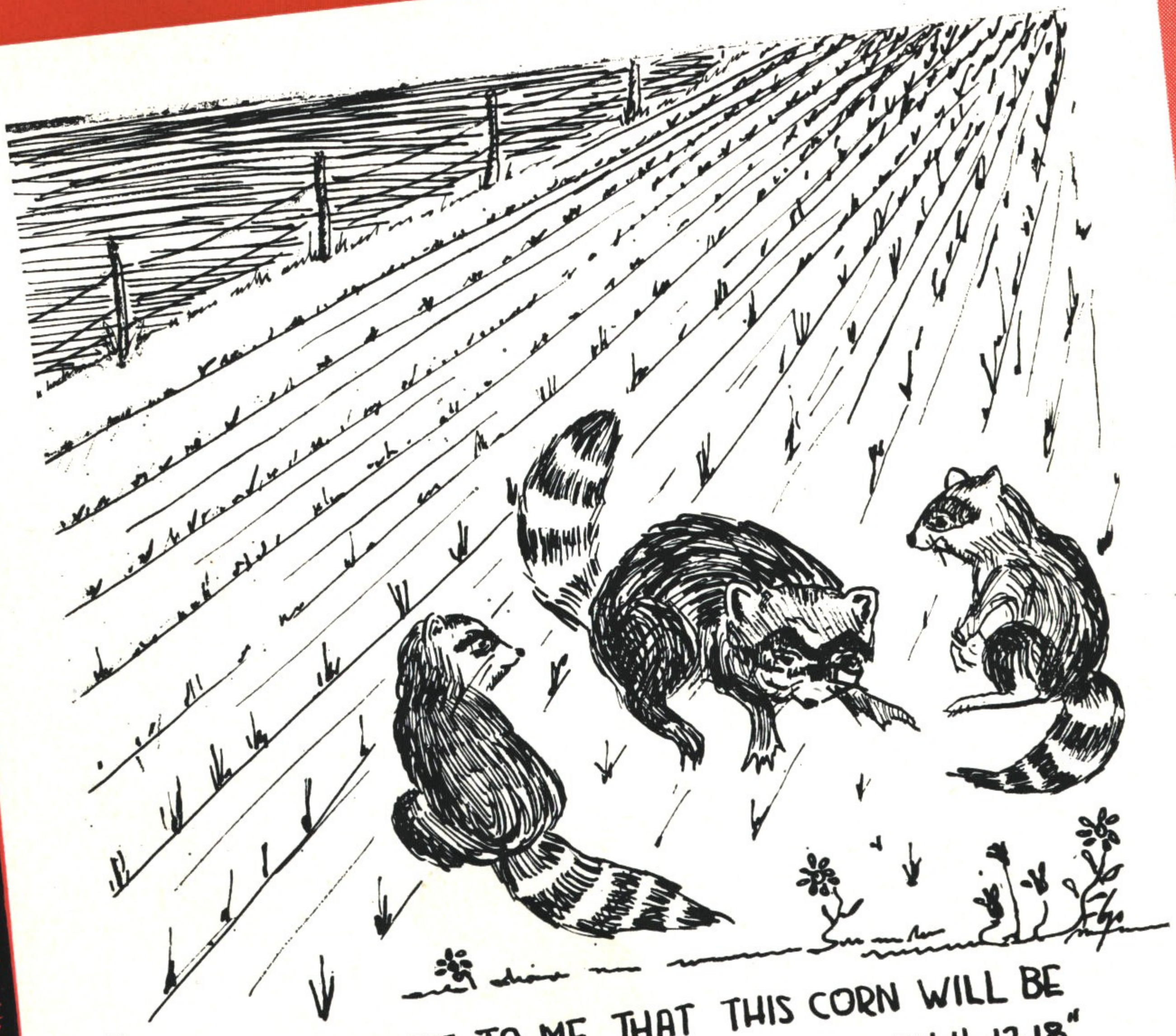


# *the* AUCTIONEER



"IT APPEARS TO ME THAT THIS CORN WILL BE  
PAST KNEE-HIGH IN IOWA BY JULY 16-17-18"





**PLAN  
NOW**

**TO ATTEND**

**NATIONAL AUCTIONEERS**

**CONVENTION**

**JULY 16 - 17 - 18, 1964**

**HOTEL FT. DES MOINES**

**DES MOINES, IOWA**



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

803 S. Columbia St.  
Frankfort Indiana

**EDITOR**

Bernard Hart, Frankfort, Indiana

**Contributing Editors**

Col. "Pop" Hess, Worthington, Ohio;  
Walter Carlson, Triumph, Minn., and  
every member of the National Auctioneers Association.

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The Editor reserves the right to accept or reject any material submitted for publication.

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# Iowa Invites You

By **WENDELL R. RITCHIE**  
1964 National Convention Chairman

We are fortunate in having so many prominent and highly successful auctioneers writing so enthusiastically in the Auctioneer, extolling the advantages of belonging to the State and National Associations, and of the many benefits of attending our National Conventions.

Bernice and I attended our first convention in Sioux City in 1949 on the rec-



ommendation of the late Albert Ferguson, and have attended every one since. I had known Col. Ferguson for a number of years, and my confidence in him prompted me to help form our state association to host the convention in Sioux City.

With the enthusiasm we look forward with, to attending the convention, meeting old friends, making new friends, and learning new phases of our profession, it is hard to imagine why many auctioneers fail to respond after being told over and over the benefits of associations and conventions. We have included the National Convention in our vacation for the last fifteen years, and would be very much disappointed in missing one.

The Iowa Association has been working on plans for this years convention

in Des Moines since the close of our meeting in Cincinnati, and it is evident that they are going to have a very interesting, educational, and well rounded program. Many of our Iowa members have been present at most of the National Conventions and their observations and experience should enhance their ability to produce a very good meeting in Des Moines. Just take a few days off, come to Iowa, and we will do our best to make you feel it was worth your time and money.

See you in Des Moines in July.

## Fun Auction Purchase Becomes FFA Project

Stemming from the Fun Auction at the 1963 National Convention and aided by the generosity of two NAA members, Glenn Casey, Williamston, Mich., the donor, and Lyle Erickson, Cresco, Iowa, the purchaser, a new dairy project has been started.

Col. Erickson has donated the heifer to the Cresco Chapter of the Future Farmers of America. A new project, named for Col. Erickson, has been established which is designed to assist Chapter members in starting a dairy herd.

The Holstein heifer, born July 9, 1963, and registered as Beth-Haven Tulane Pride 5839664, was donated to the 1963 fun auction by Col. Casey and purchased by Col. Erickson. The heifer was delivered to Iowa with the Michigan show herd at the time of the National Dairy Cattle Congress, held each year at Waterloo.

It is hoped that the heifer will begin a dairy chain for Future Farmer members. She has been presented to Steven Zobeck, a freshman at Crestwood High School in Cresco. Plan of the project is that the member receiving the calf is to return her first two calves to the Chapter which in turn will give the heifer calves to help another freshman or sophomore member



to start a herd. After furnishing the first two calves to the Chapter the original gift of the Chapter can be considered the property of the member.

## Ohioans Set Dates For Summer Meeting

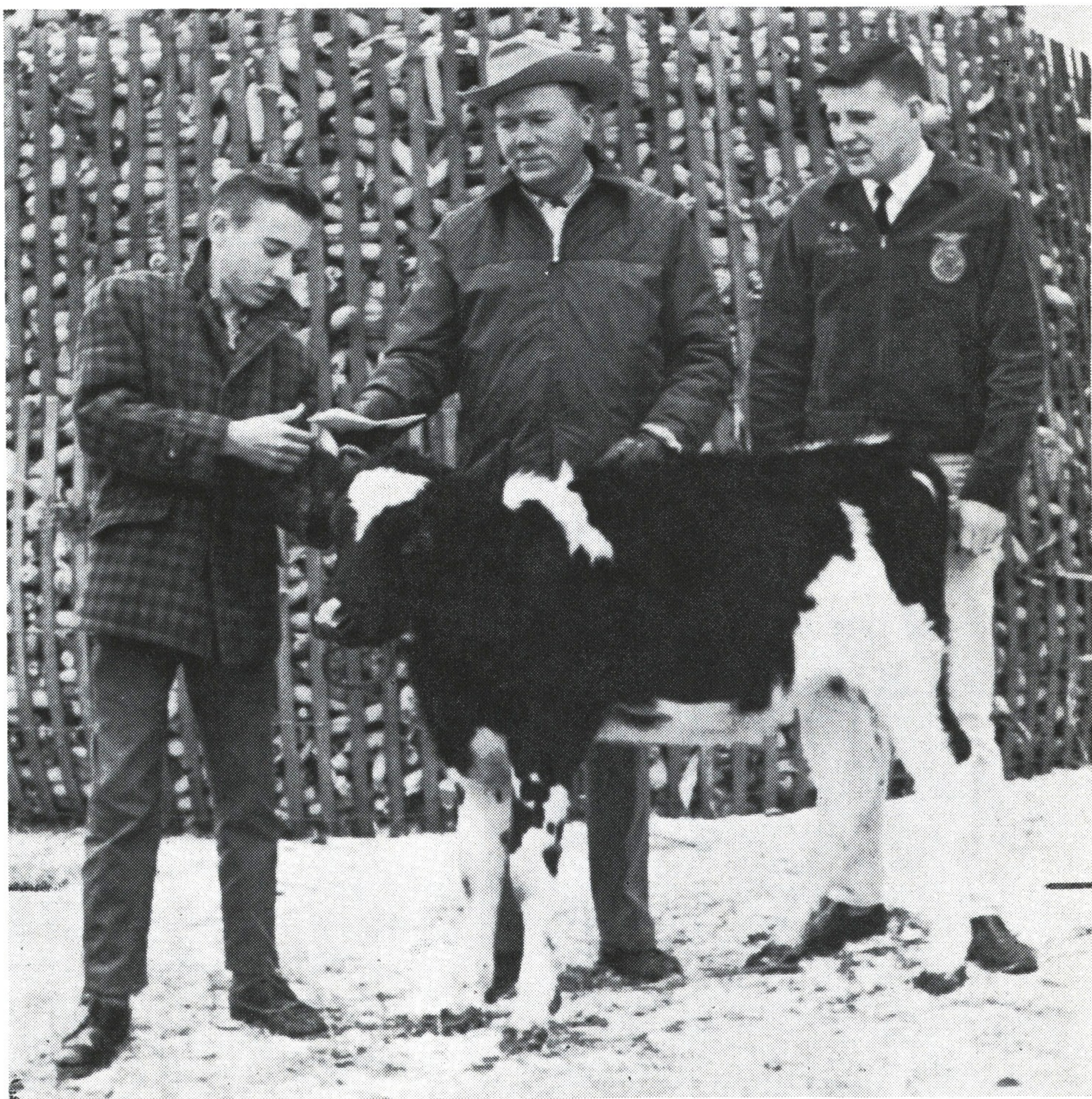
BY NEWT DILGARD, Sec.

Ohio auctioneers are cordially invited to attend the annual summer meeting of the Ohio Auctioneers Association. It

will be held Sunday, June 14, at the Holiday Inn in Chillicothe.

There will also be a program on Saturday evening, June 13, at the Inn with a panel on "Real Estate at Auction" being featured. Subject of Sunday's program will be "Professional Risks and Rewards," in the auction business. You might learn some of the pitfalls to avoid.

Often opportunities come to an Auctioneer when he least expects them, and are only available through his own worthiness, unselfishly manifested.



This is the registered Holstein heifer sold in the Fun Auction at the 1963 National Convention in Cincinnati. Shown with the calf are Steve Zobeck who will be the ultimate owner, Col. Lyle Erickson, the donor, and Ronald Shatek, President of the Cresco FFA Chapter.



# Are We Learning Together

By WALTER S. BRITTEN

The auction business is our way of life and one of constant learning. It is all over when either ends. Some auctioneers may continue to exist but do not take the liberty to continue to learn and without the quest for knowledge there is not much enthusiasm for a fruitful life.

It is fortunate that there are few in the auction profession who are not eager to learn. Anymore, it has become an



economic necessity that we seek knowledge because in the failure to learn we can see ourselves fade away. The auction profession is daily becoming highly competitive and unless the auctioneer seeks the means by which he can maintain the pace, he is bound to lose.

On several occasions during December and January while in cities where I was conducting sales, I had the opportunity to observe conventions in action. It was very encouraging to see many people in attendance at all these conventions; demonstrating their determination to seek knowledge and stay

abreast with the changing times. About the lobbies of the hotels one could note the interest and concern of their business and what may to expect in the not too far distant future. One very interesting observation I made in the lobby was a discussion after a committee meeting. Apparently the topic had been on progress and achievement. "We have now passed the time to keep up with our neighbors, but instead you must get out in front."

As auctioneers, I feel that we are at times not keeping up with our neighbors, not the next door neighbor, but our neighbors in an allied business.

Our life is but a school and the day may be considered lost when we fail to learn something. Our schooling began while in the arms of our mothers and the process should intensify from then on through the classroom period. We have all attended commencement exercises at high schools and colleges at sometime or another. These exercises are appropriately named because the time in life has come when one must commence to learn as an individual. The intelligent engineer with all the technical "know-how" can fast become shaded out if he does not continue every day that follows to keep up with new developments in his field, or perhaps even achieve them. Is not this observation equally applicable to auctioneers? In many areas of our profession the auctioneer must have a thorough knowledge of many fields. The main concern of all auctioneers who aim to accomplish something must remember that the time for learning never stops.

Our Convention time is near. Perhaps you are a member of your State Association and the National Auctioneers Association but do not attend meetings of your state or the National Conventions. Any man who derives his livelihood from the auction profession should be willing to attend both and also invite a fellow auctioneer to join you. Our Conventions are an educational process



for the entire family. If you wish to seek new levels of attainment, by all means attend! If you feel that you are on top, your process no longer works and your progress has ended, you should attend!

It is most important that AUCTIONEERS should not close the doors behind them, but should attend the Convention with an open mind and bury the prejudices which lead to a closed mind. A closed mind is a luxury that no one can afford at a time when knowledge is more important and essential to your future than money. The fact to remember is that we are still in school and to progress, we must continue developing our profession.

LET'S BE TOGETHER IN DES MOINES!

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## Ranchers Plan To Build Auction Mart

LAREDO, Texas—Several local ranchers met with Jerry Moerbe of Mercedes with the purpose of trying to establish a cattle auction ring in this county.

Moerbe told the group that such an operation could make a profit, or at least break even, if it can get 350 head of cattle a week. He estimated that there were about 71,300 head of cattle in Webb County.

The ranchers were told that such a project could be financed through the sale of corporate stock. Another meeting is planned soon to discuss the forming of a corporation. Cost of a plant large enough to take care of future growth would be about \$75,000, Moerbe said.

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# Amendment Exempts Some From Auctioneers License

Purebred livestock auctioneers have been declared exempt from licensing requirements in Kentucky, providing they do not handle the sale proceeds, in an amendment approved by the 1964 Kentucky General Assembly.

Introduced as Senate Bill No. 112, by Marvin Edwards, the amendment states:

SECTION 1. KRS 330.040 is amended to read:

KRS 330.030 shall not apply to:

(1) Sales at auction conducted by or under the direction of any public authority or pursuant to any judicial order or decree, or to any sale required by law to be at auction.

(2) The owner of any real or personal property.

(3) Any resident or non-resident crier or auctioneer who simply calls for bids and strikes the bargain at any auction sale of registered or purebred livestock or who cries or acts as auctioneer in show cattle sales or the sales of livestock owned and sold at auction by 4-H Clubs or FFA Clubs or club members.

SECTION 2. Whereas, the uncertainty

with respect to the applicability of Chapter 251 of the Acts of the General Assembly of 1962 has created confusion and uncertainty, and a number of such sales are scheduled to be held in Kentucky, which are sponsored by the Department of Agriculture, an emergency is declared to exist and this Act shall become effective immediately upon its passage and approval by the Governor.

An additional news item with reference to the Kentucky Board of Auctioneers, administrators of the licensing law, is the resignation of H. Bemis Lawrence as the legal counsellor for the Board.

---

An English tourist asked the druggist for a small tube of toothpaste, and was handed a package marked "Large."

"I'm afraid you don't understand," the bewildered Britisher said, "I asked for a small tube."

"That's right sir," was the answer, "It comes in three sizes — Large, Giant and Super. I gave you the small size — Large."





MISSOURI AUCTION SCHOOL

KANSAS CITY, MISSOURI

CLASS OF MARCH 1964

FRONT ROW LEFT TO RIGHT: Tom Virant, Ohio; Ken Brown, Kansas; David Beasley, Class Pres., Alabama; Marsha Carlson, Class Secretary, Illinois; Col. Bill Halbert, Instructor; Col. Boyd Michael, Registrar; Col. Richard W. Dewees, President; Col. Dean Cates, Instructor; Col. Dick Ireland, Instructor; Kay Gehrs, School Secretary; Leo Suiter, North Carolina; Howard Johnson, Calif.; Hank Brahm, Indiana.

SECOND ROW LEFT TO RIGHT: Wm. W. Loun, Jr., Pennsylvania; John Rainey, Colorado; Buddy Spicer, Texas; Bob Tomlinson, Pennsylvania; Max Hileman, Kansas; Bob Sherwood, Iowa; Paul D. Bass, Missouri; Fred Schooler, California; James Bryant, Missouri; Bill Evans, Missouri; Bill Stradling, New York; Sam Zeiset, Pennsylvania; Jack Berg, New Mexico; Bob Bernard, Indiana; Jim Opheikens, Wyoming.

THIRD ROW LEFT TO RIGHT: Kent Newlon, Missouri; Chick Davis, Missouri; Robert B. Peters, Canada; George Warren, Kansas; Lorn Fletcher, Michigan; Ted Dykstra, Iowa; Wm. L. Craig, Missouri; Glen LaRue, Missouri; John Wright, Jr., Mississippi; Lew Henderson, Mississippi; Billie Bush, Mississippi; Elmer E. Long, Missouri; Wally McEwen, Canada; Encil W. Hawkins, Ohio.

FOURTH ROW LEFT TO RIGHT: Harold Bickley, Pennsylvania; Harold Lloyd, Colorado; James Gilliland, Illinois; Earl Blevins, Kansas; Arthur Wilson, Ohio; LaVern Nuse, Kansas; Paul Peterson, Kansas; James Cleaveland, Missouri; Don Althen, Canada; Bob Graham, Canada; Repps Guitar, Jr., Texas; Ed Holzbeierlein, Oklahoma; Allan Gardiner, Canada; Thomas Cascaddan, Michigan; Pete Brent, Tennessee.



# Iowa Auctioneers Team Featured In News Story

Reprinted from the Des Moines  
(Iowa) Register

BOONE, IA. — The crowd trooped raggedly after the call of the auctioneer, leaving behind the previously auctioned goods, scattered about the farmyard like the discarded equipment of a retreating army.

Walter Crouse, owner of the farm and the goods, blinked in the bright cold sunlight and watched the auctioneers, Leon Joy and Howard Johnson of Ames, try to work up the bidding on a small gasoline engine that was chuffing half-heartedly. He had decided to retire after almost 40 years of farming on the north edge of Boone and was turning his farm over to his son, Darrell.

"Best way to clear out an old farm is to burn everything," Crouse was saying. "Then you don't have to worry about what you've going to do with every little thing. A man lives in one place for 40 years, he collects enough to make a pretty big fire.

"This is a real good day for the auction, good crowd, too. For folks around here, it's kind of a holiday during the slack season. The folks have already eaten up 50 pounds of ground beef sandwiches the women fixed for them."

"Now, folks, here's something I know you're going to like," Howard Johnson, the auctioneer, said, holding up an old-fashioned clock.

"This was made by, let's see, Seth Thomas of Thomaston, Conn., where they really know how to make these things. It's been recently cleaned and runs like a charm. Who'll give me fifty?"

"I've gone to auctions like this one all my life to buy antiques like that clock," Crouse said. "I first started collecting coins in 1910, and then I started collecting antiques just after the Depression."

He watched as the bids offered by the auctioneers sank to \$30 and then slowly began to climb.

"The little fellow collecting antiques hasn't got much of a chance nowadays," Crouse said. The bigger outfits are getting most of them, and they go everywhere."

The auctioneer and the crowd moved on to the star of the show, a gleaming 1931 Pontiac coupe. Everyone hushed to let Leon Joy, the other auctioneer, talk.

After a short speech listing the car's attributes, he said: "Start it up, and let the folks hear how good it sounds."

After a couple of turns on the starter, like a prima donna clearing her throat, the car started on cue, rocking gently as the engine purred. The bidding got off to a brisk start, and after some exhortations from Joy and Johnson, a man from Wichita, Kan., bought the car for \$660.

Excitement ran high during the bidding on the car, and the auctioneers had trouble getting the crowd warmed up for the next item, another antique clock.

Their voices speeded up and slowed down, threatened, cajoled, pleaded and encouraged. The bidding was well below the clock's value.

Walter Crouse eyed the clock speculatively. He looked almost as if he were going to bid on it himself.

## Minnesota Annual Meeting July 10-11

BY M. C. MARANELL, Pres.

July 10-11 were selected as the dates for the Annual Convention and business meeting of the Minnesota State Auctioneers Association. The event will be staged in Montivedio, Minn.

Officers and directors of the group met at Montivedio, April 12, for the purpose of selecting the 1964 dates and site as well as to discuss other business of the organization.







## Western College Of Auctioneering

On the opposite page is the graduating class of the March, 1964, term of the Western College of Auctioneering, Billings, Mont.

From left to right in the lower row are: Bill Hagen, Billings, Instructor; Bob Thomas, Billings, Instructor; Jim Messersmith, Jerome, Ida., Instructor; Merle Clark, Marmarth, N. D., Instructor.

Second row (from bottom): Vern Dustin, Solvand, Calif.; Wayne Hill, Bakersfield, Calif.; Chuck McLean, Lethbridge, Alta.; Glen Vaught, Little Rock, Ark.; Jim Mahan, Denver, Colo.; Otto Steberg, Meeting Creek, Alta.; Thad Turner, Hathaway, Mont.; Henry Sesvold, Galesville, Wis.; (forward) Joe Hartman, Selfridge, N. D.; (back of Dustin) Armon Wolff, Golden Valley, N. D.

Back Row: Richard Todd, Wood Mountain, Sask.; Gerry Fish, Victoria, B.C.; Robert Stephens, Caldwell, Ida.; Arthur Solmonson, Beaver Lodge, Alta.; Art Niven, Camrose, Alta.; Kenneth Carnes, Aurora, Nebr.; Bud Ormsbee, Leadville, Colo.; Gary Van Blokland, Heppner, Ore.; Dale Butler, McCall, Ida.; Ken Peters, Dillon, Mont.; Dalray Heckel, Auburn, Calif.

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## Kansas Convention In Topeka, June 7

The 9th annual convention of the Kansas Auctioneers Association will be held Sunday, June 7, in the Jayhawk Hotel in Topeka, Kansas. Registration begins at 9:00 A.M. and coffee and rolls will be served during the early registration through courtesy of Mr. Alex Goldberger, Advertising Manager of the Ag. Press of Manhattan, Kansas.

Highlights of the day's program will be panel discussions and talks by Bernard Hart, Secretary of the NAA, and C. O. Emrich of Norfolk, Nebraska. For the entertainment of the wives and children present, the Association will provide a scheduled bus tour of their State Capital City.

At 6:00 p.m., banquet in the Roof Gar-

den at the Jayhawk Hotel. L. R. Ketcherside, KAA and NAA member will serve as Toastmaster. The speaker of the evening will be James E. E. Post, Protestant Chaplain of Kansas State Prison, Lansing, Kansas.

A lighter side of the activities will be "Dorothy Flory's Dance Revue," courtesy of Col. Fred Hiatt's Topeka Auction Inc., and banquet music by Col. Booth Brown and his lovely wife Tammy, of Liberal, Kansas.

All members and non-members and their families are not only invited, but URGED to attend.

See you in Topeka, June 7—and bring a friend!

**Dick Brewer**

Secretary, Kansas Auctioneers Assoc.

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## Col. Hansen Sells Livestock Market

Col. Carson Hansen, prominent livestock market man and auctioneer, has sold the Hansen Livestock Auction in Beloit, Kansas, to Don Schmitt and Ray Zachary, both of Beloit.

Col. Hansen, who is an active member of the National Auctioneers Association and immediate past president of the Kansas Auctioneer Association, plans to spend full time in the auction and real estate business. He will continue to serve as one of the auctioneers at the Beloit market.

The Hansen auction was considered the largest sheep auction in Kansas and fourth largest auction in the state.

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## State Holds Used Furniture Auction

HAZEL PARK, Mich. — The State Highway Department will hold a used furniture auction at Hazel Park.

The department will sell furniture and equipment from a four-story apartment building it acquired for construction of the Fisher Expressway.

To be sold to highest bidders are 18 double beds, 23 rugs, 22 lounge chairs, 19 chests, 25 refrigerators, 24 gas stoves and dozens of smaller items.



# THE LADIES AUXILIARY

Dear Auxiliary Friends:

"The Auctioneer" has just arrived and of course I look for the Ladies Auxiliary page first! What has happened to our lady writers? I'm sure someone promised to write for each month of the year. It really is disappointing to find not a line from anyone. Will you girls please check to be sure it isn't your turn to write?

Do hope you are making plans to attend the Convention in July. It isn't too early you know. The Iowa girls are really working hard to have a program to please everyone.

To you girls who haven't had the Convention in your State, let me say you don't know what you've missed! There are so many things that you just wouldn't think about that pop up.

By the time you read this I hope you will be enjoying Spring time. If any of you have questions I will be glad to help you if I can. Please feel free to write me.

Sincerely,  
Ruth Marks, Pres.

**Hello Ladies - - - From The Berry's**

Everyone we spoke to was so pleased with the Dance after the Grand Banquet last year. I hope our wonderful friends from Iowa will do likewise.

The news on the Ladies' Page has been null and void.

Besides taking care of our store, booking and advertising and selling my auctions I don't have much time. But no excuse it would only take one minute. I will again try to persuade all the ladies to come to Iowa. We need one and all.

Pennsylvania auctioneers will hold their mid-year meeting at the Sherwyn Hotel in Pittsburgh, June 14-15. We will have speakers and fun for all. Anyone near enough to make the trip is invited and will be welcome.

Best of luck to the Ladies from Iowa, and if they need any help, please write to: Mrs. Berry, 207 Main St., West Newton, Pa.

## Michigan Ladies In Enjoyable Meeting

By ADDIE R. MILLER,  
RIVES JUNCTION, MICHIGAN

An encouraging number of women turned out for our Annual Meeting in conjunction with the Michigan Auctioneers Association. There were a lot more men present than women. This we cannot have happen. We feel the larger and stronger our Ladies Auxiliary the larger and stronger the Michigan Auctioneers will be.

We have had some diligent workers in our group this last year. LeVeta Brodie, as Secretary, has really been on the ball and we re-elected her for this year. Besides all the work she did for the Auxiliary she took time out to give birth to a son!

Dawn Casey has attended every meeting and did a tremendous job of planning for the State Meeting — on the Luncheon, entertainment and reception of each one present.

In the morning the ladies were taken on a tour of the Oldsmobile plant in Lansing. If you have never seen a car assembled it is truly worth your time.

Our Luncheon was held separately from the men this year and at the close we were entertained with a style show. This show not only consisted of dress fashions for spring and summer but hair styles as well. Now, have you ever seen a woman who doesn't like a style show??

Alice Johnson has been so enthusiastic and has worked very hard all year. In fact, so much that we made her our President for this year. I was retained as Publicity Chairman so you will have to put up with me for another year.

We had our business meeting after the style show, details were given in a former paragraph.

A Sarah Coventry representative displayed a large quantity of jewelry. There was such a nice selection and many



## ENTERTAINMENT PLANS COMPLETED

Entertainment for the Auxiliary at the National Auctioneers Convention in Des Moines, Iowa, has already been arranged for the afternoon of July 16. A talk will be given by Frank Miller, renowned cartoonist for the Des Moines Register and Tribune. He received the Pulitzer Prize last year. Cartoons drawn by him at the Convention will be given as door prizes. MRS. HOWARD JOHNSON.

points were shown in ways to be dressed in good **Jewelry Taste**.

The Banquet in the evening was with the auctioneers. Jack Nesbitt of Ohio, gave a talk which was interesting to all. The Price Brothers Band played for dancing and a good time was had by all.

Auxiliary members present included: June Wilber, Alice Johnson, LaVeta Brodie, Marjorie Hill, Doris Stanton, Geneva Gates, Thais Griffin, Edna Adams.

Also, Verva McDowell, Edna Feighner, Hazel Persails, Edith Smith, Cecelia Burns, Dawn Casey and Addie Miller,

Pat Sykora was a guest. If your name does not appear here, send dues to La Veta Brodie or myself.

## Parke-Bernet Sales

Parke-Bernet Galleries, New York City, have scheduled the following auctions for May.

May 8-9 — Jade and other Oriental Art from the estate of the late Richard C. Young and other sources.

May 12 — Manuscripts and Books, donated for the benefit of the Grolier Club Library Endowment Fund.

May 13 — Modern Paintings, Drawings and Sculptures from the collection of Mr. and Mrs. Patrick B. McGinnis and other owners.

May 15 - 16 — French XVIII Century Furniture and Decorations, Oriental Lowestoft, French and Russian Porcelains, Bronzes, belonging to Mrs. Arthur Kleinman and others.

May 19 — Fine Books and Manuscripts from the collection of the late Alfred Hopkins and from other sources.

May 20 — Modern Paintings, Drawings and Sculptures from various owners.

May 21-22—English Furniture, Shakespeare Material, Dr. Wall Worcester, Crown Derby and other Porcelains, Georgia Silver, English Pewter, from Mrs. Charles L. Sherman and other owners.

May 27 — Antique Furniture, Silver, Porcelains, Decorative Objects, Paintings and Prints donated for benefit of the Northside Center for Child Development.

May 28 — Furniture and Decorations from various owners.

## WIT

Truck Driver — We are now passing the largest brewery in the United States.  
New Helper — Why?

“I’ll be ready in a few minutes, dear.”  
“Oh, no hurry, I have to shave again, anyway”.

Hubby — Let’s go out and have some fun.

Wife — All right, if you get in before I do, leave the hall light on.

## THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

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### 1st Vice President

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### 2nd Vice President

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Mrs. Owen Hall, Celina, Ohio

Mrs. David Tracy, Pavilion, N. Y.

Mrs. Clint Peterson, Webster City, Ia.

Mrs. Ernest Freund, Fond du Lac, Wis.





# GRADUATES, FELLER'S AUCTIONEERING COLLEGE, MARCH 1964

BACK ROW, left to right; LeRoy Grace, Illinois; Paul Brown, Maine; George Caton, New York; Ray Johnson, Illinois; Fred Quillin, Indiana; Robert Barkman, Pennsylvania.

CENTER ROW: Frank Morgan, Pennsylvania; Jim Pearson, Iowa; Wally Bucher, Indiana (Instructor); Carl Tebo, Indiana; Linder Schumacher, Illinois; Art Feller, Illinois, (Instructor); Richard Kuiper, Indiana; Glen Winton, Tennessee.

SEATED: Prof. R. James Kortebein, Illinois; and Prof. Ralph St. Pierre, Illinois. Mrs. Collins, Indiana, another graduate, was not present when the photo was taken.





# Strong Associations To Oppose Unjust Laws

BL COL. POP HESS

Here in Ohio we have had our 1964 spring weather in spring and un-spring every other day. We have summer time, spring time, fall time and winter days all in the same week. It looks like the tradition of April Fool will be with us throughout the month. However, our farmers and livestock men seem to be in a good mood most of the time. The cattle and hog feeders are somewhat jumpy on the markets of what they are now as compared with the prices last fall when they were buying replacements for their feedlots. Some of them have been telling me they are getting tired of working for nothing. They have last year's grain about all fed and are still holding for an upward trend in the fat cattle market.

But I ran on to one chap who said he was hauling out some high priced manure this year but would be able to live through it and try it all over again this coming summer and fall. In feeding livestock the old time slogan is always to come back and find it where you lost it. But the consumer on the buying end at the retail super markets is still paying last year's prices, especially the chap who buys day by day for dinner table.

Our general consuming public reminds me of the slogan I heard when a boy from an old colored man talking to my father about his needs for food. He said, "Mr. Hess, I never worry about my noon meal until I have had my breakfast and I never bother about my night meal until I has done e't my noon meal and there is never too much to worry about breakfast as the nights are long and very, very dark." And as that ex-slave quoted it is still somewhat much the same as the program of much of our consuming public of all creeds and col-

ors. That was back in the years that was and seems to be the same in the year that is.

Some very interesting mail came to me last month and some just now arriving from the reference in my April column to Ohio's unemployed auctioneers. Some think I was a little low regarding the ones employed. On all these polls we get fooled, not only in auctioneers but in politics and other things. One letter from a good old time friend advising me he likes to read "The Auctioneer" and he does his reading on Sundays, the day he is off the firing line of pounding the gavel and saying, "How much — Sold — etc.," as a busy auctioneer. He tells me he is getting tired of so much reading matter telling how many more auctioneers are needed in the State and National Associations and to get out and canvass other auctioneers for membership. He feels any auctioneer who likes his work and wants to be an up to date auctioneer should not have to be pulled in but would be looking for such organizations to join. He could have a point there.

He says laws covering auctioneers, made up by auctioneers, are not nearly as important as to have a strong State and National groups to come out in unison to oppose laws in cities and municipalities. Auctioneers seem to be the targets of much of this local legislation and gets all the stones and dirt thrown at him. These laws are many times hard to follow but the auctioneer must abide or go to jail. If we are to have state laws they should cancel out these other local restrictions and if they do not it further complicates the problem of abiding with an oversupply of regulations. It becomes very much of a problem and seems to be getting worse.



I was somewhat shocked to note we had dropped 127 members in our run from December 31 to March 15 and we now have a wider ditch to jump to have 2,000 members by Convention Time. Wake up boys and check your records and get your memberships in. As you read this column we are only two months off from the wire that is this year stretched across the street at Hotel headquarters in Des Moines, Iowa, July 16, 1964.

In the April issue of this publication, the head-line on page 20, "A Law Sneaks In," brings out much in point on what we have been writing and pounding on—a very interesting item as one breaks down this law mentioned as set up in the State of Michigan. Auctioneers did not write that law nor were the auctioneers set up to be advised that this law was cooking. This puts the burden on the auctioneer as he has to live with it in his state.

For some years now we have taken notice that about all of merchandise, equipment and what have you sells for a dollar down and if the buyer is honest and keeps above water everything is all right. Just before I read this law in the April issue I purchased a new set of tires for the family auto. On selecting the tires and question on prices to pay, they got out a card about as long as a yard stick with all kinds of dollar down and from 12 to 36 months to pay. My answer to this merchant was, "I do not need all that, I am talking hard cash. "What is the cash price right now?" He tilted his head to one side, "We don't care about cash sales, the cash price is just the same and if you take the long time credit we have set up you will not miss the money and in fact we make more on the credit charges."

Now on this very point, had I purchased the tires, gave him one round dollar, put them on the car and drove off and decided how long I could drive on those tires and keep out of reach of the seller, finally I go broke, sell the car with the tires on it. It can all work out. Some hard-working, honest, well established auctioneer can sell what is left at an auction and if I read this law correctly, the auctioneer becomes liable to the credi-

tors. **Who wrote that law? Not auctioneers!** Auctioneers serve the public in liquidating assets but they should not be required to be collectors, without fee, for credit concerns.

The facts are, and I again repeat, as I have mentioned many times, our State and National Associations will do a better job fighting down unjust laws sponsored by concerns who have no interest in the auction profession and the auction way of selling except when the chap who got the long time credit got lost in circulation and then they expect the auctioneer to save the day for their interests.

State and National Associations can get together and examine many laws that that have been written that impose undue restrictions and responsibilities on the auctioneer and can stand up for the rights of the auctioneer. The duties of an auctioneer can be clearly defined. If auctioneers in the past had spent more time and money **OPPOSING** laws written by others and affecting auctioneers they would have done more good than all the state laws for auctioneers, written by auctioneers.

All that has been done as of today, many states have auctioneers licensing laws but in about all the mess, none cancels out those already in effect from other interests who have tied the goat to the shirt tail of the auctioneer.

## New Market Owner

L. E. Gillespie, prominent Delta livestock man, has purchased the Eudora Livestock Auction, Eudora, Arkansas, and taken charge of its operations.

## Auction Rebuilding

Following a disastrous fire, Bill C. Haynes has announced the letting of a contract for the construction of a completely new and modern livestock market at Abilene, Texas, which he expects to have in operation by June 1.

### JUST ANYBODY

A lady went into a bank and announced that she would like to open a joint bank account, "With whom?" she was asked.

"With someone who has some money," replied the lady.



# Hawaii

Due to the lack of interest shown by the members regarding the "Hawaiian Savings Plan," and in as much as there were no members subscribing to this idea, and sufficient time having been allotted, I feel that as of this date this plan should be declared officially closed.

However there were some write in's who expressed a desire to go and in all fairness to them, and Col. Stambler I think Hawaii in 1965 should be placed before the convention for the members consideration.

In as much as the above did not materialize, your public relations committee will abstain from further involvement in this matter, and turn over to Col. Stambler the free reign that is so necessary to make Hawaii in 1965 a success. The committee does however remain at Col. Stambler's call to do whatever it can to help him in this undertaking.

Perhaps a write-in vote beginning as of this day will help to make the Colonel's task a little easier. How about it members?

Respectfully submitted,  
Joe Steiner

---



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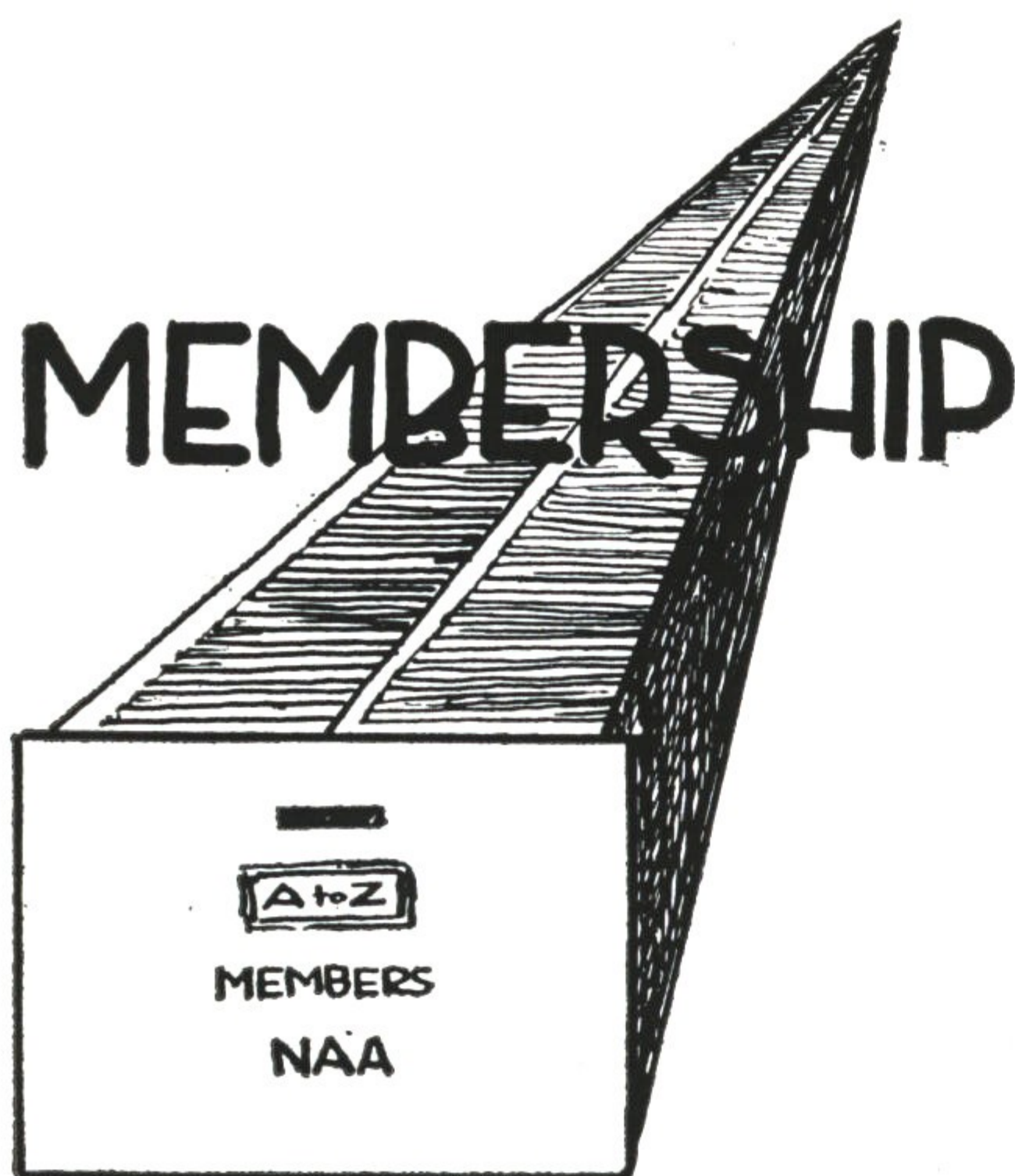
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 A. R. Billiter, Illinois  
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 \*Repps B. Guitar, Jr., Texas  
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 \*Hal Lawrence, Idaho  
 Max Pollack, Rhode Island  
 L. H. Nelson, Texas  
 James G. Parks, Texas  
 James W. Short, Texas  
 Ben Schwadron, New York  
 Lewis M. Hymers, New Jersey  
 Edward Maupin, Kentucky  
 Carl Steck, Illinois  
 Walter Bates, Indiana  
 (\*Indicates New Member)

## Interesting Sale Of Antique Collection

A collection of authentic antiques from the Estate of the late Dora S. Smith of near York, Pa., turned out to be one of the most outstanding antique auctions held in the area in many years. Buyers were present from several states and bidding was spirited. The auction was held in the Social Room of the Springettsbury Fire Hall and the spacious room was packed with would be purchasers.

Some of the prices obtained were \$1,500 for a Grandfather's clock; \$500 for a Walnut Chippendale high chest of drawers; \$325 for a pine Dutch Cupboard; and \$345 for a canopy bed.

A seven piece finger carved Victorian parlor suite brought \$485; a Windsor arm chair, \$115; a 9 x 12 Oriental rug, \$350; and several smaller Oriental rugs from \$75 up. Quilts sold from \$40 to \$75, decorated blanket chests, \$95 to \$170, small brass kettles, \$25 to \$30 and a large copper kettle, \$55.

Caster sets sold from \$25 to \$40; washstands, \$30 to \$50; Currier & Ives prints, from \$20 to \$60, figurines, \$27.50 each; Mary Gregory water set, \$165. Old bottles sold up to \$35 each, domes, up to \$35; plank chairs \$20 each; and hand made wool broided rugs up to \$145.

Cut glass and carnival glass dishes sold from \$10 to \$57.50 each, as did the Vaseline, Amethyst, Cranberry and other glassware. A porch settee sold for \$110; a brass lamp for \$101; and student lamps, \$125 to \$195.

Auction was conducted by Col. Jacob A. Gilbert, a member of the National Auctioneers Association from Wrightsville, Pa.



# Antique Auction Reminds Collectors of Adventures

By **ROBERT PECK**  
Riverton Ranger Co-Publisher

RIVERTON, Wyo. — A 25-year collection of antiques went on the auction block today—and there'll be tears on the pillow of Mrs. Roy Brannon after the auction hammer comes down Saturday.

Mrs. Brannon, wife of a retiring field foreman for Pan American Petroleum Corp., has been stalked by a skunk, almost run over by a bulldozer, and charged by a buffalo bull during her digging and scavenging for some of the thousand items being sold.

"I was digging for old buttons at a city dump. The dozer operator said he had to have the hill dozed off by noon," Mrs. Brannon said. He crawled onto the tractor. Mrs. Brannon sat down, turned her back on the dozer blade and continued searching.

"I felt the dirt pushing up against my back," Mrs. Brannon said, "But I didn't move." The dozer operator stopped.

"I can't bury you alive so I might as well help look," he said.

Another time near Kimball, Neb., Mrs. Brannon walked up a draw on land where her husband had earlier had his picture taken at a well site with a herd of friendly buffalo.

But this day one long-haired bull wasn't so friendly. Mrs. Brannon raced him 200 yards, cleared a four foot high barbed wire fence in one leap.

On another outing, Mrs. Brannon was digging for a relic when a skunk came along.

"I froze," she said. "He came within five feet, then left without leaving his card."

Antiques gathered from 10 states while the family moved around in the oil business are now being sold at auction. On previous occasions, the oil company has paid the move. But with Brannon retiring, the 16,000 pounds of antiques—old books, silver vases, many items frail—just couldn't be moved the 1,000 miles

from Riverton to their retirement home in Odessa, Tex.

The Brannons' antique hunting has been a family hobby. Wildcat oilwells are usually located way back in the boon-docks. Brannon, during his lifetime in the oil business, has searched old shacks and cabins in several states.

"We've dug on old homesteads in Nebraska, sorted through dumps in a dozen places, searched abandoned mining camps in Colorado," Mrs. Brannon said.

"I've met more old shearherders who thought I was crazy wandering around the prairie," she recalls, "but usually the herders end up telling me where I might find old medicine bottles, colored by years in the sun."

She's keeping none of her collection. Calendars, cook books, picture frames, furniture, a rat tail silver set with tray, teapot sugar bowl and creamer dug up in Colorado, will all be sold.

"We'd rather sell the things here than have them harmed," Mrs. Brannon said.

What are the Brannons (daughter Susie 19, and son Charlie, 9) going to do in Texas? Either buy an antique shop, or start collecting again.

"It's the searching for these things that's been so much fun," Mrs. Brannon said.

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## Col. Willis Hanson Stricken By Death

Willis O. Hanson, prominent auctioneer and rancher of Mound City, S. D., died in a Huron hospital March 28. Death followed surgery for removal of a ruptured appendix from which a few days earlier it was thought he was making satisfactory recovery. His untimely death removed from the scene a man with a great future ahead of him in the auction profession. Only 31 years old at the time of his death, Col. Hanson had sold a number of purebred sales in the upper





**WILLIS O. HANSON**

midwest area and had several booked for future dates.

Willis Hanson was born at Mound City, April 7, 1932, and graduated from Herriod High School, South Dakota State College and the Western College of Auctioneering. He was only recently chosen as outstanding young farmer of his area, a report of this award being published in the March issue of "The Auctioneer." He had been a member of the National Auctioneers Association for many years and was currently serving as President of the South Dakota Auctioneers Association.

Col Hanson was also a past president of the Mound City Businessmen's Club, a member of the Norway Lutheran Church and a member of the church council, and he was active in Masonic organizations.

Survivors include his wife, the former Ruby Ann Mitzel to whom he was married in 1953, three sons and one daughter. Funeral services were held in the Mound City School Auditorium on April 1.

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**National Auctioneers Association, 803 S. Columbia St.,  
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These men participated in the workshop sponsored by the North Dakota Auctioneers Association. The top picture, taken at Minot, from left to right: Col. John Overton, Instructor; Wilbert Kroh, Bismarck; Lester McDonald, Deering; Harold Nordwall, Turtle Lake; Richard Rocheleau, Barton.

Center picture, taken at Valley City, left to right: Harold Schroeder, Bordulac; Frank Pazkowski, Glenfield; Paul Schroeder, Bordulac; Delbert Grantham, Grand Forks; Steve Campbell, Fairmount; Elmer Mundell, Wapeton; Col. John Overton; Bob Penfield, Bowman.

Bottom picture, taken at Bismarck, left to right; seated: Billy Myers, Mobridge, S. D.; Oscar Knutson, McLaughlin, S.D.; Andy Weigel, Napoleon; Ray Feragen, Carlyle, Mont.;

Standing: Bob Penfield, Bowman; Wilbert Kroh, Bismarck; Jack Murphy, Steele; Col. John Overton. Also present but not pictured were Frank Fitzgerald, Bismarck; and Earl Penfield, Lemmon, S.D.

All were from North Dakota unless otherwise stated excepting Col. John Overton who lives at Albuquerque, New Mexico.)



## Successful Seminar By North Dakotans

Auctioners from a three state area took advantage of the seminar on furniture auction markets conducted and sponsored by the North Dakota Auctioneers Association. Sessions were held in three different parts of the state, Minot, Valley City and Bismarck.

Col. John Overton, operator of one of the most successful furniture auctions in the country at Albuquerque, N.M., served as instructor and moderator at all three sessions. Col. Overton has conducted auctions of everything from thoroughbred horses to early American originals in 44 different states. Currently, he is 1st Vice President of the National Auctioneers Associations.

Bob Penfield, President of the North Dakota Auctioneers Association, presided at each of the seminars. In addition to the operation of a furniture auction market, the auctioning of antiques and collector's items was discussed.

Col. Penfield, in reporting on the seminars, made the following comment, "The seminar was considered very successful by all in attendance and I personally think it was outstanding. "The officers and directors of the North Dakota Auctioneers Association would like to take this means of handing an extra large bouquet of thanks to Colonel and Mrs. John Overton of Albuquerque, for their help. "We realize that they are busy people but they took time to organize and present a very fine program."

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## Many Souvenirs In Ex-Sheriff's Auction

MINNEAPOLIS, Minn. — Mementos of a millionarie farmer's 83-year lifetime went to the highest bidder when farm equipment that belonged to Earle Brown, "faher" of the Minnesota Highway Patrol, was sold at auction. The sale was held at Brooklyn Farm No. 1, Hwy. 100 and Logan Av. N., where Brown had raised beef cattle and show horses.

Brown, who had been a Hennepin Coun-

ty Sheriff, gave the farm to the University of Minnesota before his death a year ago. Horses, harnesses, wagons, antiques and household goods were sold at auction. Proceeds from the sale of the property, valued at an estimated \$50,000, will be divided among charities and Brown's relatives.

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## Two Ohio Veterans Claimed By Death

BY COL. POP HESS

During the past two months, two of Ohio's auctioneers have passed on. During February, Col. Glen Weikert, Springfield, Ohio, died. He was a native of Clark County (Ohio) and was an auctioneer for nearly 50 years. Down through the years he was one of the busy auctioneers in his area as a general auctioneer and real estate broker, with offices in Springfield.

Late in March, Col. John Baker, Urbana, Ohio, passed on. Col. Baker had a busy life in the auction sales rings throughout Ohio. He also was in the 50 year line up as an auctioneer in demand. He had been semi-retired for the past ten years, spending his winters in Florida.

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## Tugboats and Planes In Unusual Auction

In a large and unusual auction at Berwick, La., March 24, items ranged from office furniture to tug boats. This was the bankruptcy auction of Sam Carline, Inc., conducted by Ralph Rosen Associates and handled through the Dallas office of that firm.

Other items in the sale included barges, dredges, crew boats and quarter boats, pile drivers, draglines, graders, tractors, engines, trucks, cars, and even an airplane. Just another example of the fact that anything and everything is sold at auction.

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Contact prospective members now and inform them of the coming national convention. Instead of receiving help, try to help others.



# Membership On Final Climb Toward 2000 Member Goal

Membership in the National Auctioneers Association reached 1864 on April 15 as we begin the last stretch drive toward our long sought after goal of 2000 members by June 30 of this year. This is a gain of 55 over a month ago in spite of large number of April 1 expirations that are not included in this count. (Excepting for the States of Arkansas and Montana where NAA dues are being collected by the State Secretaries.)

Leadership has narrowed down to a four state race with Ohio only a scant 20 members ahead of fourth place Indiana. Top ten in order of total active memberships are: Ohio, Pennsylvania, Illinois, Indiana, Nebraska, Tennessee, Wisconsin, Kansas, Kentucky and Iowa.

Following is a comparative table of memberships by states:

State	Members April 15 1963	Members March 15 1964	Members April 15 1964
Alabama	8	8	9
Alaska	1	1	1
Arizona	6	7	9
Arkansas	18	20	21
California	49	43	41
Colorado	28	32	36
Connecticut	4	7	7
Delaware	3	2	2
District of Col.	1	1	1
Florida	18	26	27
Georgia	17	18	17
Hawaii	3	1	1
Idaho	11	8	9
Illinois	135	129	131
Indiana	119	124	126
Iowa	56	48	63
Kansas	80	80	81
Kentucky	89	75	77
Louisiana	6	8	9
Maine	3	4	4
Maryland	18	21	21
Massachusetts	27	27	27
Michigan	58	48	56
Minnesota	20	20	20
Mississippi	1	4	5
Missouri	47	60	56

Montana	31	24	26
Nebraska	121	106	107
Nevada	2	2	2
New Hampshire	5	3	3
New Jersey	32	32	32
New Mexico	16	17	17
New York	62	62	62
North Carolina	26	24	25
North Dakota	20	17	17
Ohio	150	152	146
Oklahoma	26	26	26
Oregon	15	16	15
Pennsylvania	164	139	139
Rhode Island	5	5	6
South Carolina	10	8	7
South Dakota	25	23	23
Tennessee	75	91	94
Texas	41	46	61
Utah	2	2	2
Vermont	3	4	4
Virginia	33	40	39
Washington	11	13	11
West Virginia	14	16	17
Wisconsin	73	85	86
Wyoming	15	18	17
Australia	1	0	1
Canada	20	16	24
India	2	0	0
TOTALS	1826	1809	1864

## \$3,000 For Letter From Mrs. Kennedy

NEW YORK — A handwritten letter from Mrs. John F. Kennedy to an Englishman who asked for money was auctioned here for a record \$3,000.

The Briton, Ronald C. Munroe, of Birmingham, had sold the letter to Charles Hamilton Autographs, Inc., of New York last October for \$80.

The high bidder was Alvin Slater, 40, an attorney and collector of autographs and rare letters. Slater, of Newton, Mass., said he did not purchase the letter to sell it.

"I just wanted it," he said.

Charles Hamilton said the \$3,000 bid



was the highest ever paid for a letter by a First Lady, living or dead. A Martha Washington letter giving details of the furnishings at Mount Vernon brought \$1 600 in 1959.

## Fulkerson Files For Lieutenant-Governor

Jewett Fulkerson, prominent livestock auctioneer of Liberty, Mo., has announced his candidacy for the Republican



nomination for lieutenant-governor of Missouri in Kansas City.

"There's definitely a Republican trend in Missouri," said Fulkerson, who is especially well known in purebred cattle circles throughout the country.

"I think the outlook for victory this fall for the Republicans is the best it's been in years, and we will have the best group of qualified candidates that has been presented in many, many years."

NAA members will recall the wonderful evening spent at the Fulkerson home, just outside Kansas City, during our 1956 National Convention. They will also be wishing him success in his first bid for a public office.

### "GOOLOG"

It's a big number, above millions, billions, trillions, etc.: it's the numeral one with a hundred zeros behind it. So said some report somewhere.

Can't you imagine some auctioneer in the far future selling an entire planet somewhere in the hemisphere saying, "Ladies and Gentlemen of the earth planet and all you wonderful complexioned creatures from all other spheres and planets, how many Goologs for item no. 4 in your World Auction catalog, only 23 light years or 16 heavy years from the center of our focal area, Screenoitcua headquarters," and "Sold to the little creature, that's right the green creature."

"A guy don't have to be nuts, but they say it helps," says Brad Wooley, who started all this "Goolog" business.

NOTE: There were no definitions received at the offices of "The Auctioneer."

## Abilene To Have New Livestock Auction

ABILENE, Texas — Contract is being let for a new livestock auction commission plan just north east of Abilene at a cost of from \$150,000 and \$200,000, according to Bill C. Haynes, who is to be owner and operator.

Haynes brought 30 acres of land and expects to have the new plant in operation about June 1. He said he would have the latest equipment, including modern electric scales and electric pneumatic control gates. There will be enough pens so that one can be assigned to each individual buyer during a sale.

The sales arena, offices and restaurant will be enclosed in a steel structure 20 feet high, 80 feet wide and 120 feet long, and will have insulated walls.

Sales will be held on Tuesdays and Thursdays.



# Veteran Relives Days Of Tobacco Selling

BY O. S. CLAY

Again, I want to thank my fellow NAA members for their visits and letters. It has been lots of help as I have been confined to my home for nearly five years but am so thankful to all for everything. It has shown to me the great people of the country our membership covers.

Many letters of inquiry regarding tobacco auctions have been received, the last from Col. Jerry Brooks, Clear Creek, Ontario, who wanted recordings of the lingo, as he expressed it. I did not feel capable of doing this so I have referred him to Col. John Cummins as I heard his chant and talk at the Buffalo Convention, also to the Lexington (Ky.) Herald as they made several records of the opening sale, I have several public sale recordings of my own with other auctioneers but have no way to reproduce them. I also referred him to past issues of "The Auctioneer" for the pictures showing the lining up of the tobacco for sale.

But I can think of no words to set up the real chant in the actual selling of tobacco and as it has now been 20 years since I have sold tobacco I suppose the form of selling is about the same but much easier on the auctioneer. The government graders now go down the rows ahead of the auctioneer and every pile or basket has the price set so that you have that price to start from. Every buyer has a differen sign for his method of bidding. It can be a look, nod, wink or mouth movement.

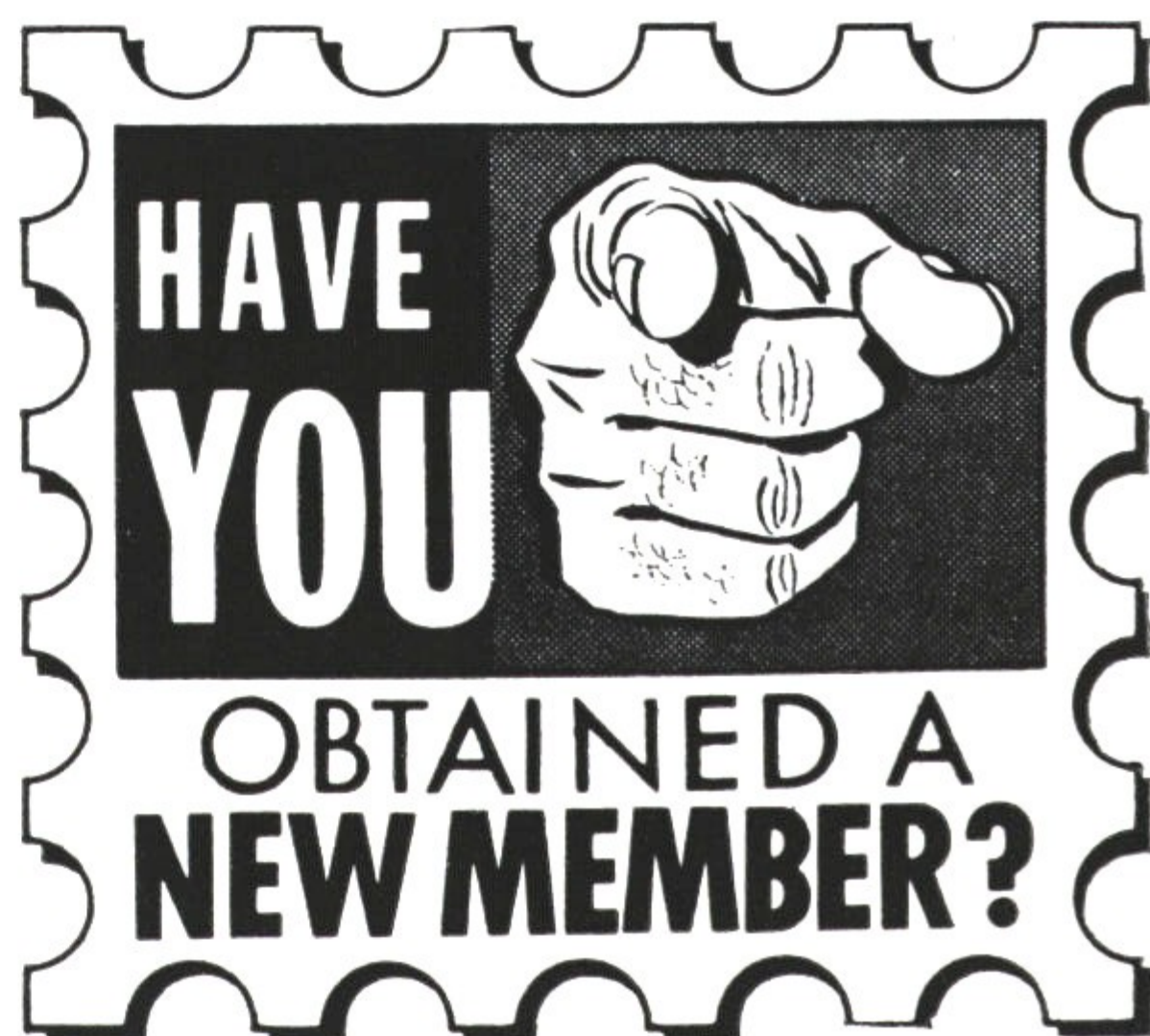
When I started selling in 1912 the prices were low, from two cents a pound to 28 or 30 cents. Consignments would run about 300,000 pounds which was considered a good six hours selling. We had to work hard for every bid. On any bid of less than \$10.00 per hundred the raises were 10c, from \$10.00 to \$15.00, the raises were 25c, from \$15.00 to \$25.00 they were 50c and above \$25.00 were one dollar. In selling tobacco you never lead

for the next bid but call the bid you have until it is raised. You usually call it from three to five times watching all buyers intently for a signal that they are raising he bid. If you get no signs in that time you sell it at the price you were calling, letting all buyers know what the last bid was.

Buyers had top and bottom prices for each particular grade, some as much as three or four cents difference. Then there was always a local buyer who would be trying to get a basket to re-work and make a few dollars. Buyers were hard to follow as sometimes one would act as if he were stooping over to scratch his leg when he would actually be pulling a sample out of the basket and expecting you to catch his bids in this position. I recall one large company buyer who was most always out of place, trying to get behind the other buyers to sneak in his bids. I could go on and on with experiences but must stop now.

Just hope all the boys in all parts of the country have the best of everything. There seem to be fewer sales than usual in our area. I wish I could do more to help them all as my old motto was, "Always help the other fellow for if he could do the job better he is the one to have it."

The 23rd of this month (April) will make five years since I had my light





stroke which has left me partially paralyzed but I have relived the many sales in seven states and the kindnesses always shown me by all. Thanks again for the letters from Wyoming, Utah, Montana, New Mexico, West Virginia, Virginia, Georgia, Ohio, Indiana, Kentucky and other places. They have helped me in reliving the days gone by and have helped to pass the time. Our door is always open and I'll appreciate your stopping in or writing me whenever you can find time in this grand busy world we have.

O. S. Clay  
618 S. Tompkin St.  
Shelbyville, Ind.

## Illinois Holds Its District Convention

By EDWARD BILBRUCK, Secretary

The Illinois State Auctioneers met for their Spring district convention at the Lewis & Clark Motor Inn, East Alton, Illinois, on Sunday, April 12, 1964. All members were reminded and urged to attend the forth-coming Annual National Auctioneers Association Convention in Des Moines. Much discussion was devoted to promoting Chicago, Illinois, as the possible National Convention site for 1965 or 1966.

The Illinois state membership drive is well underway and has resulted in a substantial increase. The year end of 1963 found their membership down to 58. Thus far in 1964 the membership is up to 106. Much credit is due those who have sold their fellow competitors on the merits of professional association. However, President Dunning pointed out, "Our number is small when compared to the actual total of non-member auctioneers residing in our state. Let us not be satisfied with our present accomplishments."

The 1964 Illinois State Fall Convention shall be held at the State House Inn, October 31 and November 1. The entertainment committee is comprised of Tom Sapp and Dwight Knollenberg. These gentlemen are noted for their ability to produce a program that is delightfully different. The fun auction shall be held

Saturday night, October 31. Members are urged to contribute merchandise for this outstanding sale. Auction Schools, Manufacturers and Sales Representatives of auction supplies and equipment are invited to display free of charge at this convention. Those who are interested should contact Ed Bilbruck, 300 North State Street, Chicago, Ill. 60610.

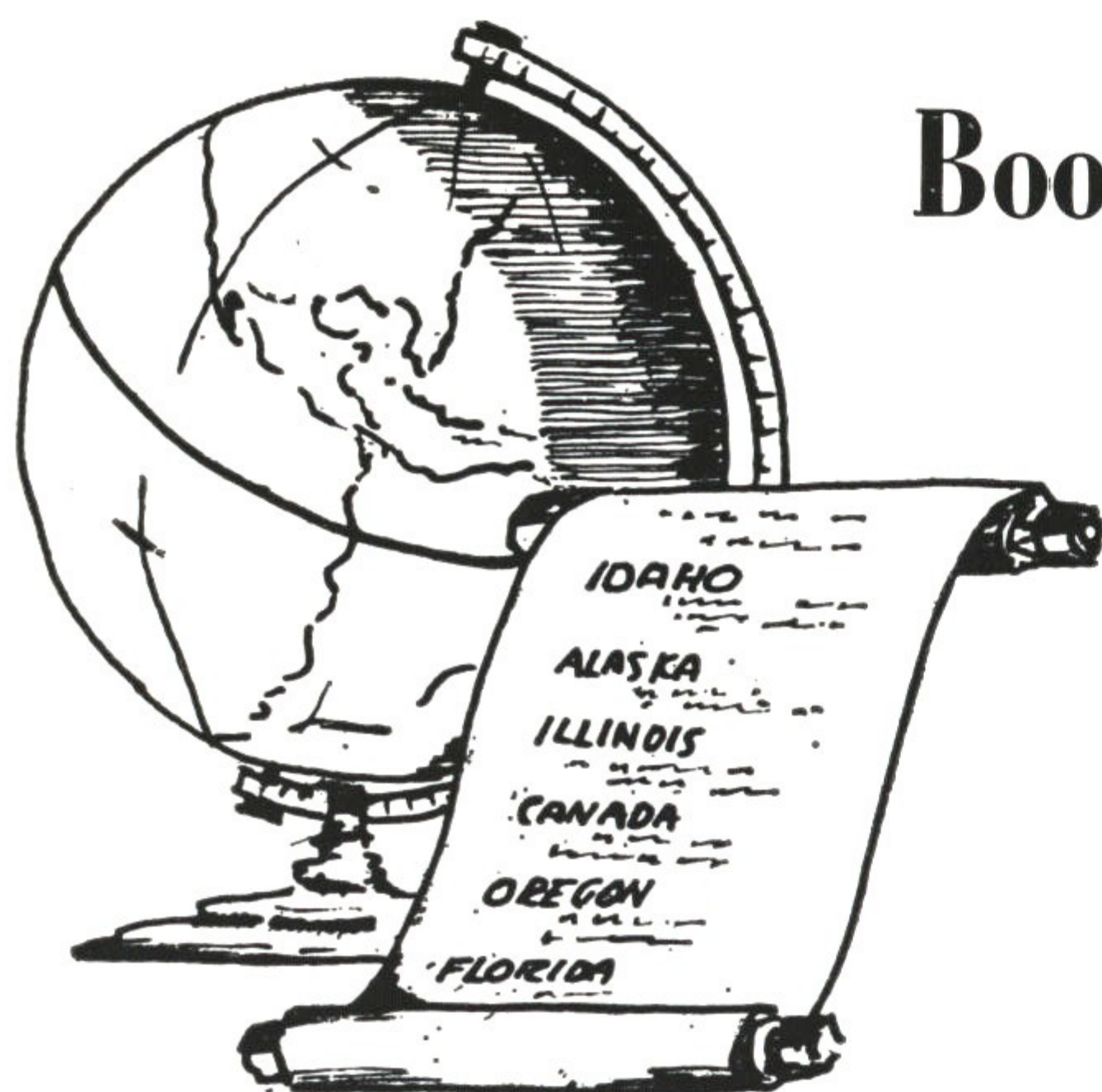
## Advanced Livestock Auctioneers' Course

KANSAS CITY, MISSOURI — New in livestock markets and now available to experienced livestock auctioneers, is the advanced livestock market auctioneering course offered by the Missouri Auction School, Kansas City, Missouri, as announced by Richard W. Dewees, President. Unique in the instruction of the course geared to this specialized field of livestock auctioneering will be the on-the-scene selling of livestock by auction at two Certified Livestock Markets, the Missouri Livestock Market Center of Mexico, Missouri and Farmers Livestock Exchange, Wakarusa, Kansas. In addition to the lectures, there will be emphasis placed on recordings, management techniques, ring work, radio and television market reporting, public relations, and individual instruction. This advancement in auctioneer training incorporates the features of merchandising livestock by auction on an open competitive marketing basis.

Dates set are June 29 to July 10 for this advanced school term. A chartered bus, air conditioned and equipped with a sound system will be utilized for class work on field trips.

Serving as instructors to this important field of specialized livestock market auctioneering will be: C. O. 'Ces' Emrich, Norfolk Livestock Sales Co., Inc., Norfolk, Nebraska; Forest T. Noel and Jack Baker, Missouri Livestock Market Center, Inc., Mexico, Missouri; and World Champion Livestock Auctioneer Edwin M. Buckner. Completing the staff of instructors will be selected personnel of the Missouri Auction School.





## 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. J. M. Casey—Birmingham  
Col. Freeman Smith—Long Island  
Col. Eugene C. Waldrep—Birmingham  
Col. W. J. White—Birmingham

### ARIZONA

Col. Leroy Longberry—Phoenix

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Col. R. E. Harris—W. Helena  
Col. Herman Paul Peacock—Winchester  
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# IN UNITY THERE IS STRENGTH

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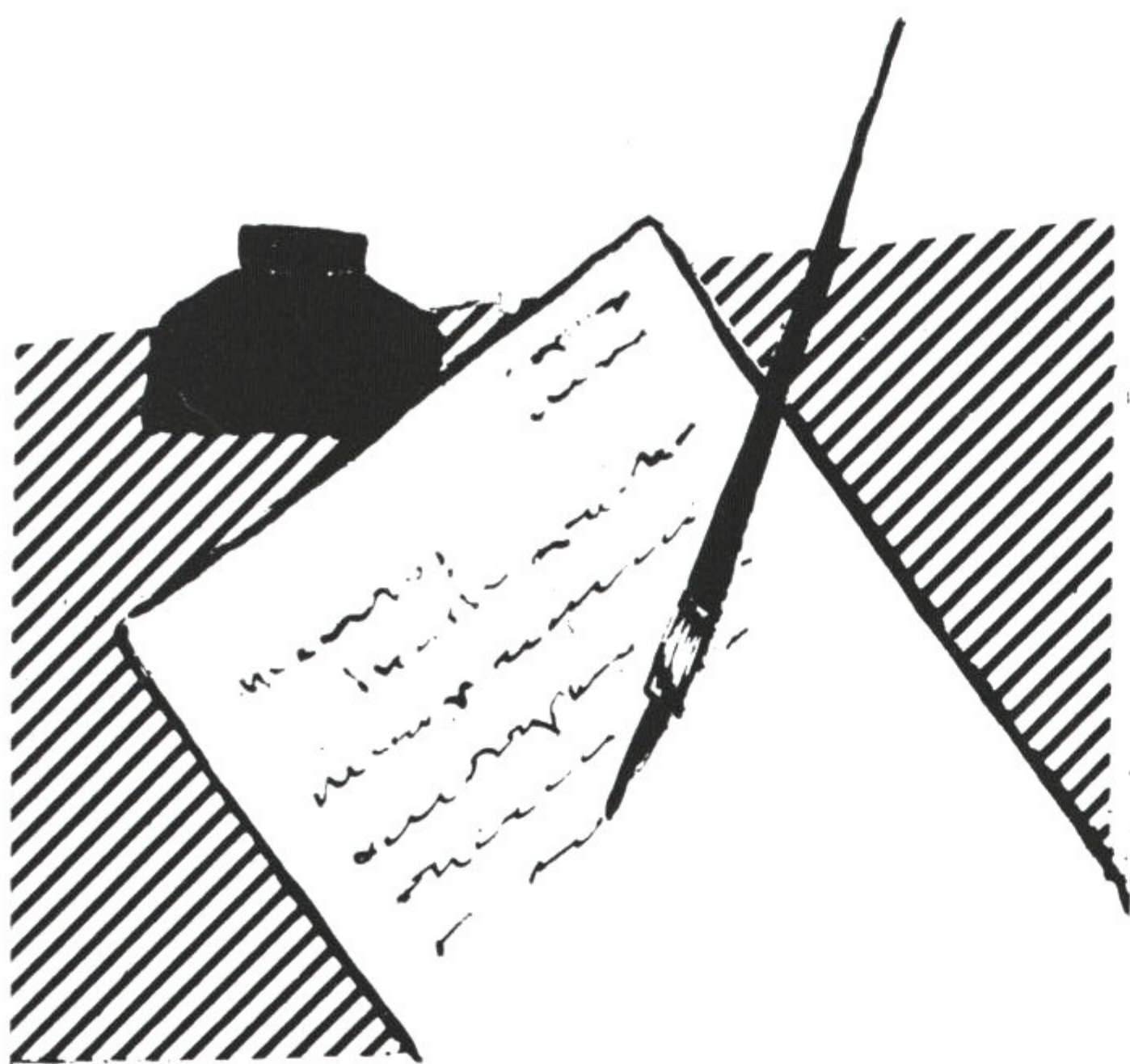
## WYOMING

Col. Paul Brownfield—Riverton  
Western Auction Sales & Service—Casper

## ELSEWHERE

The Ladies Auxiliary to the  
National Auctioneers Association

## THE MEMBERS SAY . . .



Dear Bernie:

I am enclosing ten dollars for a membership in the National Auctioneers Association for Col. Freddy Frickson of Dakota, Minn. Col. Frickson is a very competent livestock dealer and auctioneer.

I have had a very nice spring sale season. The attendance has been very good and prices have also been real good. Grade Holstein cows are bring-

ing as much as \$490.00 and beef stock cows selling from \$210.00 to \$250.00. I also sell two livestock market auctions each week. There has been more action at these auctions since the first of year than there was last fall.

Sincerely yours,  
Orville M. Schroeder  
Caledonia, Minn.

Dear Col. Hart:

You continue to do an outstanding job with "The Auctioneer." I read it the day it arrives and it always gives me more enthusiasm.

For the benefit of any young auctioneer who may read this, I would like to direct a few thoughts to him. My profession, for 15 years prior to attending Reppert Auction School in the summer of 1962 was banking. After returning home from Reppert's I took the advice of my good outspoken instructors and "created" two farm machinery consignment sales. These two sales (one in the fall of 1962, and the other in the spring of 1963) with extra push advertising,



## IN UNITY THERE IS STRENGTH

put me in the auction business which has resulted in the booking and selling of several hundreds of thousands of dollars worth of real estate. Our business was so good in 1963 that we had as many as five Real Estate Auctions during one week. I think every auctioneer should be determined to get his broker's license. During the past year we have sold everything from goose-neck hoes to hotels.

We book nothing except Absolute Auctions. To book any other kind, in my opinion, is detrimental to the auction profession. We are thankful for the cooperation and competition in this area. This makes good business. It was our privilege to give work and assistance to four or five young auctioneers during the last year. If you are successful remember that somewhere, sometime, someone gave you a life or an idea that started you in the right direction. Remember, also, that you are indebted to life until you help some less fortunate person, just as you were helped.

The NAA insignia cut is used on all our newspaper and handbill advertising. This cut should be in the hands of all printers and newspaper publishers.

Again to the young auctioneer, I say, "The Law of Nature is: Do the thing and you shall have the power; but they who do not the thing have not the power."

Enclosed is \$5.00 check for the Booster Page.

With kind regards,  
**James Matthews**  
**Cowan, Tenn.**

Dear Bernie:

Enclosed, please find my check for \$10.00 for my 1964 dues. I'm sorry to be so late but things have been pretty hectic for me the past few days. I've just finished moving into a new location and believe me, you don't know what work and confusion is until you move a furniture auction without any cessation in business. We had our first sale in our new location last Thursday night (March 19) and if the results are any indication of what is to come I think the move is going to be worth the effort.

Last year was good to us here and I

think that most of the others in the auction business here also prospered. We keep trying to improve on our operation with every sale and try to give just a little better service to both buyer and seller. If this year is as good as last year and we show the same increase we'll have another moving job on our hands for we will outgrow this building as fast as we did the other.

Hope that this letter finds you and yours well and also hope that I'll be able to make the convention this year.

Sincerely yours,  
**Eddie Potts**  
**Albuquerque, N. M.**

Dear Mr. Hart:

I am Fred Daniel, a New Jersey auctioneer. I am 20 years old and in business one year this month (March). I have conducted 20 sales the past year and enjoyed each one more and more. I feel that I am a part of every person who attends my sales. I believe in keeping jokes in the air and making the crowd as happy as possible.

I have sent along \$15.00, ten dollars for membership and five dollars for the Booster Page.

I have six big Dairy and Machinery Dispersals coming up in April. Best of luck and happiness to all fellow members.

Yours very truly,  
**Fred Daniel**  
**Neshanic Station, N.J.**

Dear Mr. Hart:

The enclosed photo tells the story of an evening of fun we enjoy yearly with the local Latin Class. It might be called, "Mixing pleasure with business," as it is one of the oldest phases of the auctioneers' history. We thought you might be interested.

We are guests of this annual affair and have entered into the spirit of the evening by dressing in costume along with all the high school students.

Next week we will do a benefit auction for the Rotary Club and in between times we will prepare for the regular sales we have booked.

Looks like a good year ahead for the auction business — but we have reserved a week-end for the National Convention. See you in Des Moines in July.



## IN UNITY THERE IS STRENGTH

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Very truly yours,  
Colonel and Mrs. Sherry Olin  
Sparta, Michigan

Dear Bernie:

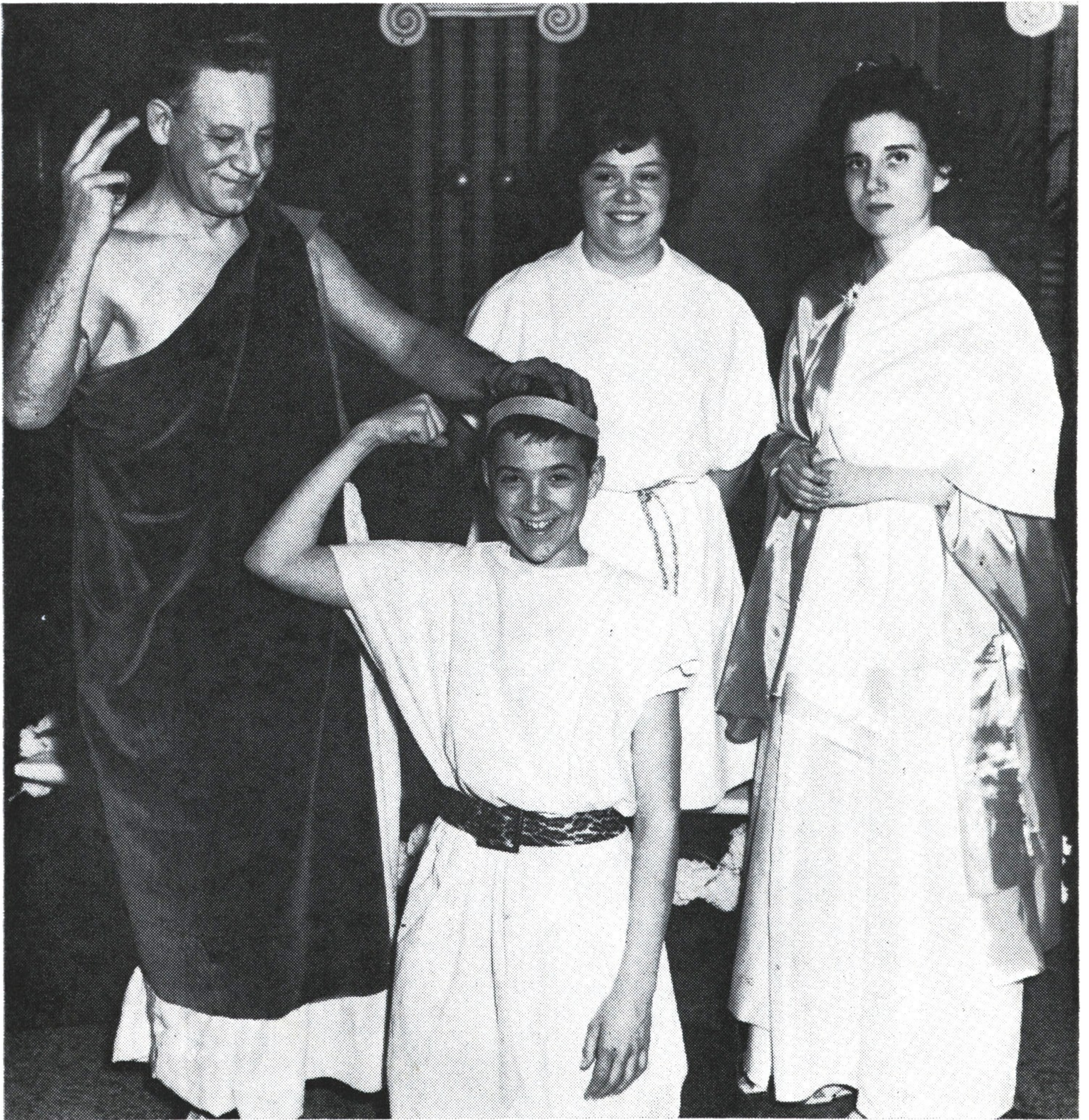
GOSH NO, I don't want a divorce, neither do I want to miss any issues of "The Auctioneer." Enclosed is my check for dues which I had overlooked sending sooner. I am afraid several of us do the same thing. While we intend to send in our dues we just toss the

notice over among other mail and then forget it.

The inspirations that I always receive at the Annual Convention are worth much more than the dues and expenses, as well as assisting in our own behalf with the only group that has any interest in our work. Then, don't forget "The Auctioneer" which is worth as much as our dues.

Hoping that everyone has a good year,

---



Slaves sold for a high price at the annual Sparta (Mich.) Latin Class Roman Banquet. Auctioneer, Sherry Olin (left) is taking bids on the slave, kneeling, while two more slaves await their turn on the auction block. Twenty slaves were sold during the evening's entertainment.



# IN UNITY THERE IS STRENGTH

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I am,

Yours truly,  
**Clyde Jones**  
Alva, Oklahoma

---

Dear Bernie:

Another year has rolled around so I think it is time to send in my dues to the National Auctioneers Association.

Many thanks for the help you gave me when I talked to you about selling that farm at auction. I didn't get it for it sold privately but we gave it a good try anyway.

I thank the Lord for a good first year in the auction profession.

Yours in auctioneering,  
**Clair Archer**  
Cromwell, Indiana

---

Dear Col.:

No, I don't want a divorce and that is just where I am headed if I don't



get these dues in for my husband. It is just a matter of neglect and the fact that I wanted to write you a letter to go along with the enclosed picture.

While all the other auctioneers were at the convention, my husband and myself, along with our two sons were riding around in a 1919 Model T Ford celebrating the Hamlet (Ind.) Centennial. Needless to say, we had a barrel of fun. We live between Hamlet and Knox and the township line passes in front

of our house so therefore our boys have gone to Hamlet school. Also, my husband belongs to the American Legion Post there. The town has approximately 800 population and there were estimations of 10,000 people present for the centennial parade.

We have been having a good sale business with last year being the best one yet. Also sold a little real estate at auction here last year which is big doings for this small community.

Hope you are all doing well and wish that we could promise you that we would be with you for a convention in Hawaii, but know that it would be wishful thinking.

Very sincerely yours,  
**Mrs. E. Dewey Anderson,**  
Knox, Indiana

---

Dear Bernie:

Enclosed find \$10.00 for dues plus \$5.00 for the Booster Page. "The Auctioneer" is more valuable to some of us than anyone can realize. Since my article last year I have had several visitors to discuss the Auction House operation. Some from as far away as Wisconsin. Good luck to Col. Peter Faith of Franksville, Wis., in his new Auction House.

Also, another auctioneer drove several hundred miles to willingly render all the information he could about his business which will enable me to realize more benefits from my building during the week by conducting an additional sale of entirely different type merchandise. I read an article about this man's business in "The Auctioneer."

Some of us couldn't get away in July but there is sure a lot of activity in the field, thanks to "The Auctioneer."

Yours truly,  
**Dean C. Smith**  
Marietta, Ohio

---

Dear Mr. Hart:

I enjoy reading the letters other auctioneers send in to "The Auctioneer" so I will add a few lines along with my remittance for membership renewal and Booster Page.

I was wondering what part of Indiana held the town of Frankfort. Therefore, I got out a map and did some reviewing in Indiana geography. You see, be-



ing born and raised five miles west of Goshen makes me a Registered Hoosier.

After studying the map I recalled that Frankfort is the school that stopped our fine Elkhart Blue Blazers basketball team a time or two, after we worked so hard to get past our Regional Tournament.

I started selling my father's registered Guernsey cows at milking time when I was six years old. My first auction was a PTA sale at the age of 14. You would know my competitors at that time who were really rough, Romaine Sherman, Harold Steiner, Jonas A. Miller, Loyal K. Smeltzer, Argel McDowell and a few others. So I decided to find an easier spot and married a girl from Dalion, Ohio, which resulted in my moving to Ohio. Boy! That was like jumping from the frying pan into the fire. I landed in the middle of J. O. Fenstermaker, John F. Andrews and Russ Kiko.

Now, I shouldn't talk like that as John Andrews gave me the privilege of selling at many of his sales, when I was a stranger to everyone in the state.

I want to take this opportunity to thank many of the established aucioneers who have aken time to let me sell a few items at their sales or even talked with me a couple of minutes after the sale to give a word of encouragement. Without this a young man would never get started.

Here's hoping I can be of help to someone else along the way.

Yours truly,  
Marion P. Hoover  
Orrville, Ohio

## Howard Brown Moves To Montana Location

WOODLAND, Calif — Howard P. Brown, widely-known and widely-travelled livestock auctioneer, announced he is moving his headquarters to Billings, Mont., and will conduct his auctioneering and sale management business from there.

Brown began his auctioneering career in 1952 after serving a 5-year stint as a field editor; first for the American Hereford Journal, then Western Livestock Journal. Brown announced he is retaining a telephone answering service in Woodland.

## Champion Livestock Auctioneer Contest

KANSAS CITY, MISSOURI . . . Highlighting feature at the Livestock Marketing Congress in Richmond, Virginia, June 18-21, will be livestock auctioneers from all parts of the United States competing for the title of World Champion. The contest is uniquely staged in the John Marshall Hotel at Richmond with a sales arena and the sale of calves, feeder pigs and lambs. Special preparations to present the finest Virginia feeder calves, feeder pigs and lambs at the contest is being undertaken by the various Virginia livestock associations. Cooperating is the Virginia Department of Agriculture.

Preliminaries of the championship contest will be held Friday, June 19 with the winners competing Saturday in the championship finals. Prizes for the world Champion Livestock Auctioneer include a trip to the New York World's Fair, a trophy and championship belt. A point rating system for judging each contestant is utilized by the five judges who will determine the World Champion. Last year's World Champion Livestock Auctioneer, Edwin M. Buckner of Mexico, Missouri, will participate in the judging of the contestants for this year's feature event.

In announcing this special event of the Livestock Marketing Congress, sponsored by the trade association of CERTIFIED LIVESTOCK MARKETS, it was also stated that the annual conventions of the Certified Livestock Markets Association and the National Livestock Dealers Association are features of the industry-wide event.

Considerable interest is focused upon the Industry Roundtable, another annual feature. Discussions are expected to center on the theme of open, competitive marketing as the means for improved and stable livestock prices.

Virginia CERTIFIED LIVESTOCK MARKETS are state hosts for the 1964 Livestock Marketing Congress and will be joined by other Virginia livestock organizations in extending a most enthusiastic welcome to marketmen and livestock industry leaders from throughout the nation.



# Civil Rights and You

## EDITOR'S NOTE—

"The Auctioneer" does not participate in controversial issues excepting those directly affecting the auction method of selling. The following contributions were submitted by a member of the National Auctioneers Association and we are printing them here in order that our members may become more familiar with the Civil Rights legislation taking place in the Nation's Capitol. The opinions expressed are those of the writer and not of "The Auctioneer" nor the National Auctioneers Association.

Harold E. Ball  
4725 N. E. Mallory Avenue  
Portland, Oregon 97211  
April 10, 1964

Mr. Bernard Hart, Secretary  
National Auctioneers Association  
803 S. Columbia Street  
Frankfort, Indiana  
Re: The Civil Rights Bill

Dear Mr. Hart:

I am writing you in regard to the Civil Rights Bill. As you know, this Bill was passed by the House of Representatives on February 10, 1964; and is now pending in the Senate, and will be voted on in the near future. The way that our Senators vote on this Bill will determine the future of all Americans—regardless of race, religion, or national origin.

I am enclosing material for your evaluation, which exposes the Civil Rights Bill for what it really is, plus statements by bonafide personages, pointing out what it can do to all Americans. I am also enclosing one copy each of H.R. 7152, S. 1731, and S. 1732. There is also, S. 1750, of which I do not have an extra copy to send. All four of these are concerned with Civil Rights, and there could be other bills that are in some way related, but at this time I do not know for certain.

Anyone should be able to get copies of the Civil Rights Bill by writing to Felton M. Johnston, Secretary of the U.S. Senate, Senate Office Building, Washington, D.C. Ask for H.R. 7152.

It is my sincere desire that you will publish my letter, my editorial, and any comments from the enclosed material that would help to inform all Auctioneers on the Civil Rights issue in the "AUCTIONEER."

Respectfully,  
Harold E. Ball

---

## EQUAL RIGHTS

Equal rights are already guaranteed to all American citizens under the Constitution of the United States. The Civil Rights Act, known as H.R. 7152, as now currently proposed in the Senate, could curb the right of free choice. It could deprive all Americans of their inalienable rights, regardless of race, religion, or national origin.

This bill as proposed could limit the rights of the individual, nearly all businesses, labor relations (union and non-union), banks and banking, clubs (private and public), fraternal organizations to some extent, recreational establishments, places of accommodation, voting, freedom of speech which would include the Press, Radio and Television, teachers and education (public and private), farmers and farming, private property and homeowners, health and welfare programs. Some government benefits could be affected, such as subsidies and grants, V. A. and F. H. A. loans, social security, unemployment compensation, veterans benefits, and civil service pensions. Also, States Rights could be controlled to some extent.

Anyone who doubts this, should obtain a copy of the current Civil Rights Bill, and study it thoroughly. After carefully pondering, this far-reaching legislation that would so affect our heritage of FREEDOM, write your Senators and Representatives AT ONCE and let them know your decision.

Very truly yours,  
Harold E. Ball

---

Failure to pay your dues when due is grossly unfair to yourself, to the members who have paid and to those who intend to pay.



## NAA Member Gets FEAA Success Award

New York City: — The 1964, 12th annual American Success Story Awards were presented by the Free Enterprise Awards Association, Inc. to ten men whose careers symbolize the success possible to all under America's free enterprise democracy. Starting as reporters, teachers, newsboys, mechanics and odd jobs they rose to head or own giant industries despite obstacles and competition.

FEAA Awards Chairman, Talbot T. Speer who worked-up to own one of America's oldest newspapers, the 237 year-old Maryland Gazette, a newspaper chain and the Baltimore Business Forms, Inc. presented the awards to the ten men who attended presentation ceremonies held at the Woldorf-Astoria Hotel in New York City April 15.

Mr. Speer warned that the world-wide anti-American campaigns, the assassination of President Kennedy, allegedly by one of our own citizens, and the subversion of our once friendly nations prove that today America and its freedoms are threatened by organized forces more powerful, resourceful and more destructive than at any time in our history. He urged editors and leaders in all fields to educate and rally Americans to their share in the fight for our nation's survival. "Freedom needs a soapbox too!" he declared.

Mr. Speer pointed out that the achievements of the recipients were symbolic of all Americans in our democracy who are working out their destiny and achieving their aspirations as free men. Our people are free to work, pray, play and do as they please. These freedoms will be lost if Americans do not awaken to the perils we face, he warned.

The Free Enterprise Awards Association, Inc. was chartered in 1952. With leaders in all fields it carries out its charter duties, "... to promote incentive and champion the cause of the American democratic system and bolster the faith of all people in the American way of life."

Listed first among the ten men receiving the 1964 awards was a member

of the National Auctioneers Association. The news release, telling of the awards had the following comments about him:

Edward Krock, 51 (Res. Brookfield, Mass.) founder, president, Edward Krock Industries, Inc., Worcester, Mass. Chairman executive & finance committees, director, Republic Corp., Beverly Hills, Calif., B.S.F. Sales Co., Wilm., Del., Boston & Maine RR. Director, Defiance Industries, Defiance, O., Telupro Industries, N. J., American Dryer Corp., Phila., Chairman, Baltimore Paint & Chemical Co., Baltimore, Md., Merchantile National Bank of Chicago, Dir. Guaranty Bank & Trust Co., Chicago, Chairman of executive committee, Fifth Avenue Coach Lines, N.Y.C., others. Son of Russian immigrants. Quit school at 15 to peddle papers. At 16 bought a jail and sold bars for scrap. He is now acclaimed a financial genius. From his Worcester, office, equipped with nationwide tie-lines, stock tickers and computers he plays a real-life game of monopoly directing teams of efficiency experts buying, selling and rehabilitating scores of companies and saving jobs. His varied, giant, worldwide industries have over \$600 million in assets, employing thousands. Ex-newsboy Krock now entertains the world's leaders and the Kennedy family were often guests. Cited as an outstanding example of self-made success in the American tradition and for his aid to religious, cultural, college and youth causes.

## Texans Lease Auction

HASKELL, Texas — The two owners of the Haskell Livestock Auction, Tommy Ray Foster and Bill Lane, have leased the business to V. L. Jones and Sig Faircloth. Foster, who established the auction last August, says he intends to devote full time to buying and selling cattle on his own.

Jones, also owns and operates the Ranger Cattle Company. During the last few weeks the Haskell auction has been selling from 400 to 500 cattle at the weekly sales.

Lots of people play dumb. Unfortunately too many aren't playing.





Is this the new hair for those auctioneers who have lost much of the natural hair covering the tops of their heads? The last time we saw Col. A. W. "Ham" Hamilton, Lewisburg, W. Va., his hair was rather closely cropped but not so when photographer, Frank Gash, Martinsville, Ind., snapped this picture during Banquet of the Buckeye Polled Hereford Association at Columbus, Ohio, in March. Col. Hamilton's many friends, particularly among the purebred livestock auctioneers, will be looking forward to seeing him with his "new look" at the National Convention in Des Moines.

## Draws Large Crowd Market Dedication

GUYMON, Okla. — A standing-room-only crowd of more than 600 stockholders and visitors from five states jammed the new 407-seat \$350,000 Guymon Livestock Auction arena for dedication ceremonies.

Facilities at the new 92-acre auction site include pens for 6,000 cattle, 1,000 hogs, an air-conditioned and centrally heated auction pavilion with closed circuit television for viewing scales activity, office space for commercial firms, a restaurant and an auction office. A 150,000-gallon tank provides water for the pens.

Cattle sales began in March in the new auction, owned by the Texas County Development Assn., Inc. The facilities have been leased to former Denverites Bob Mayer and his sons, John and Charles, sole owners of the Panhandle Livestock Commission Co.

Dedication speaker Dr. Oliver S. Wilham, president of Oklahoma State University, paid tribute to "this important facility in the livestock industry." Dr. Wilham termed improper and untimely marketing one of the biggest factors in livestock losses and said good agricultural leadership and good marketing practices could straighten out a lot of the present difficulties.



# Directory of State Auctioneers Associations

## Arkansas Auctioneers Association

President: Buddy Shoffner, Newport  
Secretary: Milo Beck, 110 W. Walnut, Rogers

## Colorado Auctioneers Association

President: Fred J. Ramaker,  
1724 S. Emerson St., Denver  
Secretary: Reuben J. Stroh,  
133 East Fourth St., Loveland

## Idaho Auctioneers Association

President: Delbert Alexander, Castleford  
Secretary: Irvin Eilers, Kimberly

## Illinois State Auctioneers Association

President: Charles P. Dunning,  
416 Dundee Ave., Elgin  
Secretary: Edward E. Bilbruck,  
38 S. Dearborn St., Chicago

## Indiana Auctioneers Association

President: D. D. Meyer, P. O. Box 744,  
Vincennes  
Secretary: Dean Kruse,  
211 N. Cedar St., Auburn

## Iowa State Auctioneers Association

President: Leland Dudley, Sheffield  
Secretary: Lennis W. Bloomquist,  
RFD 2, Pocahontas

## Kansas Auctioneers Association

President: Paul A. Hurst, Valley Falls  
Secretary: Richard M. Brewer, Mt. Hope

## Kentucky Auctioneers Association

President: W. C. Ledford, 99 Stanford St.,  
Lancaster  
Secretary: E. I. Thompson, 144 Market St.,  
Lexington

## Maine Auctioneers Association

President: Gardner R. Morrill, Harrison  
Secretary: Wayne B. Dow, 14 Southern Ave.,  
Augusta

## Auctioneers Association of Maryland

President: A. J. Billig,  
16 E. Fayette, Baltimore 2  
Secretary: Bill Fox,  
American Bldg., Baltimore 2

## Massachusetts Auctioneers Association

President: Phil Goldstein,  
132 Russett Rd., Boston 32  
Secretary: John Hilditch, Southville

## Minnesota State Auctioneers Association

President: M. C. Maranell,  
Box 165A, Pipestone  
Secretary: Frank A. Sloan,  
1711 Olson Hwy., Minneapolis

## Michigan Auctioneers Association

President: Glenn Casey,  
702 E. Grand River, Williamston  
Secretary: Garth Wilber, Route 3, Bronson

## Missouri State Auctioneers Association

President: Russell Feedback, Belton  
Secretary: Roger Hollrah,  
2795 Zumbuhl Rd., St. Charles

## Montana Auctioneers Association

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

## Nebraska Auctioneers Association

President: Frank Diercks, Gordon  
Secretary: Gene Lenhart, Gordon

## New Hampshire Auctioneers Association

President: Harold Buckman, Ashland  
Secretary: George E. Michael,  
78 Wakefield St., Rochester

## New Jersey State Society of Auctioneers

President: Norman J. Kirkbride, Box 28,  
Hightstown  
Secretary: Ralph S. Day,  
183 Broad Ave., Leonia

## New York State Auctioneers Association

President: Harold Spoor,  
29 Oswego St., Baldwinsville  
Secretary: Donald W. Maloney,  
518 University Bldg., Syracuse 2

## North Dakota Auctioneers Association

President: Robert (Bob) Penfield, Bowman  
Secretary: Wilbert Kroh,  
1813—Ave. D East, Bismarck

## Ohio Association of Auctioneers

President: Herb Bambeck, R.R. 1, Dover  
Secretary: Newton E. Dilgard, Room 9,  
Farmers Bank Bldg., Ashland

## Oklahoma State Auctioneers Association

President: Ed Vierheller  
Route 2, Claremore  
Secretary: Bryan Blew  
Box 203, Cherokee

## Pennsylvania Auctioneers Association

President: Elmer Murry, R.D. 2, Lititz  
Secretary: Harold Keller, 268 Marietta Ave.,  
Mt. Joy

## South Dakota Auctioneers Association

President: Willis O. Hanson, Mound City  
Secretary: Reginald R. Oakley,  
Box 222, Silver City

## Tennessee Auctioneers Association

President: G. S. Gordon,  
637 N. Main St., Shelbyville  
Secretary: E. B. Fulkerson,  
Rt. 4, Jonesboro

## Texas Auctioneers Association

President: Russell deCordova,  
712 Contour Dr., Mexia  
Secretary: W. M. Bell, 714 Woodrow, No. 14,  
Houston 77006

## West Virginia Auctioneers Association

President: H. C. Staats,  
1243 Oakhurst Dr., Charleston  
Secretary: Wilson E. Woods,  
Webster Springs

## Virginia Auctioneers Association

President: D. E. Bumpass, Mineral  
Secretary: Dennis Ownby,  
1301 Hermitage Rd.,  
Richmond 20

## Association of Wisconsin Auctioneers

President: E. G. Kuefner, R.R. 1, Hartford  
Secretary: Joseph H. Donahoe,  
706 Harriet St., Darlington



# THE LIGHTER SIDE . . .

## TIME TO PLANT

In a rural store an Arkansas farmer remarked one day, "I guess it's time to go over to Perch Lake to see if the ground's warm enough to plant cotton."

One of the idlers listening to him piped up: "I wuz over to Perch Lake last week and there was only a lot of women fishin'. What can you tell from that about plantin' time?"

"Were those women sittin' on buckets?" asked the farmer with sudden interest.

"Wal, yes, they wuz," said the listener reflectively.

"That's the sign," replied the cotton farmer. "When those women quit troublin' to bring buckets to sit on and just plunk themselves down on the bank, the ground's warm enough to plant!"

## THE IRISH AMONG US

A bishop was traveling along and encountered an Irishman turning a windlass which hauled up ore out of a shaft. It was his job to do this all day long. His hat was off and the sun was pouring down on his unprotected head. Don't you know the sun will injure your brain if you expose it in that manner?" said the good man.

The Irishman wiped the sweat from his forehead and looked at the clergyman. "Do you think I'd be doing this all day if I had any brains?" he said, and gave the handle another turn.

## THE SQUELCH

He insisted on telling corny jokes and anecdotes at every social gathering, much to the annoyance of his wife, who insisted he talked too much. At one particular affair, he was regaling the group with some ancient wheezes, while his wife sat in silence and burned.

"By the way," he said, launching into another old chestnut, "a funny thing once happened to my mother in New York . . ."

"But Henry," interrupted his wife acidly, "you always said you were born in San Francisco!"

## KEEP OUTA THIS!

"If there is anyone here who knows why these two should not be joined in holy wedlock," said the minister, "let him speak now or forever hold his peace."

"I'd like to say something" piped up a meek voice.

Replied the minister: "You keep out of this—you're the groom!"

## THE BRIGHTER SIDE

In an essay on "Things I Am Thankful For," a little ranch boy listed "my glasses" explaining, "They keep the boys from fighting me and the girls from kissing me."

## A DASH OF GLAMOUR

Johnny told his mother the teacher had asked members of his class where they were born.

"Certainly you could answer that," she said. "It was Woman's Hospital."

"Yeah, I know," replied Johnny, "but I didn't want to sound like a sissy, so I said 'Yankee Stadium.'"

## AUTOMATIC

A peddler came to Uncle Herman's door and rang the bell.

"Would you like to buy a letter opener?" asked the peddler.

"Buy one?" shouted Uncle Herman. "I married one."

## DAD AND LAD

The college student was demanding more money from home. "I can't understand why you call yourself a kind father," he wrote, "when you haven't sent me a check for a month. What sort of kindness do you call that?"

"That's unremitting kindness, son," replied the father in his next letter.

## EXAMINATION DOINGS

The question in the English exam was: "Write a sentence with the word 'analysis' in it."

The answer was: "The teacher told me to look up the word 'analysis' in the dictionary."



## SHOWING SOME IMPROVEMENT

A farmer went into a hardware store and bought a dozen hammers, at \$1.69 each. In about an hour he returned and bought another dozen. Still later he came in and bought a dozen more hammers. By this time the clerk was overwhelmed with curiosity and ventured, "Sir, would you mind telling me what you're doing with all those hammers?"

"Oh," replied the farmer, "I'm selling them to people on the street for \$1.49 apiece."

"But," protested the clerk, "you're paying \$1.69 for them. Man, you're losing money."

"Yeh, I know," the farmer agreed, "But it beats feeding cattle!"

---

## HAVE A CHUCKLE, DEAR READER

Many a girl is looking for an older man with a strong will—made out to her . . . The old-fashioned woman who darned her husband's socks has a daughter who now socks her darned husband . . . Thinking in bed is a bad habit because it leaves one flat . . . You may be a fine upstanding citizen, but that makes no difference to a banana peel . . . You don't have to stay awake nights to be a success—just stay awake days . . . You shouldn't go through life looking for something soft—you may find it under your hat . . . You can't change the past, but you can ruin the present by worrying over the future.

The hen is the only biped that can produce just by setting around . . . What everybody wants today is a cure for uncertainties . . . Some people talk so fast that they say things they have not even thought of yet . . . Don't grow old—just grow up . . . The mental cases most difficult to cure are the persons who are crazy about themselves . . . Supermarket—a place where you travel farther than your money goes . . . The first sure symptoms of a mind in health are rest of heart and pleasures found at home . . . There is no cosmetic like happiness . . . Half the spiritual difficulties that men and women suffer arise from a morbid state of health.

## PORTRAIT

A typical American is a fellow who has just driven home from an Italian movie in his German car, is sitting on Danish furniture, drinking Brazilian coffee out of an English China cup, writing a letter on Irish linen paper with a Japanese ball point pen—complaining to his congressman about too much American gold going overseas.

---

## DELICIOUS

The men at the factory noticed that one little old fellow often had fried rabbit for lunch. They would trade him ham sandwiches, cherry pie or even a piece of chocolate cake for a piece of that delicious rabbit. Finally one of his co-workers asked him if he raised rabbits in his back yard.

"No, no, I don't raise them—I just shoot them . . . when they sit on my back fence and yowl at each other!"

---

## FAMOUS SAYINGS BY FAMOUS PEOPLE

Methuselah: "The first 500 years is the hardest."

Samson: "I'm strong for you, baby."

Cleopatra: "You're an easy Mark, Anthony."

David: "The bigger they are, the harder they fall."

Nero: "Hot stuff! Keep the home fires burning."

Helen of Troy: "So this is Paris."

Noah: "It floats."

---

## THE EDITOR'S JOB

Most any man can be an editor. All the editor has to do is sit at a desk six days a week, four weeks a month and twelve months a year and edit such stuff as this:

Mrs. Jones of Cactus Creek let a can opener slip last week and cut herself in the pantry.

Joe Doe climbed on the roof of his house last week looking for a leak and fell, landing on his back porch.

While Harold Green was escorting Miss Violet Wise from the church social last Saturday, a savage dog attacked them and bit Mr. Green on the public square.

Mr. Frang, while harnessing a broncho last Saturday, was kicked just south of his corn crib.



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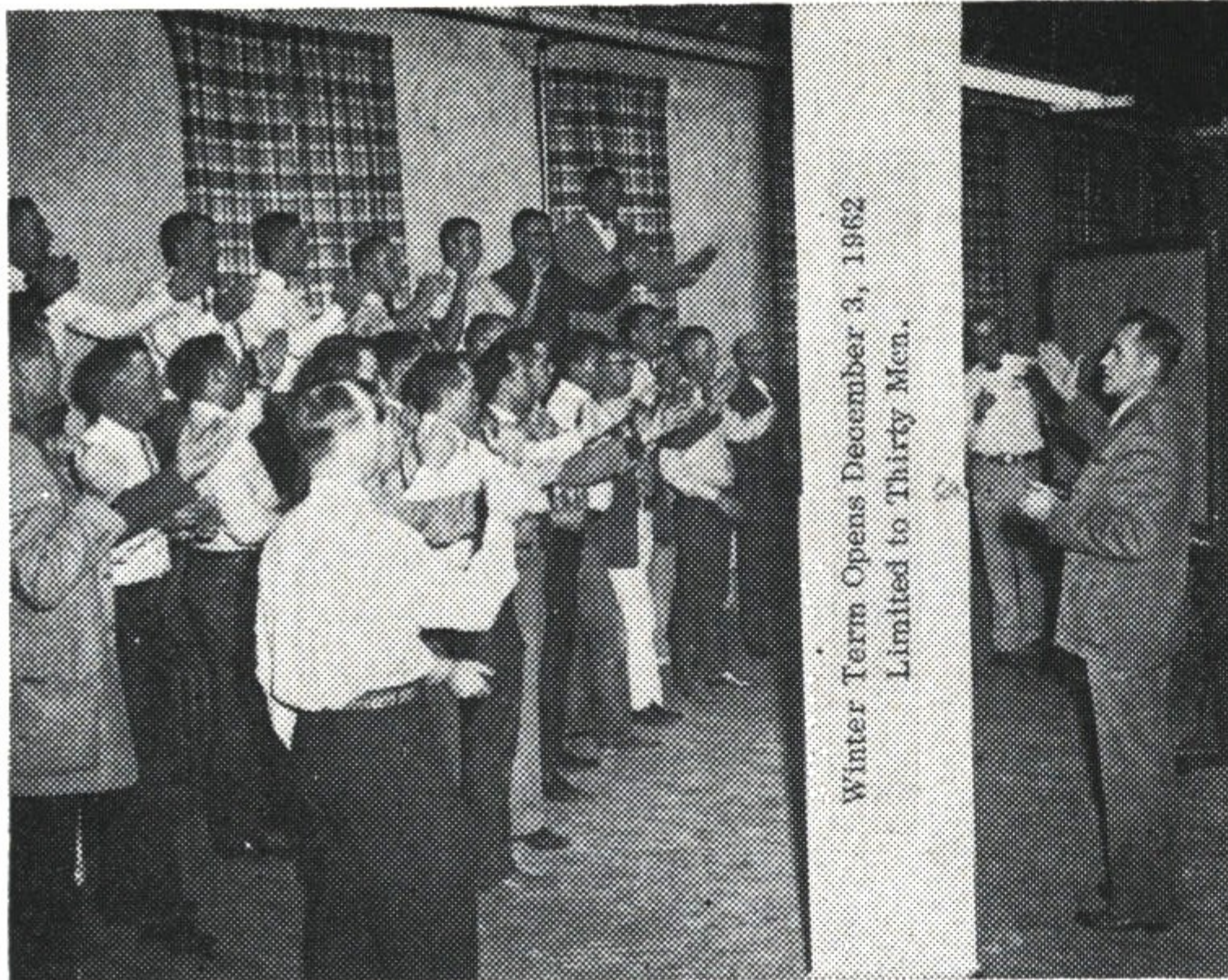
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A Thirty Man class, working on a Livestock Market, exercise on Blackboard.

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WRITE TODAY, TO

## **Western College of Auctioneering**

Box 1458, Billings, Montana (Established 1948)

## **Six Reasons Why People Join Professional And Trade Associations**

1. They want to improve the industry and their own business methods.
2. They believe in the association and its objectives.
3. They want to use the services of the organization.
4. They appreciate contacts and companionship.
5. They want to be informed on trade matters.
6. They want to work with competitors on mutual problems.

Those who do not join evidently do not possess the above desires.



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**C. O. "Ces" Emrich**, Norfolk, Nebr., co-owner, manager and auctioneer of the World's Largest Livestock Market.

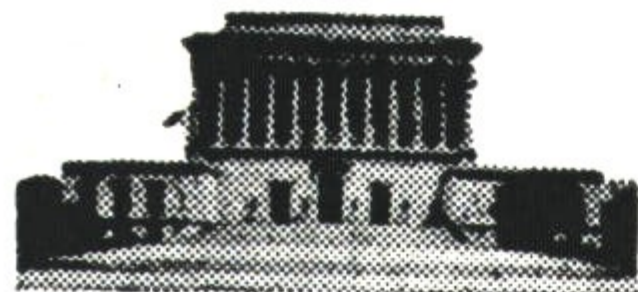
**Forest Noel**, Mexico, Mo., President of America's Fastest Growing Livestock Auction Market.

**Edwin M. Buckner**, Mexico, Mo., 1963 World's Champion Livestock Auctioneer, crowned at the Livestock Marketing Congress.

**Jack Baker**, Mexico, Mo., a former director of both State and National Certified Market Associations.

Assisted by selected members of our regular staff. Write for further details and Enrollment Blank.

**Dept. ALM-43**



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