryland	7
Massachusetts	3
Michigan	8
Minnesota	8
Mississippi	27
Missouri	52
Montana	30
Nebraska	68
Nevada	2
New Jersey	2
New Mexico	5
New York	6
North Carolina	15
North Dakota	12
Ohio	31
Oklahoma	52
Oregon	12
Pennsylvania	14
South Carolina	13
South Dakota	45
Tennessee	34
Texas	46
Utah	3
Virginia	22
Washington	8
West Virginia	6
Wisconsin	6
Wyoming	18
Total	850

### THERE ARE THREE WAYS TO LOOK

If you want to be wretched, look within; if you wish to be distracted, look around; but if you would have peace, look up.—D. L. Moody.

## ANTIQUE SHOP

Higgins has goblets and glass in his store,  
Shelves of old vases,—and books to the  
floor.

Higgins has magazines, mice in his shop,  
One corner cupboard,—and a spider on  
top!

In an iron kettle Higgins has put  
Musty old papers all covered with soot.

A sign out in front is pointing to where  
Higgins is mending a Chippendale chair.

Many a hunter of bargains it seems  
Often can find here the thing of his  
dreams.

Many a woman goes into the shop  
With the dishes and cupboard,—and the  
spider on top!

(Original  
Stella Graft, Tremble, Ill.

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# Ohio Auctioneers Discuss Problems And Elect Officers

Members of the Ohio Auctioneers Association gathered at the Deshler Hilton Hotel in Columbus, on Sunday, January 8, for their annual business meeting and election of officers.

The forenoon was spent in a review of accomplishments during the past year as well as projects under way for future development. Included was the opinion of the executive committee that further action in regard to a State License Law for Auctioneers be abandoned due to the fact that there were too few auctioneers in the state to financially support such a law in a way it could be properly enforced. It was pointed out that there were approximately 700 licensed auctioneers in the state as compared with several thousand real estate brokers and salesmen. It was their recommendation that the present law remain as it is now written. However, the President and Secretary were authorized to keep themselves informed as to legislation that may be introduced that would affect either the auctioneer or his profession and should such legislation be proposed it would be their duty to bring it to the attention of the executive committee.

Sunday auctions also came in for their share of discussion. The Auctioneers Association of Ohio went on record several years ago as being opposed to Sunday auctions. There was some discussion to the effect of denying Association Membership to any auctioneer who conducted Sunday auctions but action was tabled to the executive committee.

An attractive brochure entitled "Your Auctioneer" was shown to those present. This was the product of nearly two years work and the result was a very efficient piece of advertising and promotion for the auction profession as well as the individual auctioneer. It was approved by the membership and is in the process of being copyrighted making it illegal to be used in full or in part without the permission of the Auctioneers Association of Ohio.

Col. Harris Wilcox, Bergen, New York, President of the New York Auctioneers Association and Second Vice-President of the National Association was the featured speaker of the afternoon program. His address included the procedure he uses in successfully managing and selling auctions of Dairy Cattle as well as many thoughts for wholesome, everyday living.

Hon. P. Paul Pusaterie, Judge of the Probate Court of Clinton County, Ohio, was the other speaker on the program. He spoke of liquidation of estates through the Probate Court and answered questions along this line as asked by those present. His talk was very informative and of much value to auctioneers who are interested in the liquidation of estates.

In the election of officers for the ensuing year, Col. Owen V. Hall, Celina, was re-elected President. New Vice-President is Col. John F. Andrews, Beach City; Col. Gene Slagle, Marion, was elected Secretary-Treasurer. Col. H. W. Engle, Col. Howard Overmyer and Col. John Sargeant were elected to the Board of Directors.

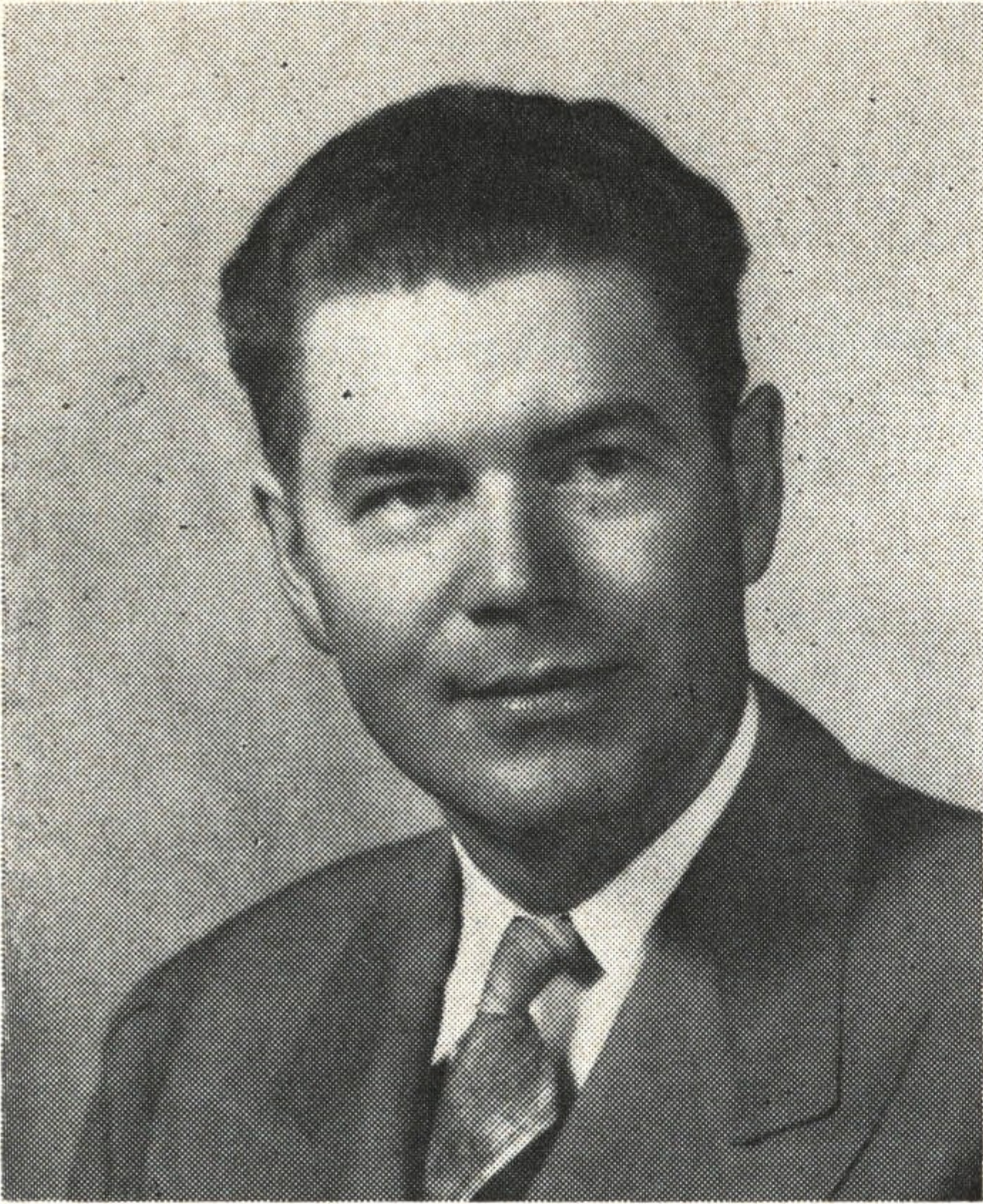
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## Kansas Auctioneers To Meet In June

Sunday, June 3, has been set by officers of the Kansas Auctioneers Association as the date for their first Convention in Topeka. Although formed less than a year ago a good sized membership has already been attained and plans are for a good program at this first convention. They are also anticipating a large delegation of Kansans at the National Convention in Kansas City, July 19-20-21.

Col. C. E. Sandeffer, 1212 West 8th Street, Topeka, is Secretary of the Kansas Association.





Col. Gene Slagle, Marion, Ohio  
Newly elected Secretary-Treasurer of the  
Auctioneers Association of Ohio

## O'Neill Files For Governor Of Montana

HELENA, MONT.—Danny O'Neill, operator of the Havre Livestock Commission Co., has filed his candidacy for the Democratic nomination as governor of Montana, in the June 5, 1956, primary election.

The 43-year-old Havre man was born in Hill county and was graduated from Montana State College, with a degree in agriculture in 1938. From 1940 to 1944 he was with the USDA's water utilization division at Denver, and in 1944 he returned to Havre and bought the commission business.

He was president of the Montana Auction Markets association for two terms, and is a past president of the National Auctional Markets association.

Some parents think that children are made to be a scene and not hurt.

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SO MUCH**

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on the Outside*

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# Years Bring Many Changes But Basic Principles Never Change

By COL. POP HESS



This is the month of February and here is my little shot for this issue. When we hit the month of February I become reminded that I am one year older as I arrived in this world on Feb. 6, 1880. As I think of my coming birthday I am wondering if I could in some way fit in the song we have been hearing of late, "Sixteen Tons." Only I could change it just a little by saying, "One year older, Lesser in debt and do NOT owe the Country Store." Other than that it fits very good all the way. My name appeared on my first sale bill in 1901.

In the past 75 years I have seen many items of equipment come and go—and have in my possession many items of equipment one would never dream of being in circulation—and what will we see in the next 50 or 75 years? When I was a kid that saying about the cow jumping over the moon was only a fairy tale but now we have men trying to complete a contraption that will take the cow to the moon without jumping—but so far no information on how they expect to return. Or do they plan to stay?

Seventy-five years in auctions has brought about many changes, especially in farm and livestock sales. We have changed from that sing-song of nine long months to pay without interest if paid when due to strictly cash. The line of farming tools are items of modern design never thought of a few years back. Livestock is of generally better quality. Auctioneers more polished and more efficient in many ways. I can remember that less than 40 years ago we seldom saw women at a general farm sale. If they were they stayed indoors away from the auction crowd. The auctioneer was on the loose, so to speak, as

to the kind of language he would use. I remember one time an auctioneer stopped sudden to tell an uncalled for story by first remarking, "Due to the fact there are no wimmen present, I will—". Just then some guy chirped out, "Don't overlook the fact that there are a few gentlemen present." As I recall it, the story went untold.

Recently I was introduced at a large livestock auction. There were several hundred people present and I am not misquoting when I say there were as many of the "fair" sex in the audience as there were rough men and the language of the auctioneer was as clean as if they were in a large church, and the sale was being conducted by a preacher. And that is the way sales should be. Today, thanks to better auctioneers in the way of clean thinking the public sale is a place everyone can attend. Of course the sale is not to be like a funeral but one can have a good laugh from clean jokes as well as the other kind.

Also, we find the people today to be more on the same level, both men and women. Each call things by their first name when at one time they had to be whispered, just for why I never could figure out and I am sure their minds are just as clean now as then. In fact life and what makes life is more in the open as to how and why. We have more people than ever before in our country side in our cities and in our Churches. Our land is great and our freedom is great in this place called America.

We hear folks say people are more "low-down" now than ever before. I do not see it that way — we have always had the good and the bad people and on the average we are no worse than we were in 1880. More bad people—



## IN UNITY THERE IS STRENGTH

yes, more good people, yes. I once heard an old chap say if everyone was good we would not need a preacher and if all were bad a sheriff would be hard to find. There could be some logic to that.

So folks, after all, we are good people. We have some queer ways but it is always wonderful to live your life and we should not overlook that we have only one life here on earth. We should live it and not overlook that our life may be the model for some boy or girl to follow. We should safeguard our ways in order that we may be listed when we pass on as "He lived a good life," and pleasant memories.

Our Ohio Auctioneers Association held their annual meeting at Columbus, in January. It was a good meeting, well attended, including our editor, Bernie Hart. It was a pleasure to meet Col. Hart. While I have met with him many times in years past I had not looked him over in person since our National Convention in Columbus, in 1953, and I almost didn't recognize him. I told him he was either better looking or vice versa since last seeing him two years ago.

Also was pleased to meet and listen to Col. Harris Wilcox of New York State, the guest speaker for the meeting and a very able speaker. He is one of New York State's leading dairy cattle auctioneers and second Vice-President of

the N.A.A. He looks like very good timber for a future President of the N.A.A. as he appears to have what it takes.

As I attended this Convention here in Ohio, this January, my mind went back to the year of 1911 when I attended my first Ohio Auctioneers meeting at Toledo. That Ohio Association had been functioning for some years but when I joined up in 1911 it died two years later. Also the International Association met at that time in Toledo. I signed up and it also died in three years. Then along about 1920 a new Ohio Auctioneers Association was set up. I belonged to that—it died five years later.

In 1943 the present Ohio Auctioneers Association was organized. I was a Charter Member of it and it is surviving very comfortably. Also, about that same time the National Auctioneers Association was born and it is growing and looks very healthy. Again I can well prove my statement regarding progress of our latter modern years. We can live longer and better with the people with whom we live. Yes, we have today a great modern world and while times do change no one wants to turn back the pages and relive the past years as we had to live them.

Our State Associations should each have a membership of over 500 auctioneers. Our National Auctioneers As-

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sociation should have over 10,000. This should be the goal of each and no one should let down and go to sleep till that is fully accomplished. The only way it can be done is for each auctioneer in favor of organization to be on the job in converting auctioneers that he knows. If each auctioneer who is now a member would bring in just one new member the total membership would be doubled and it would not be too long until the goal would be met. This has been suggested many times through the pages of this magazine and in talks throughout the land but many fall short on getting the job done. Why don't YOU try it—you will be surprised with the results.

Auction sales in Ohio through the month of January have been many. All indications point to a busy spring and summer. That calls for auctioneers and the field is open for all. Naturally, the one with the best service is first choice. You can be that auctioneer as the job is salesmanship and service—the two items that buy more sales than all kinds of loud publicity, wild claims and yelping. Be kind to your competitor and try and keep your service one step ahead or at least equal.

I recall one time of watching two local auctioneers fight it out in a county seat town over a sale to be held. Each was after it hot, each was accusing the other of all the mean things any auctioneer could stoop to doing, both were able auctioneers but it got so tense that the folks holding the sale became so disgusted they called in an auctioneer unknown in their section. He made a good sale for them and was invited back in their community on many sales in years to follow. That fight cost two auctioneers plenty of business and lowered their prestige in their home community.

My experience of being an auctioneer for some 50 years has proven to me the eyes of John Q. Public are always close and critical. The eyes tell the mouth what to throw out into the air and the big ears tuned in can make things a chain of gossip. This can lower the reputation of the auctioneer in question. A minister of the gospel, along with his family, are always targets of remarks by critics as well as followers. Many a

preacher's boy or girl have been criticized for doing things others do because they were the "Preacher's Kid." The same can be said about auctioneers in the same fashion. There are five professions close to the eye of John Q. Public — The Minister, the Doctor, the Lawyer, the Undertaker and the Auctioneer. Most of the people have business with each of the five, sooner or later—so watch your step and be the one that is chosen.

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## Maryland Feeders Well Received

Maryland Beef Cattle Producers sale of feeder calves fell short of expected numbers, because some members decided to feed out their own calves, but the offering was of excellent quality, as indicated by the prices paid. Total number sold was 894. There were 551 steer calves that averaged \$23.95, and 310 heifers that averaged \$18.51; also 24 stags sold as one lot, at \$17.75.

That quality was in demand was revealed in the sales of calves grading fancy. Here 31 Angus sold at a range of \$34.00 to \$24.00, with an average of \$27.15. The nine head of fancy Hereford calves sold at a range of \$41.00 to \$24.50, with an average of \$29.07. Three head of fancy Shorthorns brought a range of \$39.00 to \$35.00, with an average of \$36.89.

The big end of the offering were Angus, with 173 head of choice steer calves that sold at a range of \$25.75 to \$22.50, and 132 head of good steer calves that sold at a range of \$24.75 to \$22.25.

Top among the 319 heifers was a Hereford that brought \$25.00, while the Angus top was \$24.00. Lowest price on heifer calves was \$16.00.

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"You can tell the rugged Sophomore,  
'Cause she never comes to harm;  
You can tell the greenest Freshman  
By her look of great alarm;  
You can tell the stately Senior  
By her manner, dress, and such;  
You can also tell a Junior,  
But you sure can't tell her much!"



## Law Backfires

Reprinted from the New Hampshire Auctioneers Association News Letter

The Maine Auctioneers License law has backfired on one of our friends in Maine. He is a licensed auctioneer there conducting a successful two day sale every week. One of the town fathers who didn't like him for competitive reasons succeeded in getting the legislature to pass a law putting more control of the auctioneers licenses in the hands of the town select men. When this was done they ganged up on our friend and refused him a license in his own home town.

He's out of business now, losing a lot of money in his installation, the whole business he's built up, plus being unable to do any household or business auctions in his own home town. This is a very deadly application of a law that was supposed to do something for auctioneers rather than against them. Let's not fall into this same trap ourselves.

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## Slow-up In Sight For Auto Industry

Now the auto industry has decided to level off—or perhaps it should be said the market has leveled it off.

Since the war, Detroit has been turning out cars at a rate not only unprecedented but beyond any normal pre-war imagination. And the volume has gone up and up, each year.

Only a year ago we heard talk of a 6-million-car year and there were some scoffers. It will wind up a better than 7-million-car year.

Now the industry mostly is turning back to a normal 40-hour-work week. The slowup is relatively slight, but it will be watched by business and economic experts for its effects, if any, on the general economy. Autos have been the leader in the 1955 boom.

The production cutback, of course, will have effects—certainly on auto employees who have been getting premium pay for overtime and now go back to straight

time pay. And on auto suppliers.

The steel industry, however, largely will welcome the slowup in orders because it has waiting customers to take up the difference.

We wouldn't pretend to guess at the reasons behind the obvious ease-up in auto sales. But many dealers long have complained of over-production. Many buyers are on such extended credit for the cars they own they have taken themselves out of the market. And there is increasingly sharp competition for the consumer dollar—which also goes for television, deep freezes, homes, travel, etc.

There is such a thing, we suppose, as a temporary saturation point for new autos. It took a long time to sop up the demand, after the war-time shutdown, and if that point has been reached a breathing spell is quite logical.

We should say there is more danger in the auto industry not slowing up a little, in such circumstances, than in the possible effects of the slowup itself—especially since production still is faster than last year.

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## Taste Runs In Family

LAWRENCEBURG, Ky.—The McBrayers seem to have an acquired taste for antiques.

Stewart McBrayer, a banker, went to an auction yesterday, saw an antique dresser he liked and bought it.

He later found a note on the back of the dresser saying a furniture company had purchased it for W. S. McBrayer, his great-grandfather.

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## Gobbler Brings \$784 At National Show

A 15-pound 11-ounce turkey raised by Fred Jaindl of Allentown, Pa., brought \$50 a pound for a total of \$784.38 at the National Turkey Federation auction in Chicago. Doctor John G. Salsbury of Charles City, Iowa, made the winning bid for the broadbreasted bronze hen that won the championship in the dressed turkey show.



# Are You Supporting Your Publication?

By COL. E. T. SHERLOCK

A well written letter received recently from the Secretary of the National Auctioneers Association and faithful Editor of our Official publication "The Auctioneer" was read with interest and lasting concern, as we recall the following casual statement therein: "I am scraping the bottom of the barrel for material for the next issue."

This most welcome letter suggested no sign of complaint nor discouragement but it did expose the fact that our Editor is quite often in need of material to fill the columns of the only publication in the world printed and circulated wholly and entirely in the interest of the profession of Auctioneering.

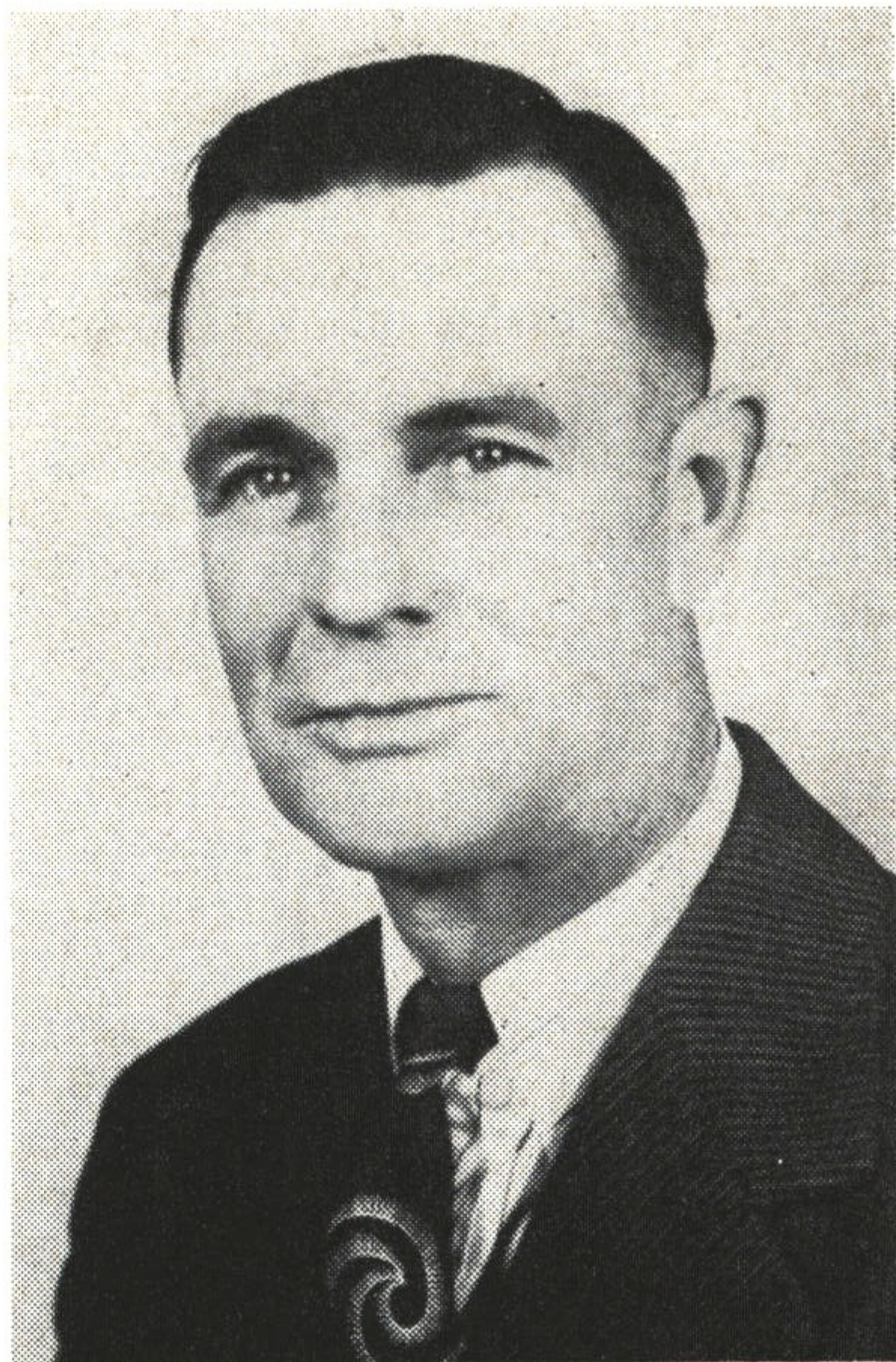
"The Auctioneer" is no exception in the field of the press and is not immune of any one thing required in the vast field of journalism, to produce successive issues that will gain and maintain the attention and interest of the reader.

We seldom if ever think of the enormity of the press, in mechanics, and combined hours of labor and mental effort required to produce a single issue, be it "The Auctioneer", "The Daily", "The Monthly Periodical", or "The Astonisher" the weekly four page production of a local printing plant.

The Auctioneer is unmolested by like competition and has the whole world for circulation, it has unlimited, undeveloped power and influence in ability and material within its circle equal to any in the world of Journalism.

It is a publication owned and supported by a professional organization and does not employ journalistic force of the newspaper, consequently it depends almost entirely on support within the profession, as do all periodicals printed in the interest of a Profession, Trade, or Fraternity, any of them just as acceptable to malnutrition through insufficient digestive material as any living creature.

"The Auctioneer" is fortunate indeed to be piloted by an editor who understands its needs, and strives continually



Col. E. T. Sherlock, St. Francis, Kas.  
1st Vice-President of the  
National Auctioneers Association

to keep it healthy and growing, which is of vital importance to all the Auctioneers in America; for it is their friendly informed ambassador, functioning by and for the culture and well being of the profession of Auctioneering.

Credit for the steady progress of "The Auctioneer" belongs principally to those faithful contributors who have worked continuously from the beginning without remuneration of any kind as Editors, Columnists, Reporters, Copy Writers, Solicitors, and so forth, for which the lowest rate of salary, would have been an unbearable burden."

Qualifications of a Journalist are not required of anyone, to be a contributor of material for the news columns and advertising space in "The Auctioneer", who will take time to relate facts in written articles in their own style about Auctions, people, places, incidents, oc-



casions, and other news, or express their opinion on subjects relative to the Auction Business—or any other topic.

Newspaper clippings are always welcome by the Editor including the standard column filler, a good joke, as humor ranks high in creative power of the press.

Advertising space in "The Auctioneer" can prove to be a good investment, and names on the Booster page are of those who are doing a little extra, which is a fine gesture, for those, who wonder what they can do, in support of their magazine.

**Let's Do Something!** and don't be like the hillbilly boy whose grandfather had fallen in a well several days prior to meeting another hillbilly who inquired 'How's yer Grandpappy gettin' along?' and the drolling boy answered 'All right ah guess, he quit hollering for halp yisterday.'

---

When you can think only of the certainty of success you will succeed — William Randolph Hearst.

## Lest We Forget

### 25 YEARS AGO

(From the Drovers Journal Files)

A team of horses sold for \$255 at the closing out sale of Charles Plett, Muscatine, Iowa. High cow went for \$82, chickens 38 cents to 60 cents each; fall pigs \$5.50 to \$6.50 each. Corn brought 61 cents per bushel and hay \$11.50 per ton.

### 50 YEARS AGO

The draft horse sale at Bloomington, Ill., made an average of \$365 on 154 head of all breeds. The 90 stallions averaged \$402, and the mares averaged \$314. H. G. McMillan, Rock Rapids, Iowa, bought 11 stallions. Top price at the sale was \$1,650 for a percheron stallion.

---

### ALWAYS A WAY OUT

"There are no dead ends. There is always a way out. What you learn in one failure, you utilize in your next success."—Henry Ford.

---

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# THE MEMBERS SAY . . .

Dear Colonel Hart:

Enclosed find check in the amount of \$10.00 for 1956 dues, for which I deem it a great pleasure in sending. **The greatest bargain any auctioneer in the U.S. or Canada has ever bought or sold is a Membership Card in the National Auctioneers Association.**

The Membership Card and the NAA emblem is something the auctioneer should be proud of in his career. The time is marching on and soon will be July — and I wish that every auctioneer that thinks of himself and his fellow auctioneer shall look forward to attending the 1956 Convention. We had a wonderful convention in Omaha, Nebraska, in 1954. The convention in Indianapolis in 1955 was still greater. With the leadership of our beloved President for 1956, Col. C. B. Drake, and all our other outstanding leaders, I am confident that the '56 convention in Kansas City will be greatest!

As an old-timer and having become an auctioneer the hard way, without attending any School of Auctioneering, my idea is that every auctioneer that became one, with or without schooling, is not complete unless he attends the Auctioneers' Convention. There is so much knowledge to be derived from the convention from the lessons to be learned there from the different ideas received from the many auctioneers throughout the U. S. and Canada.

Since I attended the '54 Convention in Omaha, I would never miss one if I had to hitch-hike across country to get there.

**Come on you fellows! Let's make Kansas City a big success! And let's strengthen our profession by getting in more members and by working together for the betterment of us all.**

With kindest regards and hoping to see everyone at Kansas City in July, I remain,

Sincerely,

Henry Silver  
New Braunfels, Tex.

Dear Sir:

I am sending you my check for my 1956 Membership Card which I value quite highly. I also enjoy reading "The Auctioneer" each month as I like to read about other auctioneers and what they are doing. I am proud to be a member of the National Auctioneers Association and the Minnesota State Auctioneers Association.

I went to the Col. E. T. Nelson Auction School just three years ago, when I was 53 years old. I have been conducting auctions since my graduation from Auction School. I thought I was too old but have found that you are never too old as long as you have faith and courage and are not afraid to go ahead.

This is what I did and I have had more than 100 sales since I started at the age of 53. I have proven to myself that one can do things if he will make up his mind to do them and has the faith in his vocation and the courage to carry it out.

The National Auctioneers Association and its Code of Ethics have been helpful to me. I have also learned a good deal from our Past-President, Col. Paul Bockelman of Sioux City, Iowa, one of the best.

Thanking you kindly,  
Col. G. R. Green  
Marshall, Minn.

★ ★ ★

Gentlemen:

Enclosed is my check for \$10.00 for 1956 dues.

Having real winter weather here with 12 inches of snow and zero temperature. Sales are still going strong. Have been very busy the past year.

O. J. "Jim" Mader  
Buffalo, Wyoming

★ ★ ★

Dear Mr. Hart:

I really enjoy "The Auctioneer" and so does my wife. We wouldn't be without it. We had a great fall season, selling 46 auctions. Cattle and machinery are selling better than last spring.



# IN UNITY THERE IS STRENGTH

We had planned very strong on attending the NAA convention last summer but it is hard for us to get away as we operate a good sized summer resort here at Osakis. Wonderful fishing.

Hope to meet you in Kansas City this July.

Respectfully yours,  
Col. E. K. Elmes,  
Osakis, Minn.

★ ★ ★

Dear Sir:

Enclosed is a check for \$10.00 for which I wish to renew my membership. I have certainly enjoyed "The Auctioneer" this year. There is no other magazine like it. Keep up the good work.

Sincerely,  
Forrest A. Mendenhall  
High Point, N. C.

★ ★ ★

Dear Sir:

Every issue of the magazine (The Auctioneer) seems to get a little better. It only takes a very little effort to change from an auctioneer to a good, sound and prosperous auctioneer and constantly reading "The Auctioneer" is a good way to improve yourself.

Sincerely,  
Lou Winters  
Toledo, Ohio

★ ★ ★

Dear Sirs:

Find enclosed \$10.00 for one year membership. I enjoy "The Auctioneer" very much. I am hoping to be at the Convention this summer.

Raymond Gerbitz  
Ellsworth, Kansas

\* \* \*

Dear Col. Hart:

Enclosed is \$10.00 for my membership. Would hate to be without "The Auctioneer" as I look forward to receiving it every month.

Merle "Rip" Van Winkle  
Argonia, Kansas

\* \* \*

Dear Sirs:

Enclosed please find check for \$11.00 to cover membership and three NAA decals.

Was very sorry to have missed the Convention last July, as I know all who attended really enjoyed themselves.

Wishing you and the NAA a most prosperous 1956 and hoping to see you in Kansas City, in July.

Sincerely,  
G. A. LaMunion  
Baltimore, Md.

\* \* \*

Dear Bernard:

Thanks for the notice that my annual dues should be paid. Herewith my check for same.

If I may I would like to impress upon the younger auctioneers the absolute need for them to continuously support the N.A.A. by paying their annual dues. As Chick Sales always says, "And I'll tell you why." I know of a Real Estate Auction Company who were forced to pay an annual Auction License Fee of over \$1900.

Why? I'll tell you why. Auctioneers by the dozens just neglected to pay their State dues. A once strong State Association just "Fizzled" out and then the private sale Realtors used their influence in the State Legislature to get the almost prohibitive License laws through. You younger men better not "Fiddle while Rome burns."

Very truly yours,  
Guy L. Pettit  
Bloomington, Iowa

\* \* \*

Dear Col. Hart:

Enclosed herewith please find Bank Money Order for the sum of ten dollars to pay my 1956 dues in the N.A.A., the greatest organization of its kind in the U.S.A. May 1956 be the best year yet for the National Auctioneers Association and its many members is my sincere wish. I consider the paying of my dues a privilege.

Sincerely,  
Irvin B. Bowman  
Greenville, Ohio

\* \* \*

Dear Col. Hart:

It gives me a great feeling of satisfaction to enclose herewith, ten dollars for renewal of my membership in the National Auctioneers Association for the coming year. It is indeed an honor to be a member of such a fine organization.

May I take this opportunity, also, to



express my sincere appreciation for the wonderful job you are doing as editor of "The Auctioneer".

In closing, I wish you and yours as well as each and every member of our Association a very Happy, Healthy and Prosperous New Year.

Sincerely yours,  
Fred W. Smiley  
Saginaw, Mich.

\* \* \*

Dear Bernie:

I can't think of a better way, or time, to pay up my membership in the National Auctioneers Association than on this New Year's Day.

We are on the threshold of a New Year, even though I have retired, yet I can see the same possibilities, and even much greater, than when I was in my younger years. Since that day, 50 years ago, when I started, I have seen the auction way of selling grow many hundred-fold, in many various lines.

I am sorry I couldn't attend the Convention. I do want to urge all active auctioneers to make it a regular duty to themselves and the National Association to attend every Convention. Too, they shouldn't forget to bring along at least one new member.

Wishing you all the best of Health and Prosperity for the New Year, I am,

Yours truly,  
Art Thompson  
Lincoln, Nebraska

\* \* \*

Dear Sirs:

I am enclosing check for \$10 for renewal of my membership in the National Auctioneers Association. I enjoy "The Auctioneer" very much.

Yours truly,  
H. W. "Bill" Hauschildt  
Denver, Colo.

## English Proverbs

Don't be afraid of the day you have never seen.

He who plants trees loves others besides himself.

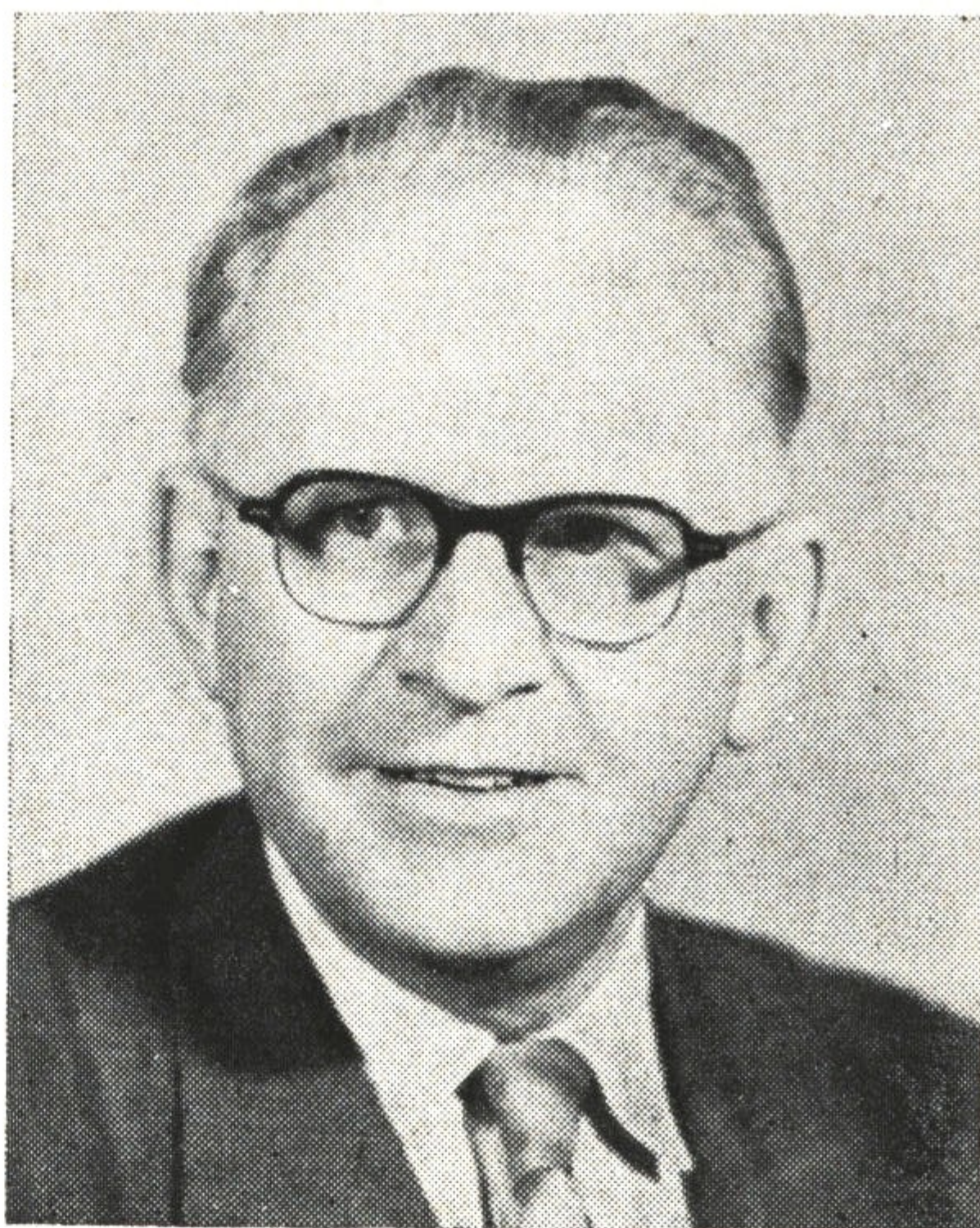
There is nothing new except what hath been forgotten.

He who loses money loses much; he who loses a friend loses more; but he who loses his spirits loses all.

## Clippings By Nelson

### THE BOY AND HIS BICYCLE

Down in Atlanta, Georgia, 12-year-old Arlie Truelove went to a public auction at police headquarters. Arlie hoped to buy a bicycle with the nickels and dimes and pennies he had saved. Time and again the youngster started the sale with a firm bid of "One dollar and seventy-five cents," and each time a higher bid topped him.



Col. E. T. Nelson, Renville, Minn.

The boy stood wide-eyed, with his hands. One by one the bicycles were auctioned away, and finally there was only two left.

"What am I bid for this one," said the auctioneer; "she's a beauty!"

"One dollar and seventy-five cents," said the boy, this time desperately.

"Seven dollars," said a junk dealer!

"Sold for seven dollars," called the auctioneer.

One bicycle left! Streamlined, red—the most beautiful the boy had ever seen. Again the auctioneer asked, "What am I bid for this bicycle—the best of them all?"

This time the boy's bid came almost in a whisper of heartbreak: "One dollar and seventy-five cents!"

The boy looked around at the others



in the room. They looked back and understood. Nobody else bid—not a word was said. The auctioneer smiled, and then just as fast as any auctioneer ever said it, he cried: "Sold to the boy for one dollar and seventy-five cents!"

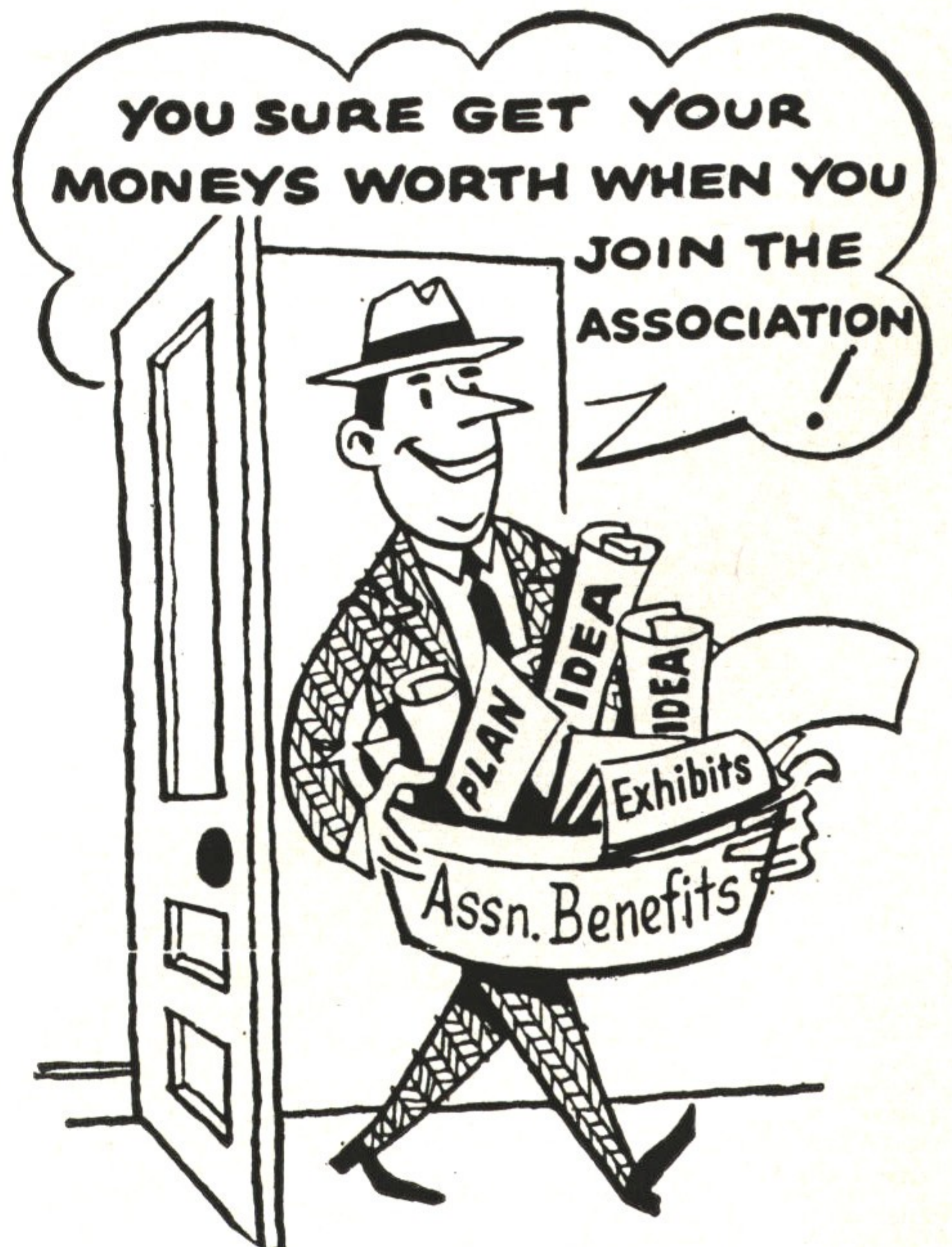
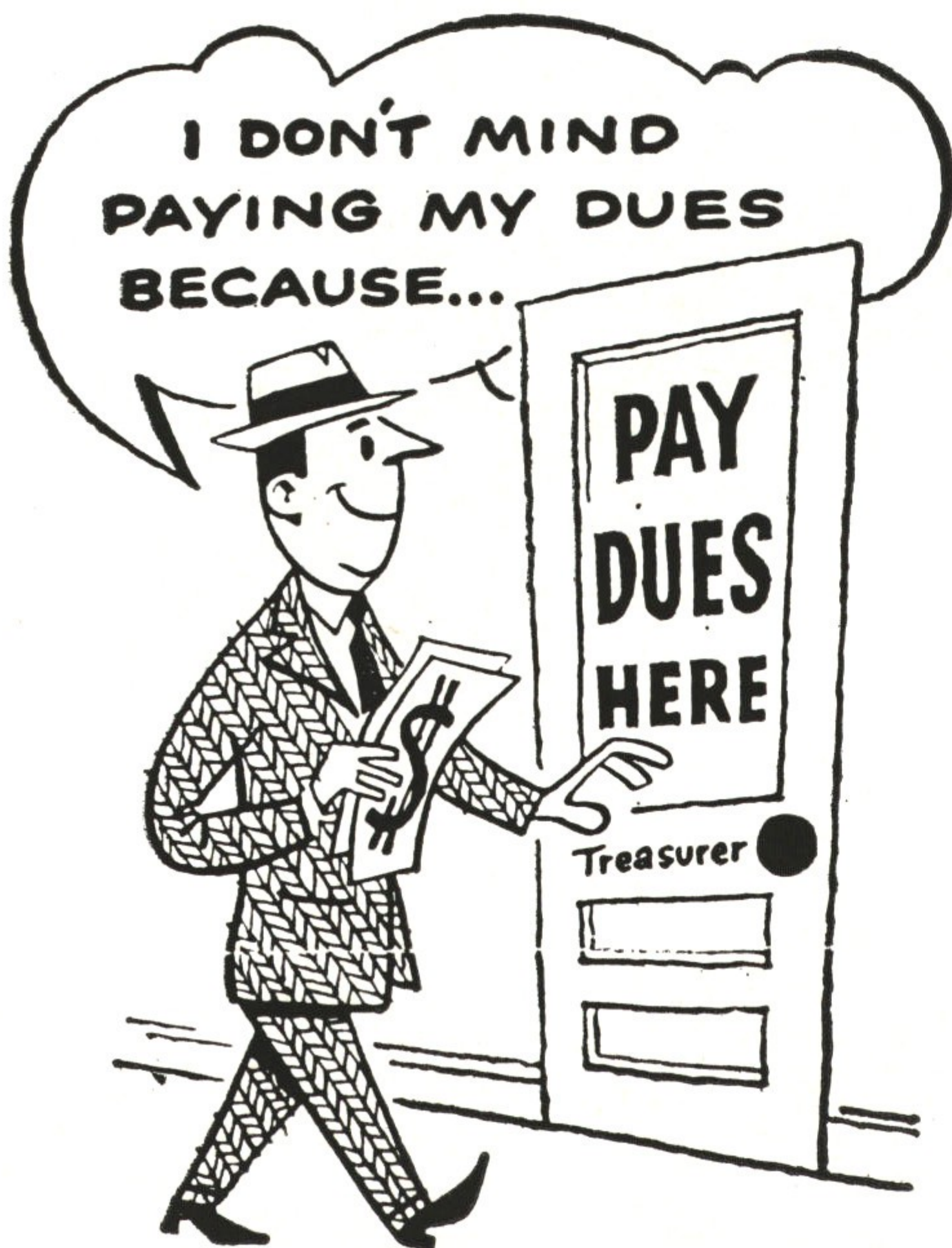
## Heifers In Demand At New York Sales

The results of feeder calf sales in New York State the latter part of October and early in November were regarded as very satisfactory. Four sales were held, under the sponsorship of New York State Breeders and Feeders, at Altamont, Pike, Caledonia and Syracuse. In the four auctions 1,215 calves were sold, averaging 419 pounds in weight and \$21.29 per cwt. in price, according to a detailed tabulation prepared by M. D. Lacy of Cornell University. The dollar return ran over a total of \$108,000. This did not include 16 yearlings, and 49 calves not graded because of being horned, staggy or late castrated.

Of the total number, 12 per cent, ac-

cording to Prof. Lacy, were graded Choice and Fancy, 42 per cent Good, 45 per cent Medium, and only one per cent Common. Heifer calves sold especially well, in some cases outselling steer calves in the same grade. Outside of top prices for a few head of Fancy calves (up to \$30.27, average), top price was \$26.00, the average for seven head of Choice heifers at Altamont. High for steer calves was \$25.55, the average on 15 head of Choice calves in the same sale. These calves averaged 489 pounds, the heaviest lot in any sale. Second high price was \$25.31 on 12 Good heifers in the same sale, while 36 Good steers at that point averaged \$23.82. There were other instances where heifers outsold steers of the same grade. Prof. Lacy expressed the belief that a good many of the Choice and Good heifers went back to the country as commercial breeding stock—to start new herds or as replacements.

The banner for the grand champion lot of five calves went to Bent Lee Farm, Brant Lake, N. Y., on Angus. Grading contests were held at two of the sales.





# Excellent Program Presented At Indiana Auctioneers Convention

What the Annual Convention of the Indiana Auctioneers Association lacked in quantity it certainly made up in quality. Snow and slippery roads on January 16 probably prevented some from attending this event, held at the Warren Hotel in Indianapolis, as the attendance was below last year. However, those who did not attend, whatever the reason may be, really missed an interesting and educational program.

An entirely new array of talent was presented by Association President, Col. Don Smock, with an all-Indiana cast including the Banquet Speaker. After calling the meeting to order, Col. Smock introduced Col. George Skinner of Indianapolis, who presented the royal welcome to that city in masterful fashion. This was the beginning of a series of short and informative talks by qualified auctioneers.

Col. Louis Beesley, Westport, had the subject, "Conducting Farm Sales." A most successful operator in this department, Col. Beesley offered many points of advice, especially to the younger auctioneers.

"Sale Barns in Indiana" was a subject entrusted to Col. H. D. Kirk of Anderson, who has been connected with the same Sale Barn longer than any other operator in Indiana. He carefully explained the three types of customers that a Sale Barn attracts and gives his methods of successfully dealing with everyone.

Another Anderson man, Col. Egbert M. Hood, had the subject of "Real Estate Auctions." Col. Hood has sold many pieces of Real Estate at auction along with his other types of auctions and offered some good points on how selling Real Estate at auction would fit in with general auctioneering — and certainly boost the income of the auctioneer.

Following the noon lunch which was served in a room adjacent to the meeting room, Col. Franklin Wakefield, Lebanon told of his experiences in his first 18 months of auctioneering. Col. Wake-

field entered the auctioneering field with enthusiasm and determination. Even though he is in a territory that offers the stiffest of competition he has gained a good foothold in conducting farm sales and those that heard his address could certainly see why.

In the absence of the scheduled speaker on "Furniture Auctions," Col. H. W. Sigrist, Fort Wayne, filled this position. In addition to selling furniture, a venture in which he was most successful, Col. Sigrist told of some of his early auction experiences and offered sound advice for auctioneers in all departments.

Col. Jim Liechty, Berne, one of the country's leading Automobile Auctioneers, very capably handled that subject. He described in detail the operation of the Auto Auctions, the place they filled in the dealer's economy and the qualifications necessary for the operation of a successful Automobile Auction.

One of the high spots, and at times hilarious, was the part on the program of Col. Wilbur Clair, Converse. Col. Clair is celebrating his 25th year as an auctioneer, an occupation that has not only been good to him by way of remuneration but has also taken him into a number of states and given him the opportunity to work with the "greats" of the profession. His experiences were interesting and entertaining.

Col. H. W. Walker, Indianapolis, final speaker of the afternoon program, offered suggestions as to how we could improve our profession with special emphasis on better training for those wishing to get into the auction profession.

A panel discussion without a definite subject soon developed into the pros and cons of a License Law, as usual, no definite advantage of such a Law was presented and the majority of those present seemed to be against a License Law of any type.

In the election of Officers, Col. Curran Miller, Evansville, was made President;



Col. Jim Liechty, Berne, Vice-President; Col. Lewis Smith, Cicero, Secretary; and Col. Herman Strakis, Maywood, Treasurer. It was voted to increase the Board of Directors from three members to nine, making it necessary to elect seven new Directors. These were: Col. Don Smock, Indianapolis; Col. Roy Crume, Kokomo; and Col. Egg M. Hood, Anderson, for the three year term; Col. Louis Beesley, Westport and Col. Allyn, Poseyville, for the two year term; and Col. Dwight Ballinger, Jonesboro, and Col. George Skinner, Indianapolis, for the one year term.

Clyde Gentry, Crawfordsville, served very capably as the after-dinner speaker at the Banquet in the evening. With the subject, "Are You on the Ball", he offered many suggestions beneficial to every-day living with the required good humor to make it interesting and the audience attentive.

Prizes were awarded to Col. D. L. Crumee, Kokomo; Col. Robert Stout, Indianapolis; and Col. H. W. Sigrist, Fort Wayne; for being the oldest auctioneer present, the youngest auctioneer present and the first auctioneer to register, respectively. Final award was the presentation of the gavel by out-going President, Don Smock, to the new President, Curran Miller.

## Beef Sells High In MOD Auction

TERRE HAUTE, Ind.—The beef in the Terre Haute House ballroom was all on the hoof, and it brought \$6,250 before auctioneers had finished their work for Vigo County March of Dimes.

One of the auctioneers who sold the 16 beeves, some of them more than one time, was Marine Capt. Richard McCutchen, first person to win top prize on the "\$64,000 Question" television show. Capt. McCutchen, who flew here from Columbus, Ohio, even contributed his own tie clasp, which sold for \$100.

Also on hand for the ballroom auction Friday night was Capt. George Balzer, Terre Haute, leader of a group of Marines who completed a polio benefit march from the Illinois border to Indian-

### IN MEMORIAM

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

## Howard Schnell Memorial

Service and devotion to the livestock industry marked the life of Mr. Howard Schnell. By his passing there was created a void that can never be filled. But to help perpetuate his ideals there has been formed the Howard Schnell Memorial. It will be a tribute from cattlemen—breeders of Herefords, Angus and Shorthorns alike — with whom Mr. Schnell worked so unsparingly and tirelessly. The opportunity is afforded all to have a part in adding to the fund. Gifts, large and small, will be used in a worthy project to be approved by members of the family. Donors names will become a permanent part of this memorial. Sponsors are directors of the Tri-State Hereford Futurity. The donations will be placed in the memorial fund and should be made payable to the "Howard Schnell Memorial," and sent to Box 1497, Billings, Mont.

apolis Thursday.

"Blisters don't leave scars, nor does muscle strain, but polio does," Balzer told the crowd. "We'd do it again if we thought it would do any good."

The auctioned animals were donated by farmers and business firms.

### SLIPPING?

Our great grandfathers called it the holy Sabbath; our grandfathers, the Sabbath; our fathers, Sunday, but today we call it the week-end. We have substituted a holiday for the holy day.—Wesleyan Methodist.



# Hog Sales Hit Record Volume In 1955 At Michigan Market

*Submitted by Col. William O. Coats, Union City, Mich.*

BATTLE CREEK, Mich.—Hog prices hit 14-year-low!

Cattle, sheep, calf markets slump!

These 1955 headlines tell at a glance the plight of the nation's livestock producer at year's end.

Almost all farmers continued to feel the squeeze of falling prices and rising costs but the livestock producer was probably "squeezed" harder than any during the year. And agricultural economists don't give him much to look forward to this year.

At the Dec. 7 auction hogs brought a top price of \$11.70 per hundredweight at the Battle Creek yards of the Michigan Livestock Exchange. That's the lowest price in the six-year history of the local exchange. At Chicago, top quality hogs were down to \$11, lowest point in 14 years.

## Hog Prices Skid

Steers dropped from \$27.10 per hundredweight in January to \$22.50 last month on the local market, calves slid from a top of \$39 during the year to \$31.50 in December, and fat lambs fell off from a high of \$25 to \$19.40 at year's end.

Last January hogs opened the year at a top of \$19.60 at the local yards and declined to \$16.50 by late February. A recovery saw gains during the spring and summer months push the price up to the top for the year of \$22.70 at the June 22 sale.

But by the end of September the hog market slipped to a \$16.40 top, followed by a big October decline which saw the price slip all the way down to \$13.60. The continuing drop hit the lowest point for the year of \$11.70 on Dec. 6.

That \$11.70 price compares with a low in December of 1954 of \$20.40 and a top June price in '54 of \$26.90.

## 102,693 Porkers Here

Hogs glutted markets throughout the nation during the year. Here, at the

Battle Creek yards a total of 102,693 was sold in the first 11 months as compared to 85,894 during the same period of 1954. These figures include sales handled during the week as well as at the Wednesday auctions.

What's the outlook for 1956? Not much improvement, according to Arthur Bickford, manager of the local yards. He predicts a slight early year recovery, when the volume of hogs coming to market is expected to drop off slightly, but generally, 1956 will follow the pattern laid down during the latter part of last year.

## Outlook for '56

Mr. Bickford sees a top seasonal peak of about \$18 for June and July of this year as compared to the \$22.70 top last year.

The Battle Creek exchange recorded its biggest one-day sale in volume of animals last year when on Nov. 30 a total of 3,561 head of livestock went on the block. The total included 602 cattle, 187 calves, 1,729 hogs and 1,043 lambs. The gross volume sale that day was \$142,503.78.

The total number of head of all livestock sold on auction days in 1955 through Dec. 7 was 104,525, greater by more than 9,000 than the total head count for the entire year of 1954. Gross volume sales had reached \$5,420,529 by Dec. 7 last year compared to total year receipts of \$5,890,588 for 1954.

The livestock exchange added to its facilities and services last year by introducing a new graded lamb market geared to help the farmer determine whether a lamb is ready for market, and bring him a better price for his animals.

A 110 foot long pole-type shelter was added to the rear of the exchange buildings for the lamb project under which animals brought in by local-area producers are sold by grade lot in a special



afternoon sale.

When a farmer brings his sheep in to the yards the animals are weighed and graded by John Harrington, sheep marketing specialist, and then placed in pens by grade with animals brought in by other consignors.

---

**T.V. IN THE BUNKHOUSE**

**By Allie Mae Sikes**

Gillespie Ranch, Ada, Okla.

There's a T.V. in the Bunk house  
Where once a nail keg stood  
I guess things are getting modern  
Charlie's sourdough ain't so good.

After watching fancy cooking  
By a gal with charming look,  
The punchers tried to tie  
A ruffled apron on our cook.

The boys once saddled up at sundown  
And rode in town to shoot the breeze,  
Now it's a different story  
Since Bunk houses have T.V.'s.

There is no more poker playing  
Or telling of tall tales

Now they hurry to the T.V.  
'Stead of sitting on the rails.

Just can't stand to miss the story  
Of Wild Bill or Rin Tin Tin,  
I think it is a crying shame  
The mess our Waddies are in.

Ranch life ain't what it used to be  
And it never will be good,  
It long as T.V.'s in the Bunk house  
Where once that nail keg stood.

---

**Hidden Possibilities**

As a sour-faced, oddly dressed lady poked among the brooms in the hardware store, a clerk stopped and asked if he could help her.

"Nothing here is worth buying!" she snapped. "Flimsy, cheap straw, poor handle, shoddy material!" Shaking the last broom in the collection under his nose, she angrily continued, "Not like the brooms they used to make. Give the floor one good sweep and it would fall apart. What's it good for?"

"Well," the clerk replied, "you may find it flies wonderfully."

---

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### ELSEWHERE

The Ladies Auxiliary to the  
National Auctioneers Association

## Workers' Purchasing Power Hits Peak

WASHINGTON — Comparatively stable living costs plus higher take-home pay brought the average factory worker's purchasing power to a new peak in November.

This was reported by the Labor Department's Bureau of Labor Statistics. It said that between October and November living costs rose 1/10 of 1 percent. The average factory worker's pay—after taxes—climbed an approximate 80 cents a week to an average of \$72.85 a week for a worker with three dependents and \$65.49 for a worker with

no dependents.

This means, the department said, that the purchasing power of the worker with three dependents climbed 6.8 percent in the 12 months ended November 1955. Dollarwise, the take-home pay of this worker was \$4.67 higher than it was a year ago. This was the sharpest November-to-November gain in five years.

The department said the October-to-November rise in take-home pay was due to a 2-cent increase in average hourly pay and a lengthening of the factory work week. It said the 12-month boost in pay resulted from longer hours of work, more overtime pay and increased wage rates.

The consumer price index, which is the department's way of measuring the cost of living was 115 in November compared with the 1947-49 average of 100. This was 1/10 of 1 percent higher than a year ago; and 3/10 of 1 percent lower than the October 1953 peak.

## Another Big Pig Crop Predicted For 1956

The Agriculture Department predicted a 56 million pig crop next spring, a decline of 2 percent from the bumper 1955 spring crop but still 12 percent larger than in 1954.

This year's big crop contributed heavily to a 40 percent decline in the average market price of good butcher hogs.

## More Baby Cranes

The U. S. Fish and Wildlife Service reported happily that it has found two extra baby whooping cranes.

Last fall when the nearly-extinct cranes left their Canadian nesting place for winter quarters in Texas, there were 21 adult birds and no young. But last summer Canadian experts reported spotting from four to six young.

The new report said 28 whooping cranes had arrived in Texas. They include eight young whoopers, two more than the previous report.

At least one adult was still missing. So perhaps another whooping crane or two will show up before the final count.



# Royalty's Treasures Come High

NEW YORK CITY—Objects once owned by royalty, in long past days of glory, are now anyone's to buy from New York firms, though the price may be a king's ransom. Here are a few of them:

Furniture made for Marie Antionette includes a mahogany desk, simply designed as a box-on-frame, and a kidney-shaped inlaid table, now at Dalva Bros. Part of a large salon suite in Beauvais tapestry woven with birds, floral garlands and draperies in blue and rose, is at French & Co.

The same firm has mementos of a later young and beautiful French sovereign, the Empress Eugenie, whose superb jewels and costumes were unrivaled in her day. The train of her wedding gown is made of exquisite Alencon gold lace in a pattern of crowns.

## Gobelins Tapestries

Seven magnificent tapestries from the Don Quixote series, woven at the Royal Gobelins factory early in the 18th century, went with Eugenie to her exile in England. Another famous exile, Kaiser Wilhelm II, is represented by a rare Brussels 17th century hunting tapestry.

Souvenirs of Russian royalty, including the last czar, Nicholas II and his family, are at A la Vielle Russie. One of the most charming objects is a Louis XVI miniature gold, carnelian and etched rock crystal cabinet designed by Carl Faberge. This was a gift from Nicholas to his empress.

The human side of royalty is revealed by a pack of cards. When Nicholas' brother, Grand Duke Michael, caught the officers of his regiment gambling, he tore their pack of cards in two. By way of apology, the officers reassembled the deck, had it mounted in wood and silver as a paperweight, and presented it to him.

## Table Accessories

Royalty fared well with table accessories, as another item at A la Vielle Russie shows. The five-piece set of heavy flatware used about 1750 by Augustus Poniatowski, King of Poland, is solid gold. A Hapsburg silver knife, fork and

spoon of about 1800, at the Museum Silver Shop, are beautifully decorated with the royal coat of arms.

Last, but far from least, are the royal jewels. Among the most dazzling is the diadem of Empress Elizabeth, wife of Franz Josef of Austria, now owned by Harry Winston, Inc. Its fragile design features sprays of wild roses and dew drops completely encrusted with diamonds and rubies.

# More People—And Still More People

In the first half of the century, the population of the United States doubled.

In the last five and a half years it has gained 5 million, or 10 percent.

The way the census people see it, there are a lot more people to come. Howard G. Brunsman, chief of the population and housing division of the Census Bureau, predicts we'll have around 200 million persons inside our boundaries by 1975.

That's only 20 years away, and means adding some 35 million more mouths to feed in that relatively short time.

What are we going to do with them?

For one thing, they may eat up all these farm surpluses now giving us such a headache. But the increased population is certain to mean new problems for business, such as changing and growing markets.

It may mean more taxes for the government, but also more places to spend the taxes. More automobiles on the highways (as if there weren't enough).

It doesn't take much imagination to foresee the complexities which could arise from such a rapid increase in people.

But then we'll have more people to cope with these problems. So it ought to turn out well.

And we hope the 35 million are all nice people. Welcome aboard!

Rocky Mountain News



## 414 Billion Goes Up In Smoke

The Agriculture Department reported cigaret output in 1955 totaled 414 billion—enough for about 125 packs for each man, woman and child in the United States.

The 1955 output was 3 percent more than in 1954, but 5 percent below the record output of 435.5 billion in 1952.

The department said cigaret consumption probably will make a gradual gain in 1956. It said prospective high levels of employment and incomes are favorable factors but added that retail prices in some areas have increased, or soon will, because of advance in state tax rates.

The department said the nation's population increase has contributed little to the rise in cigaret consumption and cannot be expected to contribute much during the next year or two.

Since 1950, the number in the major smoking group—18 to 54 years of age—has increased at an average yearly rate of only five-tenths of 1 percent, compared with an increase of 1.7 percent for the total population.

This means other age groups have stepped up their smoking to account for the total increase.

Supplies of flue-cured and burley — the major cigaret tobaccos — are very large, the department said. The total supply of flue-cured for 1955-56 is a record of 10 percent above 1954-55.

The 1956 acreage allotment has been reduced 12 percent but an increase carry-over at the beginning of 1957-57 probably will offset the reduction.

The department said output of tobacco for pipes and roll-your-own cigarets in 1955 totaled 82 million pounds; 6.1 billion cigars; chewing tobacco, 79.5 million pounds, and snuff, 39 million pounds.

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# THIS AND THAT . . .

By BERNARD HART

Indiana leads in members of the NAA with an all time high of 107. This was the count at the close of business on December 31. Illinois was in second place followed by Ohio, Nebraska, Iowa, Pennsylvania and New York, in the order named.

\* \* \*

After attending two State Conventions in January, Ohio and Indiana, I am convinced that it would be a constructive plan for each state to send a delegate to other state meetings. It would bring about an exchange of ideas that would work for better State Conventions. I was particularly impressed in Ohio with President Owen Hall's report on the achievements and proposed future plans for that group. It seems many of the original ideas had been picked up in various issues of "The Auctioneer." I didn't realize it had carried so much information until Col. Hall used it as a reference several times.

\* \* \*

This brings me to another subject or maybe a pet peeve. Certainly if a State Auctioneers meeting is worthy of calling in auctioneers from all portions of that particular state it is worthy of a news report in "The Auctioneer", the only publication in the world devoted to the auctioneer and his profession. I don't have any particular state in mind when I say this but in the past I know that there have been State meetings when it has been several months before a meager report reaches our office and sometimes not at all. Many times it only carries the names of the new officers. If all they do is elect new officers they may as well have stayed home in the beginning. Too, if they had reported ALL that happened it is hard telling how much Col. Owen Hall and his fellow Ohioans would have accomplished.

\* \* \*

Speaking of what happens in State Conventions, read the reports on Ohio and Indiana in this issue. I was certainly

pleased at what the Ohio boys decided about a Licensing Law, after careful study. More of us need to do some careful planning before taking off on a tangent. This License business may have its good points but it needs a lot more study or we could end up like the Maine auctioneer mentioned elsewhere in this issue.

\* \* \*

Doesn't it look good to see all the fine letters published in this issue? We like to get 'em and you like to read 'em. With all the good members we have we should have this many each month. Boys, this is YOUR organization and YOUR magazine. Let's hear you voice your opinions. No one gains anything when everyone remains quiet.

\* \* \*

Our genial treasurer, Col. Hank Rasmussen conducted his first sale 30 years ago. In the same note he says 1955 was his best year. We gather from this, Hank, that in the auction profession, the first 29 years are the toughest. Don't get discouraged, young man, there is plenty of time yet.

\* \* \*

Another famous Nebraskan mentions in his letter (printed in this issue) that it was 50 years ago that he sold his first sale. And Col. Art Thompson adds some encouraging remarks for the up and coming young auctioneers as well as some good advice to the older ones.

\* \* \*

Just before beginning this line of chatter (quote Pop Hess) I was talking to our President, Col. C. B. Drake. He is very much enthused over the deluge of memberships that have been arriving during the recent weeks and joins me in requesting the cooperation of EVERY MEMBER in encouraging new members as well as playing an active role in HIS organization. Our year is off to a grand start and by the time we all meet in Kansas City, in July, we should have an organization with the ability and pow-



# IN UNITY THERE IS STRENGTH

er to do things for the Auction profession. This can be accomplished ONLY with your help. Your officers can do only so much—it is you men in the 48 States and Canada who hold the key to success—or failure.

## Chuckles

There's nothing like a dish towel for wiping that contented look off a husband's face.

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

The candle maker has the best job . . . he only works on wick ends.

The best way to avoid criticism is to do nothing. Nobody shoots at a sitting duck.

Even after we leave school we're dogged by the three "R"s . . . there's

Romance at 25, Rent at 35, and Rheumatism at 65.

Love begins when you sink into his arms . . . and ends with your arms in his sink.

A man is a boy who has stopped growing up and down and started growing sideways.

If most wives had it to do all over again they would marry a man they wouldn't have to do all over again.

A pessimist is a guy who financed an optimist.

It's dangerous to marry a man to reform him. The rites won't right him and the altar won't alter him.

Women have a smile for every joy, a tear for every sorrow, a consolation for every grief, an excuse for every fault, a prayer for every misfortune, and encouragement for every hope.

## The Top 25 Hereford Auctions Of 1955

Rank	Name and Address	Date	Average
1	Circle M Ranch, Senatobia, Miss. ....	Feb. 14	\$4,878
2	Turner Ranch, Sulphur, Okla. ....	Dec. 8	4,027
3	Double E Ranch, Senatobia, Miss. ....	Jan. 25	1,880
4	McCormick Farms, Medina, O. ....	Oct. 11	1,800
5	Wyoming Hereford Ranch, Cheyenne, Wyo. ....	Oct. 14	1,782
6	Straus Medina Hereford Ranch, San Antonio, Tex. ....	Feb. 19	1,587
7	J. P. McNatt, Greenville, Tex. ....	March 7	1,492
8	Gatesford Place, Arlington, Tenn. ....	Dec. 12	1,482
9	Glen-Lea Hereford Farm, Dearborn, Mo. ....	March 21	1,336
10	National Western Hereford Sale, Denver, Colo. ....	Jan. 17-18	1,279
11	Ken-Al Ranch, Columbus, Miss. ....	Nov. 21	1,231
12	Caw Caw Plantation, Orangeburg, S. C. ....	April 1	1,119
13	National Polled Hereford Sale, Chicago, Ill. ....	Dec. 1-2	1,110
14	C. K. Mousel, Cambridge, Neb. ....	Nov. 11	965
15	Master Key Place, Fulton, Mo. ....	Nov. 9	954
16	Edg-Clif Farms, Potosi, Mo. ....	April 11-12	929
17	Etowah River Ranch and Meadow Lake Hereford Farm, Cartersville, Ga. ....	Jan. 22	929
18	Kingford Farms, Siloam Springs, Ark. ....	Oct. 31	924
19	Bones Hereford Ranch, Parker, S. D. ....	April 30	916
20	Portage Farms, Woodville, O. ....	Oct. 12	909
21	Frank R. Condell, El Dorado, Kas. ....	Oct. 24	886
22	Poca Dot Farms, Charles Town, W. Va. ....	March 29	883
23	CK Hereford Ranch, Brookville, Kas. ....	March 7	857
24	Peterson Bros., Ogden, Utah ....	Feb. 25	829
25	Four Star Sale, Washington C. H., O. ....	Feb. 12	805

Every one of the above auctions was conducted by one or more members of the National Auctioneers Association.



# THE LIGHTER SIDE . . .

Teacher—"Bobby, go to the map on the wall and show us where North America is."

Bobby—"Here it is, Teacher."

Teacher—"Correct, Bobby. Now class, I want you to tell me who discovered North America."

Class—"Bobby did."

The lady at the candy-and-peanut counter called impatiently, "Who attends to the nuts?" Clerk: "I'll wait on you in a minute, ma'am."

"I wish I had taken bookkeeping this semester," sighed the sad student. "Why?" asked his friend. He replied, "Because I can't keep mine. Somebody has already stolen all my books."

Roberta was bored. "Well, what shall we do this evening?"

Robert: "Let's think hard—"

Roberta: "No, let's do something you can do, too."

Husband: "I wonder what's wrong with my shaving brush."

Wife: "It was nice and soft when I painted the bird cage yesterday."

"My boy wants booklarnin'," said the mountaineer. "What you got to offer him?"

"Well," said the teacher, "we have spelling, trigonometry, English—"

"Give him that triggernometry," said the mountaineer. "He's the worst shot in the family."

Recruiting Officer — "I suppose you want a commission."

Applicant — "Well, no, I'm such a poor shot I'd rather work on a straight salary."

Helen: "Well, after his behavior yesterday, I'll never go fishing with Harry again."

Lois: "Heavens. What did he do?"

Helen: "Oh, he just fished."

Daughter: Tomorrow's Dad's birthday. What shall we do for him?

Son: Let's let him have the car.

Barber: "What's the matter; ain't the razor takin' holt?"

Victim: "Yeah, it's taking holt all right, but it ain't letting go again."

"You're a cheat," the first lawyer accused his opponent.

"You're a liar," the other retorted.

Then from the judge: "Now that these attorneys have identified each other, we shall proceed with the case."

West Point's drawing department is intended to teach young officers-to-be engineering drawing, map reading, and photo reading, but every so often some cadet attempts to express a sprightly artistic originality. On one occasion, a cadet, required to draw a bridge over a rural stream, playfully sketched in a couple of children sitting on the bridge rail. This did not meet with the approval of his instructor, who sharply directed him to "take those children off the bridge."

Next time the instructor made his rounds, he found his orders obeyed to the letter—the children had been transferred to the riverbank.

"No!" he protested. "Get rid of them!"

On the third trip, the instructor found the children had indeed been done away with. In their place stood two pathetic little tombstones.

Little Peggy, aged five, complained of a stomach-ache. Her mother said, "That's because you haven't had any lunch yet, and your stomach is empty. You would feel better if you had something in it." That afternoon the minister called. In the course of the conversation he remarked that he had been suffering from a severe headache all day. Peggy spoke up. "That's because your head's empty. You'd feel better if you had something in it."



# IN UNITY THERE IS STRENGTH

Famous rodeo performer from Wyoming visiting a Texas ranch was invited to test one of the local broncos. He hadn't been on the horse a full second before he found himself flying through the air. "Man," he panted, "these Texas horses sure can buck."

"He didn't buck," commented a local cow hand. "That cayuse was merely hiccupin'."

"I'm sorry but I can't get that report card back to you," said the small boy to the teacher. "You gave me an 'A' in arithmetic, and my folks are still mailing it to relatives."

"Were there a lot of people going downtown today?" asked Flo. "I should say," answered Glo. "The streetcars were so crowded even men had to stand."

"Thank you very much," said the lady to whom a workman had just given his seat on the bus. "Aw, don't think nothin' of it, ma'am," answered the man. "Some guys don't give up their seats unless a lady is young and pretty, but with me—it don't make no difference, see?"

"Work really fascinates some people, doesn't it?" asked Mac. "Surely does," answered Jack. "Take me, for example. I can sit for hours just looking at it."

"I'm thinking of asking some girl to marry me," said Jack. "What do you think of that?" Jill: "It's a great idea, if you ask me."

"Don't let me hear any bad reports about you, son, when you get to college," admonished the stern father. "I'll try not to, Dad," replied the boy, "but you know how these things will leak out."

Small Boy—"Say, Mister, let me have six of those diapers."

Clerk—"There you are, Sonny. That'll be ninety cents for the diapers and three cents for the tax."

Small Boy—"Never mind the tacks. My mother uses safety pins."

Indigestion is the failure to adjust a square meal to a round stomach.

The mountain lad was very shy. He wanted to marry the girl, but he couldn't bring himself to say the word "marry" or "marriage." After giving the problem much thought, he asked in a whisper one evening: "Julia, how would you like to be buried with my people?"

Teacher—"What does the buffalo on a nickel stand for?"

Pupil—"Because there isn't room for him to sit down."

Offhand definition of a democracy: a form of government in which you not only are as important as everybody else but everybody else is as important as you.

An absent-minded man came out of his reveries to find himself sitting on his bed with one shoe on and the other in his hand.

"I wonder what I'm doing," he muttered to himself, "going to sleep or getting up."

"That horse you sold me has dropped down dead," shouted the angry customer. "I can't help that, sir," replied the dealer. "He never did that while I had him!"

"I would like to marry your daughter," said the young suitor.

Businessman: "Well—er—leave your name and address. If nothing better turns up we'll notify you."

"Well, how was the weather over in London?" inquired the friend. "I don't know," replied the traveler. "It was so foggy I couldn't tell."

Terry: "I can tell you how much water to the quart goes over Niagara Falls." "If you know," said Mary, "tell us." Terry: "Two pints."

And there was the 7-year-old boy and the 6-year-old girl on the No. 14 bus. There was a picture of the devil, with pitchfork stirring up the fire, advertising a coal company. Said the girl: "I bet there ain't no real devil." Said the boy, "Sure there ain't—it's just like Santa Claus. He's just your father."



## Sale Bill Of 1849

A Sioux Falls, S. D. paper tells of a sale bill which recently came into possession of one of their citizens. It was printed in 1849, during the time of the gold rush to California, and was no doubt typical of the sale bills of that time. The wording of the bill is of interest, particularly when compared with the sale bills of today. Here it is:

“Public sale, State of Missouri, county of Pike. To whom it may concern. The undersigned will on September 28, A.D., 1849, sell at public outcry for cash on premises, where Coon Creek crosses the Missouri road, the following chattels, to-wit: Six yoke of oxen, with yokes and chains, 2 wagons with beds, 3 nigger wenches, 4 buck niggers, 3 nigger boys, 2 prairie plows, 23 steel traps, 1 barrel pickled cabbage, 1 hog-head tobacco, 1 lot nigger hoes, 1 spinning wheel, 1 loom, 3 fox hounds, a lot of coon, mink and skunk hides and a lot of other articles. Am gwine to California. R. Jones, cryer. Free head cheese, apples and hard cider.”

## SLOW ME DOWN, LORD

Slow me down, Lord, I'm going too fast  
I can't see my brother as he goes past;  
I miss a lot of good things day by day,  
I don't know blessings when they come  
my way.

Slow me down, Lord, so that I can see  
More of the things that are good for me;  
A little less of me, and a mite more of  
you,  
Let the heavenly atmosphere trickle  
through.

Let me help a brother when the going  
gets rough,  
When folks work together, things aren't  
so tough;  
Slow me down, Lord, so that I can talk  
With more of Your Angels — Slow me  
down to a walk.

Author Unknown

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## THE BEST CHILDREN

The best children are those who spend more time on their mother's knee in their early years and more time across father's in later years!—Tid-Bits, London.

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**JULY 19-20-21, 1956**



# TEN REASONS WHY EVERY MEMBER SHOULD GET NEW MEMBERS

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