


the AUCTIONEER



VOL. XIII
SEPTEMBER

NO. 9
1962

It's
CINCINNATI

In
1963

Our National Convention

July 18-19-20

In The
Queen City

THE AUCTIONEER
is the
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of
NATIONAL
AUCTIONEERS ASSOCIATION

803 S. Columbia St.
Frankfort Indiana

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Bernard Hart, Frankfort, Indiana

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Walter Carlson, Triumph, Minn., and
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Association.

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EXECUTIVE OFFICES

803 S. Columbia St.

Frankfort

Indiana

Thirty-six States and Canada Report For National Convention

Auctioneers from 36 states and one Canadian Province gathered at the Cornhusker Hotel in Lincoln for what many termed the greatest convention the National Auctioneers Association has ever staged. This is almost identical with the representation of last year, although there were 110 more persons in attendance. A total of 521 registered at the Lincoln convention making it the second largest registration on record surpassed only by the 1960 meeting in Louisville, Kentucky. There were 528 registrants at this meeting.

It was not the fault of the Nebraska auctioneers that the attendance did not set a new record as they turned out 109 strong, in support of their president, Charles Corkle, their native son, Art Thompson, and their profession that means so much to them. This is the largest home state registration since 1955 when 112 Hoosiers reported in Indianapolis.

Following Nebraska in the list of registrants was Missouri with 37, Illinois with 36, Ohio with 35, Kansas with 34 and Iowa with 32.

Following are the names and post offices of those attending the 1962 convention as taken from the registration cards:

ARKANSAS — 2

Mr. and Mrs. Brad Wooley, Little Rock

CALIFORNIA — 1

Ray Holloway, Porterville

COLORADO — 13

Mr. and Mrs. Harvey Baldwin, Denver

Edward B. Gibson, Denver

Damon L. Koch, Haxtun

Mr. and Mrs. H. W. Hauschildt, Denver

Thomas L. Pearch, Eagle

Howard Roland, Grand Junction

Mr. and Mrs. J. L. Sears, Ft. Lupton

Mr. and Mrs. Howard Shults,

Grand Junction

Lyle D. Woodward, Denver

DELAWARE — 1

Crawford J. Carroll, Dover

HAWAII — 3

Mr. and Mrs. Louis Stambler and daughter, Honolulu

IDAHO — 3

Mr. and Mrs. Paul L. Owens and daughter, Boise

ILLINOIS — 36

Mr. and Mrs. Arthur R. Billiter and daughter, Harvel

Mr. and Mrs. John A. Carr, Macon

Mr. and Mrs. James E. Collier, Springfield

C. B. Drake, Rockford

Mr. and Mrs. A. C. Dunning, Elgin

Jack Gordon, Chicago

Walter Holford, Edwardsville

Mr. and Mrs. Harold Hilliard, Greenville

Mr. and Mrs. Ray Hudson, Morrisonville

Mr. and Mrs. Charles Ray Hudson, Morrisonville

Charles F. Knapp, Cissna Park

Mr. and Mrs. J. C. Kornbrust and two children, East Moline

Mrs. Elaine Madison, Plainfield

Mr. and Mrs. Lewis G. Marks and two children, Abingdon

Melvin Penning, Forreston

Carman Y. Potter, Jacksonville

Mr. and Mrs. Virgil F. Scarbrough, Quincy

Mr. and Mrs. Ray Tuttle, Sheldon

Mr. and Mrs. Charles B. Wade, Morrisonville

INDIANA — 26

Mr. and Mrs. James A. Buckley, Shelbyville

Roy L. Crume, Kokomo

Leona Drake, Indianapolis

OUR COVER

Col. J. Meredith Darbyshire, Wilmington, Ohio, accepts President's gavel from retiring president Col. Charles Corkle, Norfolk, Nebraska. Accepting the gavel, Col. Darbyshire also accepts the responsibilities of leading the N.A.A. through another successful year. Presentation was made at the grand banquet at the close of the 1962 National Convention.

IN UNITY THERE IS STRENGTH

Mr. and Mrs. Harvey Feller, LaGrange
Leo Grindley, Ft. Wayne
Mr. and Mrs. Richard F. Hamilton,
Rossville
Mr. and Mrs. Bernard Hart and son
Frankfort
Mr. and Mrs. D. D. Meyer, Vincennes
Mr. and Mrs. Gilbert A. Morgan, Goshen
Mr. and Mrs. Ernest Niemeyer, Lowell
Roland Reppert, M. D., Decatur
J. F. Sanmann, Decatur
Mr. and Mrs. Romaine Sherman, Goshen
Herman Sigrist, LaGrange
Lewis E. Smith, Cicero
Mr. and Mrs. Herman Strakis, Indianapolis

IOWA — 32

Loren Albrecht, Wall Lake
Mr. and Mrs. Mike Bloomer, Glenwood
Mr. and Mrs. Al Boss, Carroll
Mr. and Mrs. Warren Collins, Jesup
Mr. and Mrs. John E. Drake, Winterset
Mr. and Mrs. Leland Dudley, Sheffield
Mr. and Mrs. Lyle Erickson, Cresco
J. E. Halsey, Des Moines
Leon E. Joy, Ames
Mr. and Mrs. James McGuire, Holstein
Mr. and Mrs. Clint Peterson, Webster City
Mr. and Mrs. Clarence Prange, and two
daughters, Charles City
Mr. and Mrs. Walter Reynoldson, Ames
Mr. and Mrs. Wendell R. Ritchie, Marathon
Mr. and Mrs. Marvin Rogness and
and daughter, Humboldt
Mr. and Mrs. Earl Thies, Ames

KANSAS — 34

Mr. and Mrs. R. M. Brewer, Mt. Hope
Booth Brown, Liberal
Mr. and Mrs. Willis Darg, Bennington
Don Evertson, Melvern
Mr. and Mrs. Carson E. Hansen and five
children, Beloit
Mr. and Mrs. W. O. Harris, Wetmore
Mr. and Mrs. Fred Hiatt, Topeka
Mr. and Mrs. Paul A. Hurst,
Valley Falls
Mr. and Mrs. Jack McVicker,
Garden City
Robert D. Russell, Goodland
Jesse Scott, Garden City
Mr. and Mrs. Jack Sheets and
two children, Wellington
Mr. and Mrs. Frederick E. Sherlock,
St. Francis
Mr. and Mrs. Merle Van Winkle and
two children, Argonia
Gene Watson, Hutchinson



Mayor of Lincoln, Bartlett E. Boyles, welcomes everyone to the city as the convention gets underway.

KENTUCKY — 9

Adrian Atherton, Hodgenville
Mr. and Mrs. John L. Cummins and
two children, Cynthiana
Martha S. Kurtz, Sturgis
Mr. and Mrs. Johnie W. Taylor
and son, Glasgow

LOUISIANA — 2

Mr. and Mrs. G. H. Shaw, Alexandria

MARYLAND — 2

Mr. and Mrs. Joe Steiner, Silver Spring

MASSACHUSETTS — 3

Mr. and Mrs. Phil Goldstein, Boston
A. L. Tremblay, North Attleboro

MICHIGAN — 20

Mr. and Mrs. Elywn B. Bentley and
three children, Fenton
Mr. and Mrs. Vernon I. Cole, Mt. Morris
Mr. and Mrs. Arlie Combs, Coldwater
John M. Glassman, Dowagiac
Mr. and Mrs. Sherry Olin, Sparta
Mr. and Mrs. Fred W. Smiley and
two daughters, Saginaw
Mr. and Mrs. Garth Wilber, Bronson
Mr. and Mrs. Earl Winner, Pearl Beach

MINNESOTA — 2

Mr. and Mrs. Milo Fodness, Kenneth



Nebraska's Governor, Frank Morrison, as he addressed the convention. Veteran convention attenders recalled that this was the first time a Governor has made his appearance at our meeting since the last time we were in Nebraska, in Omaha, 1954.

MISSOURI — 37

- Mr. and Mrs. Richard Adams, Chillicothe
 Mr. and Mrs. H. Willard Arnaman,
 Unionville
 Mr. and Mrs. Ken Barnicle, Ellisville
 Mr. and Mrs. Hugh Campbell and
 grandson, Chillicothe
 Mr. and Mrs. Victor Crawford, Unionville
 Mr. and Mrs. Dick Dewees and two
 daughters, Kansas City
 Mr. and Mrs. Jesse Hopkins and
 son, Springfield
 Jewett M. Fulkerson and two daughters,
 Liberty
 Mr. and Mrs. J. L. Judy, Nevada
 Mr. and Mrs. Andy Little, Springfield
 Mr. and Mrs. Jim Merrigan, Maryville
 Mr. and Mrs. Forest T. Noel, Mexico
 Mr. and Mrs. Donald E. Perry,
 Pleasant Hill
 Mr. and Mrs. Smithy Preston,
 So. Greenfield
 Mr. and Mrs. Ray Sims, Belton
 Mr. and Mrs. Ralph Stark, Lexington

MONTANA — 2

- Mr. and Mrs. Bill Hagen, Billings

NEBRASKA — 109

- Mr. and Mrs. Rex Anderson, Holdrege
 Mr. and Mrs. George Albright, Humboldt
 Mr. and Mrs. J.L. Braden, Auburn
 Mr. and Mrs. Rex Brown, Lincoln
 Mr. and Mrs. Henry Buss, Columbus
 Jerry Carpenter, Newman Grove
 Mr. and Mrs. Don Conyers, Columbus
 Mr. and Mrs. Charles Corkle and
 two daughters, Norfolk
 Mr. and Mrs. Mack P. Cosgrove, Omaha
 Mr. and Mrs. Albert Christensen,
 Pawnee City
 Jim Cumming, Columbus
 D. E. Cuttell, Lincoln
 Mr. and Mrs. Dick Dolan, North Platte
 Mr. and Mrs. C. O. Emrich, Norfolk
 Mr. and Mrs. Bus Emrich and
 two daughters, Norfolk
 Mr. and Mrs. Ray Flanagan, Albion
 Dean W. Fleming, Atkinson
 Herb Forke, Lincoln
 Mr. and Mrs. Pete Fowlkes,
 Newman Grove
 Mr. and Mrs. Dan J. Fuller, Albion
 C. C. Gannett, Omaha
 Rod Gillespie, Gothenburg
 Mr. and Mrs. Grosshans and
 daughter, Plattsmouth
 Mr. and Mrs. Marvin Grubaugh,
 Rising City
 Mr. and Mrs. Dick Grubaugh, David City
 Mr. and Mrs. L. Dale Hanna, York
 Mr. and Mrs. Glen Helberg, No. Platte
 Mr. and Mrs. Albert Helzer, Cairo
 Dick Kane, Wisner
 Mr. and Mrs. Tom Kean, Omaha
 Mr. and Mrs. Ralph Kuhr, Blair
 Marvin Larsen, Omaha
 Joe P. McGill, West Point
 Tom Majors, Peru
 John R. Martin, Fremont
 Mr. and Mrs. James W. Martin and
 daughter, Chappell
 Ross Miller, Lincoln
 J. B. Murphy, Omaha
 Clifford E. Nelson, Oakland
 Mr. and Mrs. Leon S. Nelson, Albion
 Mr. and Mrs. Charles Radil, Comstock
 Mr. and Mrs. Henry Rasmussen
 and daughter, St. Paul, and guests,
 Mr. and Mrs. Kenneth Ostermeyer
 Mr. and Mrs. Leon Ruff and guests,
 Mr. and Mrs. A. Steenback, Gretna

IN UNITY THERE IS STRENGTH

Mr. and Mrs. August Runge Jr., Columbus
John T. Ryan, Greeley
Mr. and Mrs. Harry Sanders, Jr. and
son, Fremont
Judy Schueler, Omaha
Mr. and Mrs. Glenn Schwarz, Central City
Hubert P. Seigel, Fairbury
V. R. Shimerka, Prague
Ervin F. Smith, Oakland
Charles W. Taylor, Fremont
Mr. and Mrs. A. W. Thompson, Lincoln
E. N. Wagner, Lincoln
Mr. and Mrs. Jim Walker, Omaha
Leonard Walthers, Ericson
Leo Wolf, Ord
Mac Wondra, Omaha
Willis Woodwind, Holdrege
Edgar M. Wright, Lincoln
Rex Young, Plattsmouth
Mr. and Mrs. Adolph Zicht and
son, Norfolk

NEW JERSEY — 5

W. Hinkley, Ogdensburg
John R. Potts, Neshanic Station
Mr. and Mrs. Watson Van Sciver,
Burlington
Herbert Van Pelt, Readington

NEW YORK — 12

Mr. and Mrs. Tim Anspach, Albany
Tim W. Anspach, Albany
Mr. and Mrs. Irwin "Pete" Murray,
Ballston Lake
Harold Spoor, Baldwinsville
Mr. and Mrs. David H. Tracy, Pavilion
Mr. and Mrs. Harris Wilcox and
two children, Bergen

NEW MEXICO — 2

Mr. and Mrs. John A. Overton,
Albuquerque

NORTH CAROLINA — 2

Mr. and Mrs. G. T. Gilbert, Lincolnton

NORTH DAKOTA — 14

Mr. and Mrs. Harold Ellingson, Edgeley
Mr. and Mrs. F. E. Fitzgerald, Bismarck
Mr. and Mrs. Wilbert Kroh, Bismarck
Mr. and Mrs. Bob Penfield, Bowman
Mr. and Mrs. Irwin Reiten, Petersburg
Ray Schnell, Dickinson
Raymond Schnell, Dickinson
Mr. and Mrs. Stanley A. Wald, Berlin

OHIO — 35

Dick Babb, Wilmington
Mr. and Mrs. J. Meredith Darbyshire,
Wilmington
Mr. and Mrs. R. E. Featheringham,
Asheville

Mr. and Mrs. F. B. Gorrell, Hicksville
Mr. and Mrs. Owen V. Hall and
three children, Celina
Mr. and Mrs. Russell T. Kiko, Canton
Clem D. Long, Dayton
Mr. and Mrs. Homer Pollock, Delphos
Mr. and Mrs. Albert L. Rankin and
two daughters, Alger
Mr. and Mrs. Neil Robinson and son,
Mansfield
Mr. and Mrs. Gene Slagle, Marion
Mr. and Mrs. Donald H. Stafford and
daughter, East Rochester
Mr. and Mrs. Don W. Standen and
three children, N. Ridgeville
Jim Wagner, Lorain

OKLAHOMA — 8

Mr. and Mrs. Bryan Blew, Cherokee
Mr. and Mrs. J. D. Blodgett Jr. and
daughter, Duncan

Estes Park, Colorado

August 6, 1962

c/o Silver Saddle Motor Court

Col. Bernard Hart Secretary

NATIONAL AUCTIONEERS ASSN.

803 South Columbia Street

Frankfort, Indiana

Dear Bernie:

Please pardon my neglect in not writing you sooner.

I have just two excuses, one that I left Lincoln for Estes Park early the next morning after the convention, and secondly, have been in a haze, and a daze after receiving the highest honor ever bestowed upon anyone in our profession.

May I take this means of telling all the members of the National Auctioneers Association that the honor is multiplied a million times over that of any world record sale I may have made.

Too, may I congratulate Colonel Corkle, and his most competent staff for having built such an interesting and instructive program, and his gracious wife for her splendid program for the ladies entertainment.

With best regards, I am,

Yours truly,

Art Thompson

IN UNITY THERE IS STRENGTH

Mr. and Mrs. V. K. Crowell,
Oklahoma City
Ed Veirheller, Claremore

OREGON — 2

C. A. Morrison, Grants Pass
Dan B. Roth, Albany

PENNSYLVANIA — 24

Margaret Berry and guest,
Betty Sabatino, West Newton
William H. Boes, North Apollo
Mr. and Mrs. Henry Brooks, Wilkes Barre

Ralph D. Burkett, Ford City
Q. R. Chaffee, Towanda
Arthur M. Drakulic, Trafford
Dan D. Drakulic, Trafford
Ralph W. Horst, Marion
Russell E. Kehr, Hanover
Sam Lyons, Indiana
Wayne R. Posten, E. Straudsburg
Mr. and Mrs. Wylie S. Rittenhouse and
guests, Mrs. Marie Wilson and
three children, Vanderbilt



Col. Jack Gordon, Chicago, Illinois, receives plaque from President Charles Corkle. It was presented in honor of Colonel Gordon's great contribution to the auction profession, and to the National Auctioneers Association.

At the first convention of the National Society of Auctioneers in 1947, Col. Gordon was elected President. He has been a great worker for our organization all through the years of the N.S. of A. as well as with the organization as we know it now, the N.A.A. He never misses a national meeting and only last year he obtained more than 60 new members for the N.A.A.

IN UNITY THERE IS STRENGTH

Mr. and Mrs. R. M. Stewart and
three children, Armagh

SOUTH CAROLINA — 1

Fred Mullis, Lancaster

SOUTH DAKOTA — 9

Mr. and Mrs. Vernell Johnson, Hartford
Leo D. Neilan, Bonesteel

Mr. and Mrs. Reginald R. Oakley,
Silver City

Mr. and Mrs. Joe S. Schmidt, Aberdeen

Mr. and Mrs. Earl Penfield, Lemmon

TENNESSEE — 22

Mr. and Mrs. E. B. Fulkerson and
daughter, Jonesboro

Mr. and Mrs. G. S. Gordon and two
children, Shelbyville

Mr. and Mrs. C. B. McCarter and eleven
children, Sevierville

Mr. and Mrs. Fred S. Ramsey,
Old Hickory

TEXAS — 11

Mr. and Mrs. Walter S. Britten,
College Station

Mr. and Mrs. Bud Curry, Lubbock

Mr. and Mrs. J. O. Lawlis and
grandson, Houston

Mr. and Mrs. Earl R. Smith, Waco

Mr. and Mrs. Bill Wendelin, Henderson

VIRGINIA — 1

J. E. Sutphin, Newport

WASHINGTON — 1

Wes Wendt, Granger



Col. Frederick Sherlock, St. Francis, Kansas accepts plaque from President Corkle in behalf of his father, Ernest Sherlock of the same address, who was hospitalized in Denver at the time of the convention.

Col. Ernie Sherlock has been one of the real wheel horses in the N.A.A. He served as president in 1956-57, a year which still stands as one of the most progressive of this organization. Although one of America's busiest auctioneers, he has always been willing to give his best toward the furtherance of the N.A.A. as well as the many state organizations to which he has lent his assistance. He served as chairman of the 1954 convention in Omaha at which time he was also president of the Nebraska Auctioneers Association. His assistance and leadership in the 1959 national convention in Denver will never be forgotten.

WISCONSIN — 24

Mr. and Mrs. John L. Freund, Omro
Mr. and Mrs. Ernest C. Freund,
Fond du Lac
Mr. and Mrs. Ray Gevelinger, Dodgeville
Mr. and Mrs. Walter C. Heise and
three daughters, Oconto
Mr. and Mrs. Bill Jones, Pickett
Mr. and Mrs. Don Lloyd, Oshkosh
E. J. McNamara, Lancaster
Mr. and Mrs. Leo Sullivan and
daughter, Reedsville
Mr. and Mrs. Peter Van Veghel and
three children, DePere

WYOMING — 6

Mr. and Mrs. George W. Bagby, Laramie
Mr. and Mrs. Paul Brownfield and
two daughters, Riverton

CANADA — 5

Mr. and Mrs. Tom Dent and three
children, Woodstock, Ontario

Secretary's Report

By **Bernard Hart**

Our fiscal year which ended on June 30, 1962, was a continuation of several successful years. As the year closed we had an active membership of 1734 as compared with 1595 a year ago. Pennsylvania went far out in front to lead all other states in members with 163. The next five states in order of number of members are: Nebraska 135, Illinois 133, Ohio 120, Indiana 107, and Wisconsin 84. We have members from all 50 states, as well as Canada and Australia. However, it is interesting to note that the six states mentioned above represent about 43% of the total membership. It is also these same states that have contributed most of the increase in membership the past year.

During the past year your Secretary has attended meetings of State Auctioneers Associations in Oklahoma, Indiana, Iowa, New Jersey, Massachusetts, Pennsylvania, Michigan, Colorado, Virginia, Nebraska, Kansas and Ohio.

Things have been far from quiet in the national office. During the year we received a total of 3,362 pieces of mail, an increase over last year of 260. We sent out 6,298 pieces of mail (exclusive of regular mailings of "The Auctioneer"), an increase of 437 over the previous year.

The only discordant note we have to

offer this year is that while membership has increased our increase in income has not been sufficient to balance the increase in cost of operations.

RESOLUTIONS

The following resolutions were adopted during the business meeting at the National Convention:

(1) **BE IT RESOLVED** that the National Auctioneers Association express their grateful appreciation to the Nebraska Auctioneers Association for their untiring efforts and gracious hospitality in hosting this Convention.

(2) Whereas the Packers and Stockyards Division of the U.S.D.A. has recently proposed an amendment to Section 201.39 of the regulations that would require that no monies be processed by any Livestock Marketing Agency without first the written consent of the owner of such live stock:

And whereas such proposed regulation would serve to hamper all future research, educational, and promotional efforts of the industry, which in turn could have a serious economic effect on agriculture as a whole;

Now therefore be it resolved that the National Auctioneers Association voice its opposition to such regulation by so stating in a letter immediately directed to Clarence Girard, Director of the Packers and Stockyards Division, Agricultural Marketing Service, U. S. Department of Agriculture, Washington 25, D.C.

Note: A copy of this resolution has been furnished and acknowledgement has been received from Mr. Girard.

Election of Officers

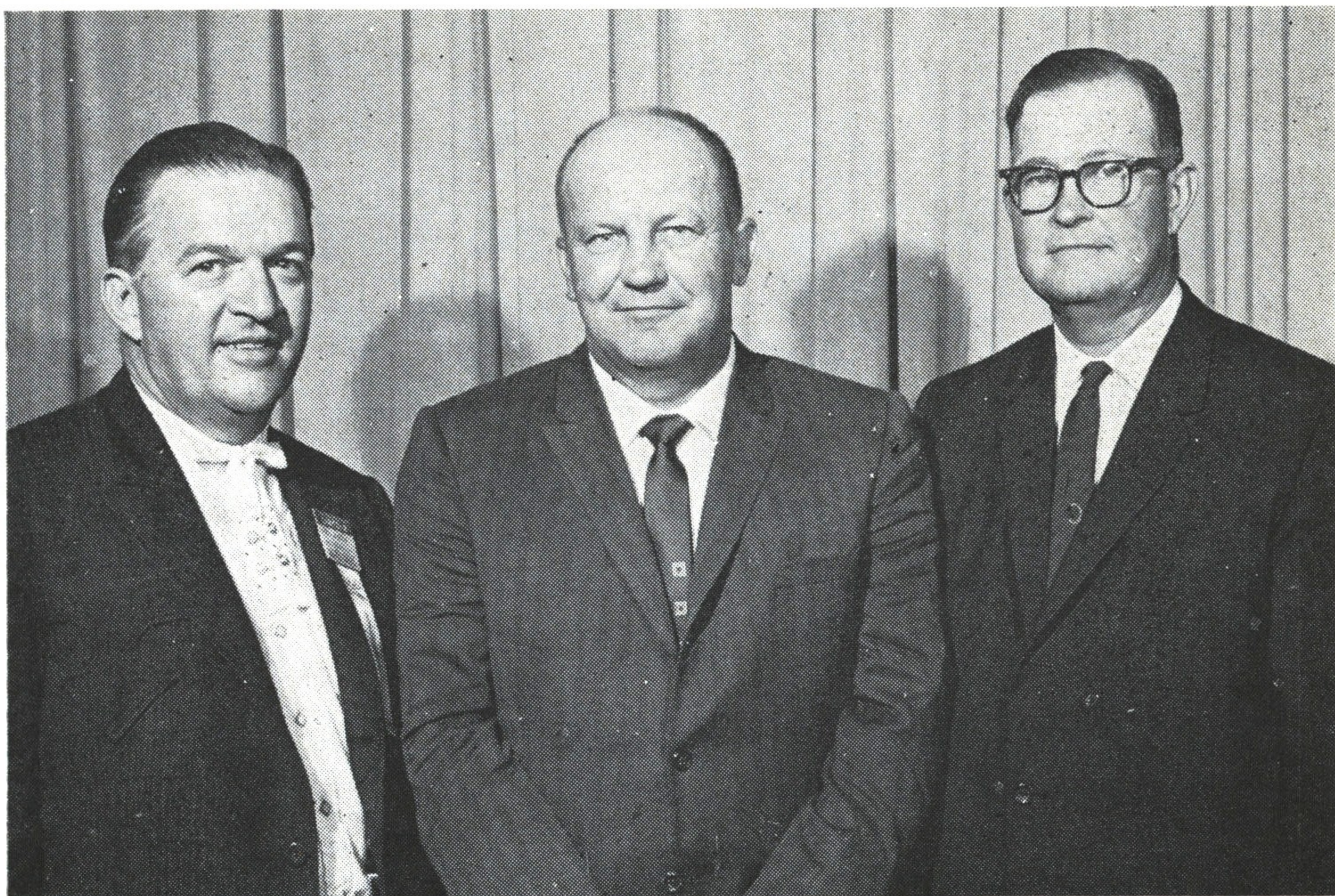
Nominating committee at the 1962 membership meeting consisted of three past presidents, Ernest Freund, chairman, Carman Y. Potter, Harris Wilcox. The slate of officers and directors that was presented to the members was elected by unanimous vote. They are:

President: J. Meredith Darbyshire, Wilmington, Ohio.

1st Vice President: Walter Britten, College Station, Texas.

2nd Vice President: John A. Overton, Albuquerque, New Mexico.

Secretary: Bernard Hart, Frankfort, Ind.



Our leaders for the coming year, President J. Meredith Darbyshire, center with Second Vice-President, John Overton on the left and First Vice-President, Walter Britten on the right.

Treasurer: Henry Rasmussen, St. Paul, Nebraska.

Directors for three year terms:

Charles Corkle, Norfolk, Nebraska
Brad L. Wooley, Little Rock, Arkansas
Ralph Horst, Marion, Pennsylvania
Romaine Sherman, Goshen, Indiana
Bob Penfield, Bowman, North Dakota

Directors whose terms expired this year are: C. B. Smith (deceased), Williamston, Michigan; Sam Lyons, Indiana, Pa.; Lewis G. Marks, Abingdon, Ill.; Ernest Niemeyer, Lowell, Ind.; John Overton, Albuquerque, New Mexico.

Memorial Service

Preceding the 1962 annual business meeting a memorial service was conducted for those members who have passed away during the last fiscal year. President, Charles Corkle, conducted the service and Secretary, Bernard Hart, read the names of those whose deaths had been reported to the national office.

They were the following:

Col. Harry J. Argus, Hammond, Indiana
Col. Tom D. Berry, West Newton, Pa.
Col. Ora S. Burkhardt, Indianapolis, Ind.
Col. Edward Cogan, Chicago, Ill.
Col. Ken Conzelman, Bozeman, Mont.
Col. Ben Garfinkel, Chicago, Ill.
Col. Leon S. Gatson, Winchester, Ky.
Col. Foster C. Hendrickson, Scranton, Pa.
Col. Hugh McGuire, Holstein, Iowa
Col. Lester Pearson, Spencer, Nebr.
Col. C. B. Runyon, Falls Church, Va.
Col. W. P. Scully, Lexington, Ky.
Col. C. B. Smith, Williamston, Mich.
Col. Richard D. Smith, St. John, Mo.
Col. Edward Van Bergen, Chinchilla, Pa.
Col. Earl O. Walter, Filer, Idaho
Col. Jim Wilson, Youngstown, Ohio

Concentration, observation, experience, memory, creation and projection an Auctioneer must make them all the servants of his talents. —B. G. Coats

IN UNITY THERE IS STRENGTH



It is with great sincerity that I say I am proud to be your President. For many years this organization has held very much interest for me. Perhaps mainly because my 'Auctioneer' has always been interested in the National Association and its activities it would have been mighty hard not to have a bit of his enthusiasm rub off on me. We look forward each year to meeting our friends from the many states at the National Conventions. We have said many times, "These are our kind of people." We feel much richer by our association with you.

When one takes on a job such as this many thoughts and goals run through one's mind. Needless to say, we will not accomplish all of them. I will certainly strive, through your help, to make it an eventful year. I'll be looking forward to hearing from many of you and hoping for some suggestions for our next convention.

I am truly proud and happy to serve you as the Auxiliary President. Thank you for the trust you have placed in me.

Mrs. Ernest (Mora E.) Freund,
Auxiliary President

IN UNITY THERE IS STRENGTH



First let me thank all the ladies from Nebraska that made the ladies part of the Convention so successful.

Last year it was a great pleasure for me to act as the President of the Auxiliary. I did not know I had so many friends till I needed their support to help me get through a very difficult time to fulfill my office.

Please, ladies, do not forget to write to me when I am not President because I

will miss you all very much. At this time I would like to thank our very capable new President, Mrs. Freund, for her support and thoughtfulness.

Again ladies, thank you for voting me your President for last year. It was a great honor and please don't hesitate to call on me if I can be of any help to you in the future.

Your past president,
Margaret Berry



Presenting the Officers and Directors of the Ladies Auxiliary to the National Auctioneers Association. Standing, from the left: Mrs. R. E. Featheringham, Mrs. Owen Hall, Mrs. James Buckley, Mrs. F. H. Baldwin, Mrs. John L. Cummins, Mrs. Walter Britten, Mrs. Al Boss; Mrs. Charles Corkle. Seated: Mrs. Lou Stambler, Mrs. Tim Anspach, Mrs. Ernie Niemeyer, Mrs. Ernest Freund, Mrs. David Tracy, Mrs. Tom Berry, Mrs. Lewis Marks. Their respective offices may be found in the insert on the opposite page.

THE LADIES AUXILIARY



State Auxiliary Officers

During the past year several occasions have arisen when the officers of the National Auxiliary would have liked to contact the officers of the State Auxiliaries. In the event of the deaths within the families of two of our National Auxiliary Officers last year it would have been very nice to contact all of the State Officers. We feel so very inadequate not knowing who to contact.

We would also be interested in knowing if you would like a meeting of the state officers at the National convention, perhaps in the form of a brunch or breakfast.

We are therefore asking the National Auxiliary Officers to be responsible for sending us the names of the President and Secretary-Treasurer in her state. Several of the states are not represented on the board, therefore, we have no way of receiving these names for our record.

Won't you have your Secretary send these names to our NAA Auxiliary Secretary, Mrs. Laura Tracy, Pavilion, New York. We would appreciate it if you can get this information in as quickly as possible. We'd like a complete enough list to submit it to our editor for publication in "The Auctioneer." May we hear from you soon?

The Auxiliary Page

Have you noticed how very bare the Auxiliary Page looks many, many months of the year? Perhaps you have asked yourself over and over, 'Why do they have a page for the ladies?'

Our Editor reserves this page so any one of us can send a few bits of news at any time we wish. Many ladies think this is just for the Officers. Maybe this is why it is so poorly represented. We only have fourteen officers and directors. We would like to hear from all of you.

What is news?

We'd like to hear about some interesting trip you have taken, some civic or church project you have worked on, some little family event or better still . . . Some big family event. Starting with the younger members. We'd like to hear about your new babies. We want to keep track of these future Auctioneers.

For those of us who have reached the next plateau . . . Won't you write and tell us about the marriages of your children and especially about your new grandchildren when they arrive. We can't expect to hear all about them the few days we are at convention . . .

So, next time you turn to the AUXILIARY PAGE don't wonder why, just sit down and write the article. It's a habit you'll be happy to begin . . . Don't say we are too busy. Have you noticed some of the very busiest Auctioneers are the ones that contribute many articles each year.

Let's really surprise Bernie this year.

Mora Freund

A \$4 gold piece of 1879 date brought \$5,300 at a June auction of an Ohio coin club.

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

President

Mrs. Ernest Freund, Fond du Lac, Wisconsin

1st Vice President

Mrs. Timothy Anspach, Albany, N.Y.

2nd Vice President

Mrs. Lewis Marks, Abingdon, Ill.

Secretary-Treasurer

Mrs. David Tracy, Pavilion, N. Y.

Historian-Parliamentarian

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Mrs. Charles Corkle, Norfolk, Nebr.

Marks' Daughter Was A June Bride



Of the two persons pictured above, one would have the opinion that the lady on the left expresses a good deal more confidence as she prepares to walk down the aisle than does her escort. The gentleman is no stranger to us as it is Colonel Lewis G. Marks, active auctioneer and N.A.A. member of Abingdon, Illinois. With him is his daughter, Sally Ann Marks, who is just about to be united in marriage to Mr. Ted W. Cramer.

The ceremony took place at the Abingdon Methodist church on the afternoon of Sunday, June 24.

The Marks family is well known to N.A.A. members as Lewis is a life member and has just completed a three year term on the Board of Directors. Mrs. Marks, mother of the bride, has been very active with the National Ladies Auxiliary and has

served in several important capacities. The Marks family are "regulars" when it comes to attending National conventions.

Best wishes of the entire fraternity are extended to the newly-weds.

The Women Bless 'Em!

"When a man answers the phone, he reaches for a pencil. A woman grabs a chair."—Kenny Bennett, Greencastle (Ind.) Graphic.

"No housewives are listed on the rolls of unemployed."—W. E. Barnes, Sleepy Eye (Minn.) Herald Dispatch.

"Some mothers-in-law suffer bad inferiority complexes." — Bert Masterson, Hartsdale (N.Y.) Masterson Press.

"Give a woman an inch and she thinks she's a ruler."—Doyle Harvill, Plant City (Fla.) Courier.

"About the hardest work for a man is looking pleasant while his wife introduces him to a fellow to whom she was once engaged."—John W. Richards, Page-land (S.C.) Journal.

"A joint checking account is one that lets a wife beat her husband to the draw."—Harold J. Blaschko, Arcadia (Wis.) News-Leader.

"A cultured woman is one who by a mere shrug of her shoulders, can adjust her shoulder straps."—Allen A. Korievo, Rutherford (N.J.) South Bergen News.

"When a man and woman marry, they become one. The trouble starts when they try to decide which one."—S. E. Mekeel, Ovid (N. Y.) Gazette and Independent.

"Woman may be physically weaker than man, but she can put a cap on a fruit jar so tight he can't get it off."—J. Dennis Losness, Cornell (Wis.) Courier.

"Two reasons why husbands leave home are (1) wives who can cook but don't and (2) wives who can't cook but do."—John L. Teets, Richwood (West Va.) Nicholas Republican.

"Maybe the girls would dress more sensibly if men noticed sensibly dressed girls."—D. E. Dewell, Algona (Ia.) Advance.

The quickest way to get a lot of undivided attention is to make a mistake.

Exchange Of Ideas Needed For Continued Progress

By COL. POP HESS



The date of the writing of this column is August 13th, and our first issue following the national convention at Lincoln, and the pages of this issue and others to follow will bring out the fine convention it was. This writer looks back over a run of better than ten years now in supporting a monthly column. All the reports received from this 1962 convention shows that the National Auctioneers Association has come a long way in recent years, in becoming a medium where all the auctioneers of the land can tie in close association with the trend of auctions and the auctioneers in action.

Secretary Bernie Hart advised me that I would be expected to keep my column going for this current year, which stretches from September thru July, till next convention. I hope I can work out the kind of words and suggestions that will be of some constructive learning for our readers. After so many years in this, it is hard to avoid some repeated statements. We will dig for subjects of more interest on today's modern way of working and living.

We find many of our programs and systems used in all fields of business and professions are now outmoded. Therefore, to be in greater demand we have to be in the modern line to meet the needs of auctions and auctioneers.

We face many new problems in the direction of rules, regulations, and various laws that are now appearing on the books in states and cities, where we can untangle many of the little knots that are woven into digestive words and regulations by strong state and national associations, who can ask, and be heard. Much of this I covered in my last two columns of June and July before the convention, at which time I received considerable fan mail from many auctioneers in many places, feeling this is the suggestion that can bring out

more results with the word strength to untangle laws already made, etc. So with this statement we leave it as is, for progress in the future.

We here in Ohio as of the middle of August have had a good summer run of auctions held in all divisions. Many good and outstanding farms have been on the auction block and sold by our Ohio auctioneers at prices that are equivalent to any private prices that are being asked. Many even beat the appraisals involving estates. It is really no more uncommon to see farms selling at auction than to see livestock and equipment selling by the auction method. Our Ohio auctioneers have been able to sell their clients on the idea that it can be done without reservations and complications.

Through the summer months we have had several general farm sales, pure-bred livestock sales, and this August thru October will see many junior livestock auctions for juniors with their projects in livestock exhibits at county fairs. These sales are managed and conducted by experienced auctioneers and as these youngsters become men and women in future years, they will enter our rings with a wider experience in the buying and selling of livestock. Today we have in our buying sale rings, people who know the answers, they know values. Therefore, to be an auctioneer today and in the future, our selling force of auctioneers must have all the qualifications. He must be a salesman to meet the bidding market at its highest standard of all time.

Since the year of 1962 has arrived and is now half past, we have had coming into our states many young graduates from auction schools, each wanting to make good and become the leading auctioneer of their community. We wish them

well, however, they face a strong challenge for survival until they can prove to John Q. Public that they are in a position to take over. So as we see it, the membership of state and national auctioneer associations will be the stepping stones to all auctioneers from the youngest to the oldest. Using these stepping stones, we will have for all, in our modern world of today, a better service resulting from better auctions conducted by better auctioneers who are able to meet the challenge to sell at auction with prices that will please the seller as well as the buyer.

Knowing this September issue will have many items on the past convention, I will ring off to make as much room as possible for the convention reports and also to give myself a chance to digest and hash over what I read and hear from out over auction sale land so as to be able to come back in October with some pulse that ticks in this business of being an auctioneer.

Livestock Marketing Congress Concludes Fifth Annual Meet

RAPID CITY, S.D. — The fifth annual Livestock Marketing Congress drew to a close Saturday evening, June 23, with a banquet held in the Sheraton-Johnson Ballroom. This festive occasion was the finale of a highly successful and well-attended event. As a part of the banquet program, officers of the Livestock Auction Markets Association and the National Livestock Dealers Association, along with currently presiding officers, were recognized and introduced.

Newly elected officers of the Livestock Auction Markets Association are Joe L. Sorenson, Roseville, Calif., President; J. W. Prince, St. Johns, Mich., Vice President; W. H. 'Billy' Hodges, Alexandria, La., Treasurer; John Marvin Bliss, Princeville, Ill., secretary. These men will take office in December of this year; President Raymond Schnell, Dickinson, N.D., will continue serving in his official capacity until that time.

National Livestock Dealers Association officers, taking office following yesterday's election, are William D. Reamy, Fred-

ericksburg, Va., President; Cecil Sellers, Hamlin, Tex., First Vice President; J. C. Peterson, Spencer, Iowa, Second Vice President; Glenn Britton, Blackfoot, Idaho, Third Vice President; W. Dean Abrahams, Caldwell, Idaho, Secretary-Treasurer. Retiring NLDA President is C. F. Augustine, Lamar, Colo., who was awarded a distinguishing plaque in recognition of his leadership and service.

David M. Molthrop, Washington, D. C. Executive Vice President of the Committee on State Sovereignty, Inc., was banquet speaker for the evening program—giving his audience a "crusading presentation" directed toward American freedom and states' rights.

The "Statesman of the Year" award, an annual presentation, was given to Raymond Schnell, Dickinson, N.D., currently L.A.M.A. president, in honor and recognition of his leadership and contribution to the livestock marketing industry.

The '62 Livestock Marketing Congress, according to spokesmen of the two sponsoring livestock organizations, was deemed highly successful — in view of a "fine program, business sessions . . . and **most important**, the theme of unity established among these two associations with other livestock organizations represented respectively as participating throughout the Congress program."

Everyone is looking forward to the Livestock Marketing Congress to be held in Denver, Colorado, in June of 1963.

\$10,500 For Penny

NEW YORK—If someone offers you a penny for your thoughts—ask to see the coin.

If it's a 1799 U. S. copper penny, it might be one of that vintage which brought \$10,500 at auction in a Manhattan coin dealer's headquarters.

The penny was sold to Richard Picker, a rare-coin dealer of Albertson, Long Island.

The coin was minted in Philadelphia from a die for a 1798 penny with alterations to change the last numeral in the date to 9. The faint imprint of the 8 can be seen under the 9.

A similar penny made with a 1799 die sold for \$10,000 in 1959.

Elling Appointed As Marketing Executive

KANSAS CITY, Mo. — Carl M. Elling, Marion, Kansas, has assumed the position of the Executive Director for the Colorado and Oklahoma Livestock Markets Associations, it was recently announced from offices of the Livestock Auction Markets Association in Kansas City. Elling's capacity will also include representation of the national association in the state of Kansas.

Elling is originally from Manhattan, Kansas, where he completed his education at Kansas State University with a degree in animal husbandry. Following college, he served as County Agent in Hodgeman county (Kansas) for approximately four years. The U. S. Army gave him a career for the next four and a half years, and upon termination of this time in the service, he returned to his former position.

After a year in Hodgeman county, Elling

then assumed the County Agent's position in Marion county (Kansas), and served in that capacity for six years.

For the past several years, Carl Elling has been in business for himself. His present position with the livestock markets associations of Colorado and Oklahoma became effective June 1.

His brother, R. B. Elling, Chicago, Ill., is well known throughout the livestock industry in his position with the National Live Stock and Meat Board.

Along with Carl Elling's recent undertaking for the livestock auction markets of Colorado and Oklahoma, he will be coordinating plans for the 1963 Livestock Marketing Congress, which will be held in Denver, Colo., June 20-23. According to Elling, at this time, early preparations are being outlined for next year's national event.

Most humans could improve their minds by doing more listening and less talking.



Promotional Items

LAPEL BUTTONS: "Dress Up" with this distinguished piece of Jewelry. **\$2.50 each**

INSIGNIA CUTS: Add distinction to your cards, letterheads and advertising. **\$2.50 each**

DECALS—3 color, reversible, closing out @ **\$25c each.**

BUMPER STRIPS—Advertising the Auction method of selling. **35c each; 3 for \$1.00**

All Items Sent Postpaid

Send your order with remittance to

THE AUCTIONEER

803 So. Columbia St., Frankfort, Indiana

Nearly 400 Memberships Processed In 60 Day Period

New membership applications and membership renewals have kept us pretty well covered up during the 60 day period from June 16 through August 15, but we like it that way and urge you to keep sending in those new and renewal memberships. During the above mentioned period we processed a total of 393 memberships as compared to 260 the same period a year ago. Of this number 68 were new members and five life memberships have been issued.

One of the contributing factors to this deluge of memberships was the large group sent in through the Pennsylvania Auctioneers Association. This state assumed our membership lead during the past year and they mean to hold it for some time to come. However, we expect Ohio, the home state of our President as well as the site of our next convention, to make a good race of it.

Those memberships received are listed below. An asterisk indicates new members.

Carl Steck, Illinois
 *R. L. Holmes, Idaho
 *Bob Anderson, Nebraska
 Jim Reeves, Arkansas
 George Clower, Texas
 *James W. True, Kentucky
 Paul J. Doss, Kansas
 Nettie H. Weddington, Indiana
 J. C. Kornhbrust, Illinois
 Ivan W. Reel, Indiana
 Sam Salmons, Arkansas
 *John M. Vineyard, West Virginia
 *Dale Byre, South Dakota
 *Leo E. Elder, Utah
 *John Wigemyr, Alberta
 *Fred W. Masser, Montana
 *Ray R. Petch, Montana
 Virgil Donovan, Montana
 Ron Granmoe, Montana
 O. D. Ellis, Montana
 Gordon Gross, Montana
 Jack Lackman, Montana
 Frank Bass, Montana
 Ray H. Feragen, Montana
 Bob Thomas, Montana
 Bill Hagen, Montana
 Douglas Steltz, Wisconsin, Life

Frank Gates, Michigan
 *C. P. Strange, Idaho
 *Jim Fulbright, Arkansas
 John Paul Lewis, Tennessee
 L. F. Heidrich, Kansas
 Leonard Yoap, Wisconsin
 M. M. Malinowski, Wisconsin
 Fred C. Gerlach, Wisconsin
 Ike Koelker, Wisconsin
 A. L. Splettstozer, Wisconsin
 Edward Duren, Idaho
 Harvey C. Iverson, Idaho
 L. I. Ricketts, Michigan
 Charles Ray Hudson, Illinois, Life
 *Cliff Mitchell, Minnesota
 John R. Fishdick, Wisconsin
 Andrew Jesse, Wisconsin
 *R. A. Thiel, Wisconsin
 Walter A. Zeck, Wisconsin
 Meyer Gronik, Wisconsin
 Ray Hoffman, Wisconsin
 Richard C. Kossell, Wisconsin
 Floyd C. Persails, Michigan
 Charlie N. Phelps, Idaho
 Marvin Rogness, Iowa
 Donnas Warner, Florida
 Harold Asbury, Indiana
 Laird N. Glover, Indiana
 John C. Stanley, Indiana
 Duane Oberlin, Indiana
 J. F. Sanmann, Indiana
 R. C. Foland, Indiana
 James H. Flickner, Indiana
 Richard G. Bagley, Ohio
 *Henry Curran, Alberta
 Van Smith, Ohio
 Donald D. Day, Ohio
 Donald Mox, Ohio
 Bart Bielenberg, Iowa
 Adrian M. Rhyne, Michigan
 Billy J. Crigler, Missouri
 Wilson E. Woods, West Virginia
 James W. Arnold, Arkansas
 Jack Shuler, Illinois
 David Maxson, Ohio
 *John Modica, Illinois
 *Michael Modica, Illinois
 Harry Kerns, Ohio
 Donald L. Wolf, Illinois
 Willis O. Hanson, South Dakota
 Frank K. Taylor, New York

IN UNITY THERE IS STRENGTH

- Delbert Graft, Indiana
*Dale Forbes, Michigan
Elwyn Bentley, Michigan
Albert L. Rankin, Ohio
Kenneth LaBadie, Michigan
Daniel Levy, Michigan
Norman Levy, Michigan
Frank O. Seymour, New York
James Stickle, New Jersey
Mrs. Marian Stickle, New Jersey
H. W. Sigrist, Indiana
H. Earl Wright, Ohio
William J. Blain, Ohio
Ernest L. Berger, Ohio
Thomas Matthews, Maryland
Charles Lee Furr, Virginia
E. R. Tom, Ohio
W. A. Emerson, New York
Donald Thayer, Indiana
Freddie Chandler, Iowa
F. T. Mathews, North Carolina
George H. Shields Jr., Virginia
G. T. Gilbert, North Carolina
James W. Cushing, Illinois
Robert Gerhart, Indiana
Edward P. Gottschalk, Michigan
*Billy George Wells, Texas
*Dan Dimock, Texas
*Lane R. Hyett, Illinois
George J. Wittstadt, Maryland
Tom P. Whittaker, Vermont
Paul E. Baker, Georgia
Joseph L. Zieman, Michigan
L. Howard Jewell, Ohio
Guy A. Sparks, Oregon
Neil S. Robinson, Ohio
Barr Harris, Maryland
R. E. "Bob" Stanley, California
Billie G. Denton, Indiana
William E. Stinebaugh, Ohio
Stan Haworth, Virginia
George Levitin, New Jersey
John W. Moler, Ohio
William Moon, Massachusetts
*John E. Yager, Indiana
Carl H. Shaw, Maine
Wendell Ritchie, Iowa
Wendell W. King, Iowa
Edward P. Potter, Oregon
Lynn Walters, Oregon
Merlin Woodruff, Ohio
Jim Richards, Oklahoma
Frank Onischuk, Massachusetts
Charles F. Knapp, Illinois
Irving Kaplan, Illinois
Mel Liechty, Indiana
William C. Lawing, North Carolina
Sigmund Shore, Illinois
Peter M. Feinberg, Massachusetts
*Miles Dungan, Kansas
Freeman Smith, Alabama
Bob Jagers, Nebraska
Gerald L. Wolff, Kansas
Kenneth Bumgarner, Ohio
Lewis Bronstein, New York
Loren Albrecht, Iowa
Peter J. Faith, Wisconsin
Eldon Schraepfer, Wisconsin
Nick Didier, Wisconsin
Everett Yoap, Wisconsin
William Bliton, Ohio
Richard K. Mather, Connecticut
Arthur G. Porter, Minnesota
Smithy Preston, Missouri
Albert F. Cox, Missouri
Paige Richardson, Maryland
Max Rouse, California
Bill Rombach, Oregon
Harold D. Parker, Indiana
Joseph W. Thompson, Massachusetts
John W. Jaegers, New Jersey
Donald Kent, New York
Hugh Campbell, Missouri
Michael M. Gordon, Illinois
Harry Hoynacki, New York
Bill Kimmons, Alaska
George W. Cravens, Illinois
*Carl E. Self, Texas
Herman L. Hart, Ohio
W. R. Cox, Virginia
John L. Friedersdorf, Indiana
Norman J. Kirkbride, New Jersey
Tom E. Hays, Ontario
Vernon McCracken, Missouri
Gene Howell, Oklahoma
Kenneth M. Pratt, Massachusetts
Kenneth Davis, Arkansas
Richard Grabfelder, Indiana
Walter Kroph, Ohio
*Lee Lewis, Michigan
William S. Day, New Jersey
P. Frank Stuart, Florida
H. Orville Davis, Massachusetts
Harry Kirman, Illinois
Art Wilson, California
Elman H. Schweiger, Illinois
Charles Adams, California
Tom M. Caldwell, California
*W. A. Cramer, Colorado
Mervin W. Adams, Pennsylvania
Odie Adcock, Pennsylvania
Bernard Bartikowski, Pennsylvania
Ammon S. Boyd, Pennsylvania
Robert V. Bradley, Pennsylvania

IN UNITY THERE IS STRENGTH

John H. Breidigan, Pennsylvania
Henry Brooks, Pennsylvania
C. Morell Brown, Pennsylvania
Kenyon B. Brown, Pennsylvania
Q. R. Chaffee, Pennsylvania
Ronald B. Chaffee, Pennsylvania
John E. Crawford, Pennsylvania
Stanley H. Deiter, Pennsylvania
Albert H. Devore, Pennsylvania
Howard F. Endy, Pennsylvania
Harry A. English, Pennsylvania
John T. Ensminger, Pennsylvania
Lloyd Force, Pennsylvania
H. L. Frye, Pennsylvania
Rufus Geib, Pennsylvania
W. Harlan Gundy, Pennsylvania
Clay C. Hess, Pennsylvania
Val Hochrein, Pennsylvania
L. M. Hocker, Pennsylvania
Ralph W. Horst, Pennsylvania
Russell E. Kehr, Pennsylvania
Clarence F. Kern, Pennsylvania
J. Omar Landis, Pennsylvania
C. J. Leiby, Pennsylvania
Henry H. Leid, Pennsylvania
Chester K. Long, Pennsylvania
Sam H. Lyons, Pennsylvania
Clarence P. Maier, Pennsylvania
Paul Z. Martin, Pennsylvania
Vernon Martin, Pennsylvania
Emmett Mateer, Pennsylvania
Harold Meinhardt, Pennsylvania
Maude Posten Merring, Pennsylvania
Joe E. Miller, Pennsylvania
Roy M. Mitchell, Pennsylvania
Elmer M. Murry, Pennsylvania
Francis R. O'Connell, Pennsylvania
Lee Pillsbury, Pennsylvania
Hubert S. Post, Pennsylvania
James J. Ristimaki, Pennsylvania
Woodrow P. Roth, Pennsylvania
Jacob H. Ruhl, Pennsylvania
Sherman Rumfield, Pennsylvania
Richard Scarver, Pennsylvania
Michael Schnitski, Pennsylvania
Carl M. Shaffer, Pennsylvania
Wayne R. Shoop, Pennsylvania
Harold K. Showalter, Pennsylvania
Elmer V. Spahr, Pennsylvania
Homer H. Sparks, Pennsylvania
Jake Spencer, Pennsylvania
R. M. Stewart, Pennsylvania
Walter J. Thompson, Pennsylvania
Ellsworth Walls, Pennsylvania
Arthur West, Pennsylvania
Harry M. Wimer Jr., Pennsylvania
Clyde H. Wolgemuth, Pennsylvania

Oliver M. Wright, Pennsylvania
John W. Becker, Pennsylvania
Jacob A. Gilbert, Pennsylvania
J. M. Hoffer, Pennsylvania
Clair Kearns, Pennsylvania
Frank Steller, Pennsylvania
I. Taylor, Pennsylvania
Oscar Tostlebe, Iowa
Richard A. Mader, Wyoming
John Kasten, Illinois
William Ponder, California
L. Paul Monks, Tennessee
*Wally Sackin, California
*Leo Proctor, California
*Johnny Permar, California
*Martin Spellman, California
*Loeb L. Cossack, California
*E. B. Rosensteel, California
*Julius Stern, California
*Wilbert W. Orril, California
*B. C. Mitchell, California
*Lester Rosen, California
*C. C. Jenkins Jr., California
*Samuel A. Mannis, California
*Dee Gibson, Hawaii
James J. McGuire, Iowa
*Pat Forristal, Iowa
*Marshall Levy, Illinois
*Charles Weiss, Illinois
*Edgar M. Wright, Nebraska
*D. E. Cuttell, Nebraska
*E. N. Wagner, Nebraska
*Alfred R. Larson, Nebraska
*Virgil Layman, Nebraska
Clyde Carnes, Nebraska
Ernest F. Roloff, Nebraska
Dean C. Martin, Nebraska
Frank Tharp, Nebraska
Charles Tharp, Nebraska
Irwin Murray, New York
Paul Grote, Iowa
Tom Ault, Indiana
Harry Miller, Indiana
*Delbert Alexander, Idaho
*Cecil Patterson, Idaho
Mike Bandy, Illinois
James Kelly, Ohio
Sherman McCrea Jr., Iowa
Gordon Reid, Massachusetts
Crawford J. Carroll, Delaware
Melvin Penning, Illinois
Virgil F. Scarbrough, Illinois
A. C. Dunning, Illinois
Leland Dudley, Iowa
F. E. Bloomer, Iowa
Warren Collins, Iowa
G. H. Shaw, Louisiana

Winifred Hinkley, New Jersey
Tim W. Anspach, New York, Life
John R. Martin, Nebraska
Charles Taylor, Nebraska
F. E. Fitzgerald, North Dakota
Homer Pollock, Ohio
Fred Mullis, South Carolina
John R. Potts, New Jersey
Jewett Fulkerson, Missouri
James A. Buckley, Indiana
Earl S. Bliss, Illinois
H. H. Chambers, Virginia
*Joseph A. Crum, Missouri
Hugh Ownby, Virginia
Ralph D. Zimmerman, Maryland
Phil J. Lambert, New Hampshire
Dean George, Wisconsin
R. C. Riek, Wisconsin
Victor Schiller, Wisconsin
J. L. Judy, Kansas
George A. Mann, Missouri
Francis L. Chromy, North Dakota
Victor W. Nash, Michigan
Francis Haley, South Dakota
*Eugene D. Ridenour, Ohio
Carl Setterburg, Iowa
Kenneth R. Atkinson, Oklahoma
Milton J. Wershow, California
Joe Burgert, Oklahoma
Max F. Bixler, Oklahoma
Tom Scarane, Florida
Johnny J. George, Georgia
Roland W. Bast, Wisconsin
Dale C. Rawdin, Illinois
R. K. Pattin, Ohio
John W. Rigsbee, New York
Gloria Frazee, New Jersey
Richard Tracy, New York, Life
David Tracy, New York, Life
Morris F. Fannon, Virginia
Donald W. Maloney, New York
William A. Maloney, New York
Clyde J. Johnson, Louisiana
Ross Every, Oregon
Ronald Reed, New York
*Norvel Reed Jr., New York
Joseph F. Sedmera, Florida
Everett Johnson, Minnesota
W. P. Drake, Illinois
Ralph T. McClendon, South Carolina
Gene Navalesi, New Mexico
Herb Bambeck, Ohio
W. F. Potts, Georgia
*Stephen Pitman, Tennessee
Nathan Lieberman, Illinois
Earl Kinney, Montana
*Everett Baker, Montana

*Anson Egbert, Montana
T. E. Herman, Montana
Val Prophet, Montana
Robert Cunningham, Montana
Gus Bender, Montana
Kenneth Youngbund, Montana
Willard Schnell, Montana
Bert Boughton, Montana
*Kenneth Thompson, Montana
*Harold Henson, West Virginia
*Marvin G. Wilson, Oklahoma
*Billy Foster, Oklahoma
*Mary Neer, Nevada
Boyd Michael, Missouri
*Thomas Baker, Wisconsin
Christie Mercurio, Rhode Island
Harry Hansbrough, Florida
*Kenneth E. Light, Virginia
*Norman R. Thompson, California
*Michael E. Marks, Illinois
*George Richard Mast, Indiana
*James C. Cox, North Carolina
*Robert W. Matson, New York
*John M. Yonts, Minnesota
Bob Berger, Washington
Robert O. Brannon, North Carolina
Frank W. Mountain, New Jersey
I. Shoolman, New York
*F. W. Marshall, Wisconsin
W. E. Tinnin, Mississippi

Auction Helps Raise Funds For Politico

MEMPHIS, Tenn.—A political auction of art objects contributed by nationally known artists added \$2,135 to the campaign fund of congressional hopeful Ross Pritchard.

About 250 art lovers attended the event at which works by Carroll Cloar, Edward Giobbi, and Maude Falkner, mother of the late novelist William Faulkner, were auctioned.

The money from the sale will help Pritchard in his bid to oust incumbent Rep. Clifford Davis from his 9th District seat.

Someone should invent a real educational toy for children—one that would teach the youngster to put it away when he's finished playing with it.



GRADUATING CLASS, JUNE 1962, WESTERN COLLEGE OF AUCTIONEERING, BILLINGS, MONT.—Bottom row, left to right: James Messersmith, Jerome, Idaho, Instructor; Harley Knopfle, Whitefish, Mont.; John Wigemyr, Edmonton, Alta.; Jack Scott, Dover, Del.; R. J. Thomas, Billings, Mont., Instructor; Lyle Meeks, Brooklyn, Ont.; Verl Durrant, Hyrum, Utah; W. J. Hagen, Billings, Mont., Instructor; Dave Curtice, Charlotte, Mich.; Marvin Hoffman, Fredonia, N. D.

Second row: Leo Elder, Mapleton, Utah; Grant Armstrong, Ft. Collins, Colo.; Hugh Reinhardt, Mitchell, Nebr.; Brad Stickleman, Gothenburg, Nebr.; Harry Jones, Scottsbluff, Nebr.; Ron Kratochvil, Minden, Sask.

Back Row: Larry Bishop, Calgary, Alta.; Jack Bishop, Iricina, Alta.; Craig Britton, Butte, Mont.; Gayle Strole, Westminster, Colo.; Wendell Keeler, Balantine, Mont.; Clark Christensen, Cleveland, Utah; Gene Lenhart, Gordon, Nebr.; O. W. Wilson, Marmarth, N.D.; William Rash, Camden, Del.

Renewals Needed To Keep High Membership Total

Our membership dropped below the 1500 mark for the first time in several months. This was caused by the large number of memberships expiring July 1 and un-renewed as of August 15. We have added more than the usual amount of new members during this period and our membership stands at 101 more than we had at this same time a year ago.

To those of you whose membership expired on July 1 and you have not yet renewed, may we urge you to send in your renewals at once. I know that if you stop and think, the time and effort we spend in bringing in these renewals could be used to better advantage by all of us if it were concentrated on getting new members.

The following table shows our memberships by states as of August 15, with comparative columns of the same time a year

STATE	Members		
	Aug. 15 1961	June 30 1962	Aug. 15 1962
Alabama	5	7	5
Alaska	1	1	1
Arizona	4	5	3
Arkansas	21	15	14
California	38	44	45
Colorado	38	31	32
Connecticut	5	4	3
Delaware	3	3	3
Dist. of Columbia	1	1	1
Florida	15	19	17
Georgia	15	21	17
Hawaii	1	1	2
Idaho	10	7	10
Illinois	119	133	125
Indiana	82	107	90
Iowa	54	61	54
Kansas	66	84	42
Kentucky	65	72	72
Louisiana	7	8	7
Maine	3	3	3
Maryland	12	17	17
Massachusetts	18	25	21
Michigan	40	57	45
Minnesota	14	18	16
Mississippi	1	1	1
Missouri	38	50	37

Montana	39	16	26
Nebraska	91	135	91
Nevada	1	3	3
New Hampshire	3	3	3
New Jersey	30	37	35
New Mexico	8	10	8
New York	41	59	55
North Carolina	15	26	22
North Dakota	9	22	18
Ohio	96	120	104
Oklahoma	21	29	24
Oregon	15	14	10
Pennsylvania	84	163	146
Rhode Island	4	4	4
South Carolina	5	5	5
South Dakota	7	10	10
Tennessee	26	62	23
Texas	50	37	40
Utah	1	3	2
Vermont	5	6	5
Virginia	21	31	28
Washington	11	13	9
West Virginia	9	13	12
Wisconsin	78	84	75
Wyoming	8	14	11
Canada	10	19	15
Germany	1	0	0
Australia	1	1	1
Total	1366	1734	1468

Buyer Announced

LONDON—American oil millionaire J. Paul Getty was the mystery buyer who paid \$532,000 last week for Rembrandt's portrait of St. Bartholomew.

"I did not want a lot made of it at at the time because there is always so much brouhaha (uproar) when anybody buys a painting of that value," Getty said.

The picture was bid in at Sotheby's Auction Rooms by art dealer Colin Agnew. Agnew at the time declined to name the buyer but said the picture would remain in England.

Those who love deeply never grow old; they may die of old age, but they die young.



Col. H. W. Sigrist, Past President of the NAA with birthday cake on his 80th birthday, March 31, 1962. Note the cross-gavel insignia on the cake decoration.

Livestock Terminal Turns To Auction

BALTIMORE, Md.—The Baltimore Union Stock Yards has established auction sales for calves and sheep. The auction sales are held every Monday and Thursday, beginning at 1 P.M.

Frank G. Fitz-Roy, president of the stock yards, said the addition of auction sales to the terminal market method of selling will provide farmers and shippers with a complete marketing outlet for their calves and sheep.

There will be no change in the method of selling slaughter cattle, he said.

Charles Sobart, of Baltimore, who has had both terminal and auction market experience, has been named general manager of the auction sales, and Tom Matthews, of Hampstead, will be the auctioneer.

The calf and sheep auctions are a co-operative effort between the Baltimore Livestock Exchange, represented by the E. A. Blackshere Company, Cooper Commission Company and Myers & Houseman, Inc., and the stock yards.

Baltimore Union Stock Yards identifies itself as the largest livestock terminal market in the East.

Fruit Exchange Sold By Auction Method

COLOMA, Mich.—The Coloma Fruit Exchange, a 42-year-old institution here, was sold for \$285,600 by the chant of an auctioneer—and split three ways in the process.

Stockholders in the co-operative had voted to close and liquidate the business by an overwhelming majority at a meeting April 7 after three years of steady losses.

The packing and storage house, heart of the exchange, was sold to a group of season buyers from the Benton Harbor fruit market for \$130,000.

Inventory of the building was later sold to the same group for \$50,000, a total of 180,000 for building, contents and 4.2 acres of land.

The retail sales building and offices, which fronts the property on Park Street

stretching along the C & O Railroad from east to west, was sold to Charles Zollar, prominent area grower and industrialist, for \$90,000.

Coloma Bank President Allen Baker purchased 4.6 acres of the vacant land at the west end of the parcel for \$15,600 after prolonged bidding.

Auctioneer John Glassman of Dowagiac handled the informal sale involving over a quarter million dollars with the same jovial, rhythmic chant that disposes of canning jars, hogs, and drop-leaf tables.

New Auction School Announces Staff

From the "Auctioneer's Song" to a new school of auctioneering is a logical step, contends Leroy Van Dyke of Nashville, Tennessee, national known recording and TV personality. Van Dyke, a former livestock fieldman, is secretary-treasurer of the new auctioneering school which boasts the top names in the business. Headquarters will be at Mt. Zion, Illinois.

Col. Hugh James of Decatur, Illinois, is president of the school; Col. Ray Sims of Belton, Missouri, is vice president.

From the Angus field the faculty and advisors of the school will include Roy G. Johnston, Ham James, Paul Good, Merlin Woodruff and Ray Sims.

From other breeds and fields of selling will be Jewett M. Fulkerson, C. D. "Pete" Swaffar, Henry C. James, A. W. "Ham" Hamilton, Luke J. Gaule, "Ike" Hamilton, Clive Anderson, George R. Morse, Gene Watson, Dale F. Runnion, Lloyd Cole and Neil Rich.

South Dakotans Will Meet September 16

South Dakota will be the next state to have their own organization of auctioneers, providing a meeting to be held this month achieves the planned results.

Six auctioneers from South Dakota were present at the recent national convention in Lincoln and while there, they recognized the many benefits that could be derived from having an organization in their own state.

They discussed their plans with officers of the NAA and set the date of September 16 at 2:00 P.M., for their first meeting which will be held at the St. Charles Hotel in Pierre. Bernard Hart, Secretary of the NAA, will be present to assist with the organizational plans and other personnel of the NAA are expected to be present also. All auctioneers in South Dakota are not only invited, but are urged to be present for this all important meeting.

ASSOCIATIONS—A MAJOR SOURCE OF BUSINESS INFORMATION—A Management Summary recently released by the Small Business Administration and based on a recent survey, revealed that trade associations are among six major sources for distribution of formal business information. The other major sources listed were: Trade press, professional consultants, public libraries, business and commercial schools and government agencies. The survey further revealed that 38% of the 162 businessmen interviewed belong to one or more associations. Surprisingly, however, it was found from the interviews that the most frequently mentioned reason for not joining an association was the fact that "they had never been asked." The survey was conducted among small businessmen in Colorado. Directing the survey were L. J. Crampon and Stewart F. Schweizer, of the Bureau of Business Research, University of Colorado.

Parke - Bernet 1961 - 62 Sales Exceed 14 Million Dollars

In a season dominated by the Erickson sale of Old Masters, a total of 76 sales held by the Parke-Bernet Galleries Inc., 980 Madison Avenue (New York), art and book auction firm, from September, 1961 to June, 1962, attained the all-time high gross total of \$14,127,516.

The twenty-four Erickson paintings sold for \$4,679,250, more than twice the amount of any previous auction of paintings in the world. Rembrandt's **Aristotle Contemplating the Bust of Homer**, purchased by the Metropolitan Museum of Art for \$2,300,000, brought the highest known price ever paid for a painting. The second top price in the collection was \$875,000, a world auction record, for Fragonard's **La Liseuse**, purchased for the National Gallery in Washington.

Commenting upon the season, Leslie A. Hyam, President of Parke-Bernet, stated: "The outstanding feature of 1961-62 was the unusually large proportion of the season's total which resulted from the sale of paintings. Due essentially to the fabulous Erickson sale, prices for Old Masters outshone those for moderns, and paintings accounted for more than 65% of our gross. Although an auction house such as ours has no control over the kinds of property offered in any one season, when a high market for art prevails, as it does today, especially for paintings of top quality, owners and executors of estates very naturally move to take advantage of it.

"In other categories, we found that collectors' appetite for French XVIII century furniture showed no abatement. English furniture gained in demand and American more than held its pre-eminence, probably stimulated by the activities of Mrs. Kennedy's Fine Arts Commission. Oriental rugs are now solidly back in favor, and the small amount of Chinese art offered, which continues in scarce supply, was avidly bid for. Sales of rare books and manuscripts exceeded pre-auction estimates in almost every case; here again, as in Chinese art, demand exceeds supply. The number of new collectors, coast to coast,

and the increased participation of foreign buyers in major sales was unprecedented."

Major Art Sales

After the Erickson, leading sales included \$1,103,700 for modern paintings and bronzes from the Charles Goldman and other collections; \$1,098,775 for the thirty-nine modern paintings and sculptures of Mr. and Mrs. Adolphe A. Juviler; \$785,650 for the French and other modern paintings from George Friedland and other owners; \$393,335 for the Countess Sala collection of French furniture and **objets d'art**; \$236,125 for Old Master and XIX century paintings and drawings from the Maud Stager Eells estate and other sources; \$194,640 for French furniture and Russian objects of art from the Julia A. Berwind estate and other sources; and \$173,750 for Byzantine icons and Old Master paintings from various sources.

The season came to a close with the sale on the premises of **The Elms**, Newport, R.I., residence of the late Miss Julia A. Berwind, which brought \$415,292, more than \$100,000 over pre-sale estimates. This was the first major sale to be held by Parke-Bernet after the stock market decline. Highlights included a **Madonna and Child** by Joos van Cleve, which sold for \$40,000; a set of six decorative Venetian school mural paintings, \$14,000; an important Tabriz silk palace carpet, \$8,750; a set of four gilded bronze statuettes of **The Evangelists** by Alessandro Vittoria, \$8,000, and an **acajou** marquetry commode, mounted in **bronze dore**, \$6,100.

Paintings

About 2,000 paintings were offered this season in seven evening sessions, five afternoon sales, and in a number of general art sales, accounting for \$9,203,245 of the season's total. Highest prices for Old Masters, after the Rembrandt and Fragonard records mentioned above, were: **Madonna and Child** by Crivelli, \$220,000; Rembrandt's **Portrait of an Old Man**, \$180,000; **La Marquise de Baglion, as Flora**, by Nattier, \$175,000; **Hal's Man with a Herring**, \$145,000; **St. Augustine with Mem-**

bers of the Confraternity of Perugia by Perugino, \$125,000; **Scenes from the Life of St. Augustine** by a South Netherlands Master, \$110,000; and **Princesse Sibylle of Cleves** by Lucas Cranach the Elder, \$105,000. Highest prices for works by later masters included Turner's **Warwick Castle**, \$44,000; **Julie de la Boutraye, Comtesse du Tillet** by Delacroix, \$30,000; and the small Corot figure piece, **Jeune Femme Jouant de la Mandoline dans l'Atelier**, \$35,000.

Top price for Impressionist and post-Impressionist works included \$101,000 for Bonnard's **La Glace Haute**, the world record auction price for this artist; \$81,000 for Picasso's **Cafe de la Rotonde**; \$78,000 for Degas' **Femme S'Epongeant le Dos**; \$77,500 for **Les Amoureux** by Chagall, another world auction record; \$76,000 for Soutine's **Valet de Chambre**; \$72,500 for Sisley's **L'Hiver a Louvecinnes**; and \$70,000 for **Le Pont de Chelsea** by Pissarro. Of additional interest was the sale of a Winslow Homer watercolor, **The Saguenay, Grand Discharge, St. John, Que.** for \$24,000.

Furniture, Objects of Art and Rugs

Sales of furniture and decorations, rugs and objects of art totaled \$3,703,040. Top prices were:

Four Chippendale carved mahogany side chairs by Benjamin Randolph, Philadelphia, \$14,000.

A Louis XV-XVI tulipwood and harewood marquetry tambour-front **bonheur du jour**, by Guillaume Kemp (M.E. 1764), \$14,000.

A pair of Louis XV **acajou** and tulipwood marquetry serpentine-front cabinets, understood to have been presented to Queen Maria Leszcynska, wife of Louis XV, by the City of Paris, \$13,750.

A George I carved and parcel-gilded walnut kettle-base secretary-cabinet, \$13,500.

A Louis XV-XVI tulipwood and harewood marquetry oval occasional table by Pierre Francois Guignard (M.E. 1767), \$9,000.

A Louis XV kingwood and tulipwood marquetry **bureau plat** by Don Durand (M.E. 1761), \$8,000.

Among decorative objects, the most extraordinary prices were for fine examples



Officers and Directors of the Kansas Auctioneers Association took time out to pose for a photograph with the NAA Officers. Standing left to right are: Booth Brown, Foster Kretz, Jack McVicker, Fred Sherlock, Wes Harris, Bill Crites, Wilson Hawk, Lawrence Welter. Seated, Dick Brewer, Paul Hurst, Carson Hansen, Bernard Hart, Charles Corkle.

of the Royal Worcester porcelain birds modeled by Dorothy Doughty.

The thirty-nine-lot collection of Lloyd L. Ward, Jr., brought \$94,650; another group of eight pairs sold for \$24,400. A single **Indigo Bunting Cock on Sprig of Plum** fetched \$12,000, and a pair of **Redstarts in Hemlock**, \$10,500. A superb group of French XVIII century silver from the Baron Maurice V. de Vaux collection brought \$22,485; the first major collection of XVII and XVIII century Delft faience to be offered at auction in New York fetched \$44,440; and a group of Russian silver, enamels and paintings, \$22,100. A terra-cotta bust of **Mme. Vigee-Lebrun** by Pajou sold for \$16,500; a pair of Louis XV **bronze dore** and powder blue porcelain ewers, \$11,500; and a pair of Vienna porcelain statuettes of fawns, c. 1760, \$7,000.

Some particularly fine rugs and tapestries were offered during the season, among them a Louis XIV Royal Savonnerie carpet, c. 1760, understood to have been presented by Louis XIV to his Minister of Finance, Jean-Baptiste Colbert, which brought \$32,500; a superb Bessarabian carpet, c. 1835, \$10,000; a George III Axminster carpet, c. 1790, \$9,500; a magnificent Louis XVI Aubusson armorial carpet, c. 1785, \$8,000; and a Louis XIV Beauvais **grotesquerie** tapestry after J. B. Monnoyer and Jean Berain, by Philippe Behagle, c. 1790, \$7,000.

Oriental Art, Unusual Categories, Jewelry

There were four sales of Chinese and other Oriental art, which produced an aggregate total of \$299,390. Top individual prices were achieved by an Imperial carved white jade pagoda-form incense burner of the Ch'ien Lung period, \$11,000; a pair of carved **fei-ts'ui** jade statuettes of important size, \$7,500; and a pair of Chai Chi'ng Imperial carved **fei-ts'ui** jade bronze—form libation vessels with covers, \$7200.

Specialized collections included one sale of Classical and Near Eastern antiquities and Gothic and Renaissance art for \$49,075; three sales of diamond and other precious-stone jewelry, totaling \$537,015, with a magnificent pair of ruby and diamond pendant earrings going for \$47,000, and a 9-carat diamond ring for \$32,500. Original book illustrations, political car-

toons and miniature paintings by the late Arthur Szyk brought \$29,330.

Books and Manuscripts

Under the direction of its new head, Robert F. Metzdorf, the Book Department made considerable progress in advancing its position as the center of American book auctions. Eighteen sales were held, producing a total of \$584,556. Of particular note was a unique collection of French XVIII century historical documents from the archives of the Comte de Maurepas, the bulk of which was purchased by a private buyer for Cornell University, and which realized \$53,655. Other notable sales included English and American first editions and colored plate books collected by the late Charles C. Auchincloss, which brought \$78,377; the Germaine Montabert collection of scientific, historical and musical manuscripts and autographs which, with additions, sold for \$69,482; and three sales of documentary Americana and other literary material from the Forest H. Sweet and other collections, which realized \$159,123.

Highest individual prices were: \$19,000 for Einstein's letters on the Unified Field Theory; \$13,500 for a Sigmund Freud-Theodore Reik correspondence, a significant archive in the history of modern thought; \$7,250 for the most important collection of source material relating to the Dreyfus Affair ever to appear at public sale; \$6,200 for a copy of the first edition of Gray's **Elegy**; \$6,000 for the original manuscript of Tennessee Williams' **The Glass Menagerie**; and \$5,000 for a first edition of Thomas Dibdin's **The Biographical Decameron**, extra-illustrated with fine illuminations.

Public interest was widely aroused by the timely offering of a small group of Astronaut John Glenn letters which brought \$425, in the same sale that a group of Lindbergh papers went for \$3,500. Among other Americana, the original deed from the Chippeway nation for land which today is part of Detroit, brought \$3,400; a rare book printed at Benjamin Franklin's press at Passy, 1782, \$2,100; a Samuel Huntington letter concerning the treason of Benedict Arnold, \$2,100; and the correspondence of Gen. James Wilkinson with Estevan Miro, Spanish Governor of Louisiana, \$3,750.



Above are two scenes from the James Stewart Sale, one showing the location and the other an action shot of an outstanding auction held in Pennsylvania. This was the sale of a hardware store established 103 years ago by the grandfather of Jimmy Stewart of movie fame. At the time of the sale the store was owned by Stewart and his father, who was also a race horse man.

The lower picture shows Sam Lyons at the microphone with the late Tom Berry out in front catching bids. This sale took place the week before Col. Berry's death. The crowd was so large that for the first 3 days a \$50.00 deposit for admittance was required in order to keep the crowds small enough to conduct the auction.

Auctioneers From Oklahoma Meet

Meeting was called to order at 10:30 A.M. July 23 by the President, V. K. Crowell. After some opening exercises the minutes of the last meeting were read by the Secretary. There was just a fair attendance. Two special guests of the group were Charles Corkle, President of the National Association, and R. W. Deweese of the Missouri Auction School.

The morning period was taken up by the reading and discussion on the Licensing Act that had been prepared by the President. There was considerable discussion on the matter and Delbert Winchester of Enid made a motion that the whole matter be tabled until further study had been made. The motion lost by a 7-6 vote.

The group moved to the dining room at 12:00 and a good dinner was served. There was a welcome address by Mayor James H. Norick of Oklahoma City. The guest speakers were then introduced and each made a very interesting short talk. President Charles Corkle invited all to attend the National Convention at Lincoln, Nebr., on July 19-20-21. Col. Deweese also stressed the importance of Associations as well as attending the National. He also invited us all to visit the Missouri Auction School any time that it was possible for us to do so.

The business session was called to order again by the President after moving back to the room allotted us. The legislative act was again taken up and more discussion. It was moved by Elvan Markwell and seconded by Buddy Lohman that we have the bill drawn up in legal form and authorized the expenditure of funds for legal work. The motion carried by the vote of 10 to 2.

Two expense paid trips to the National Convention were awarded to Alma Crowell and the Secretary, Bryan "Bill" Blew.

A motion was made, seconded and carried that we change our Association year from Sept. 1st to Sept. 1st to July 1st to July 1st.

It was voted to continue our policy of contributing the current years membership to all new Auction School graduates.

Officers elected for the coming year were: President, Elvan Markwell, Meeker,

Oklahoma; 1st Vice President, Joe Burgett, Ponca City, Okla.; 2nd Vice President, Charles Brown, Chickasha, Okla.; Secretary-Treasurer, Bryan "Bill" Blew, Cherokee, Okla.

New Director for 3 years, Ed Veirheller, Claremore, Okla.

Holdover Directors: 1 year, Bob Goss, Carmen, Okla.; 2 year, Melvin Cherry, Fletcher, Okla.

It was voted to hold the 1963 convention in Shawnee, Okla. on the second Tuesday or the 9th of July, 1963.

It was also voted to continue with the awarding of two expense paid trips to the National Convention.

Bryan "Bill" Blew,
Secretary-Treasurer

Controversial School Ended With Action

MONTEAGLE, Tenn.—The most controversial landmark in modern Tennessee history was broken up and swept from this mountain-top area Saturday, July 7, 1962 as Highland Folk school was sold at public auction.

The court-liquidated school and its 30-year rough-and-tumble fight with Southern politicians, legislatures and courts became nothing but history as its real estate and last physical assets brought a total of \$43,700 in four hours of bidding.

Highlander's furnishings and equipment were sold at an auction last December.

Mr. and Mrs. Marshall Meeks of Tracy City, Tenn., purchased the lion's share of the property Saturday, including the house once occupied by Myles Horton. He was Highlander's director from the day it was born in 1932 until it died at the steps of the U. S. Supreme Court last Oct. 9.

Meeks, a Grundy county businessman, also bought 100 acres of the school's 175 acres of land, seven lakefront lots and one other house. He paid a total of \$17,000 for his purchases.

The Highlander administration building went to H. D. Patton of Pelham, Tenn., for \$7150. All other sales were for much smaller amounts.

The adult education institution caught the fire of Southern leaders on two counts during the years: For training labor organizers during the 30s and early 40s, and

later for being a major planning center of such civil rights movements as the sit-ins and "freedom rides" that swept the South.

The major critic of the school was U. S. Sen. James O. Eastland of Mississippi, who once charged that Communists had been on Highlander's staff. The charge has hotly denied by Horton.

Some of its long-time supporters were Mrs. Eleanor Roosevelt, author Harry Golden and the Rev. Martin Luther King, Jr.

After being investigated by the Georgia and Tennessee legislatures, Highlander had its tax-exempt state charter revoked in 1960 on grounds that beer was sold on the campus without a license and that the school existed for Horton's personal gain.

The state supreme court upheld the revocation on appeal, but refused to rule on a third part of the conviction: that Highlander was in violation of state segregation laws. The U. S. supreme court refused to hear the school's appeal.

Horton has now moved to Knoxville, Tenn. He was granted a state charter for a similar institution, the Highlander Research and Education center.

A lot of people get their thoughts second hand. If they didn't, they wouldn't have any.

Give To Get

By MARGARET RORKE

It's an old and proven doctrine
That no man's disputed yet:
In all forms of his endeavor,
He must learn to give to get.
Without labor in his business,
He most certainly will fail.
Without toil at plow and harrow,
He'd have little food for sale.

* * *

Every youngster finds that effort
Must be plied in making "grades."
He who doesn't do his schoolwork
Knows his chance for progress fades.
He's aware, if out for football,
That it's muscles, will and sweat
That produce the winning touchdown—
He just has to give to get.

* * *

But this truth may be forgotten
In our patriotic thought.
We are apt to take for granted
That for which our fathers fought.
We enjoy the rights and pleasures.
With the values we agree
Without pausing to consider
Even Freedom isn't free.

Hay is something we must make between
the time we get out of it and the time
we hit it.

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Col. Lewis W. Campbell—Wyandotte
Col. Buck Cargill—Oklahoma City
Col. V. K. Crowell—Oklahoma City
Col. Jim Richards—Spencer

OREGON

Col. Virgil R. Madsen—Halsey
Col. C. A. Morrison—Grants Pass
Col. Virgil Munion—Roseburg
Col. S. J. Frey—Sweet Home
Col. Lynn Walters—Clackamas

PENNSYLVANIA

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

RHODE ISLAND

Col. Max Pollock—Providence

SOUTH DAKOTA

Col. Reginald R. Oakley—Silver City

TENNESSEE

Col. J. Robert Hood—Lawrenceburg
Col. H. C. "Red" Jesse—Morristown
Col. C. B. McCarter—Sevierville
Col. L. Paul Monks—Fayetteville

TEXAS

Col. Dub Bryant—Big Spring
Col. Wayne Cook—Dallas
Col. Russell de Cordova—Mexia
National Auction Institute—
College Station
Col. Earl S. White—Madisonville
Col. K. L. Espensen—Tyler
Col. J. W. Foust—Lubbock
Col. Tom Jeffreys—Andrews
Col. W. J. Wendelin—Henderson
Texas Auction Co. (J. O. Lawlis & Son)
Houston

WASHINGTON

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

VIRGINIA

Col. Willie T. Catlett—Lynchburg
Col. Harry D. Francis—Newport
Col. David H. Gladstone—Norfolk
Col. J. E. Sutphin—Newport

WISCONSIN

Col. Joseph W. Donahoe—Darlington
Col. Fred C. Gerlach—Brookfield
Col. W. C. Heise—Oconto
Col. Willard Olson—Delavan

WYOMING

Col. Richard A. Mader—Gillette

ELSEWHERE

The Ladies Auxiliary to the
National Auctioneers Association

THE MEMBERS SAY . . .

Dear Bernie:

The Illinois Fall Convention will be held at Springfield, Illinois, October 28-29, 1962. I certainly hope you will all try to attend. "Be anything, but be there."

Thanks,
Charles Knapp,
President

* * * *

Dear Bernie:

Just a few lines to remind you that we, my wife, Cheryl and I, really enjoyed the convention. To me it was very educational

and everyone was so friendly and nice. The Nebraska folks were on their toes along with others that helped make it a very enjoyable convention.

I sold 80 acres of level black land at auction last Saturday, July 28th near Farmersville, Illinois. It sold for \$505.00 per acre. I also have 180 acres to sell near Raymond, Saturday, August 25th. Hope you and family are all O.K.

Best wishes to all,
Art Billiter
Harvel, Ill.

IN UNITY THERE IS STRENGTH

Dear Bernie:

As Secretary of the Pennsylvania Association, it gives me great pleasure to be sending you the following letter.

We have 136 members who have a joint membership in the Pennsylvania Association and the National Association who are already paid up until July 1, 1963. We also have 6 renewals of Pennsylvania who have not as yet joined our Pennsylvania Association, but have been and continue to be N.A.A. members. In addition to this, Pennsylvania has 3 life members as stated in the July issue of "The Auctioneer."

The grand total of these members is 145 which guarantees Pennsylvania's leadership of states for the fiscal year. Pennsylvania would like to take this opportunity to throw down the gauntlet to any of the 50 states to better this record before July 1, 1963. Pennsylvania might add at this time that we will have additional new members within the next 12 months. So, we, without any fear, make the statement that no other state can exceed the Pennsylvania membership during the ensuing year. If this will goad any state into beating us, it will certainly help swell the N.A.A. ranks during the coming year.

Sincerely,
PENNSYLVANIA
AUCTIONEERS ASSN.
Kenyon B. Brown, Secretary

* * * *

Dear Bernard:

It is with deep regret that I will not be in attendance at our National Convention this year. This is due to the fact that I have five nice real estate sales booked for the next six weeks.

I had a nice sale on June 9th. It was considered one of the most successful auctions held in this part of the country in the last ten years. We sold 30½ acres divided into 62 lots for a total of \$140,250.00. On the strength of this sale we were able to book these other sales.

You will find enclosed my check to cover the renewal of my membership in the association.

Give my regards to the boys in Lincoln.
Yours in auctioneering,
Col. W. Craig Lawing
Charlotte, North Carolina

* * *

Dear Col. Hart:

I am sending my check for one years

dues in the National Auctioneers Association. I would hate to miss even one copy of "The Auctioneer." I am enclosing a copy of the Baltimore Union Stock Yards News. This is one of the oldest terminal yards in the nation. In April, calf and sheep auctions were started here for the first time. I am happy to have been chosen as auctioneer for these sales. Since the opening of the auctions receipts of calves and lambs have increased sharply.

This now gives me five regular auctions of livestock each week.

Yours truly,
Thomas Matthews
Hampstead, Maryland
* * *

Dear Bernard:

While mailing out these sale bills on this outstanding antique auction, I thought I would take time to write to you and "The Auctioneer."

I have been an auctioneer for the last 25 years except for 5 years in the Army in World War II, and I am in the general auctioneering, farm sales, furniture and real estate. I have sold hundreds of sales around Junction City and in Kansas as a member of the National Auctioneers Association. I have enjoyed your magazine very much. The articles are very helpful for young and old auctioneers alike.

I enjoyed seeing you at the Kansas Auctioneers Association convention this month, and hope to see you in Lincoln, Nebraska at the National Convention.

Sincerely,
Bill Crites,
Junction City, Kansas

TO ALL AUCTIONEERS

Thank you all for the very thoughtful Memorial Service held in the memory of Tom. It was the first convention since the beginning that Tom had missed, therefore, the service made him very close. It also showed how many firends he had.

Thank you very much.

Mrs. Tom Berry

* * *

City Auction

SAGINAW, Mich. — Public auction of nearly 50 pieces of city mechanical equipment, including used automobiles and trucks, yielded a total of \$13,986, according to City Treasurer William T. Collison.

Montana Auctioneers Enjoy Interesting Miles City Meet

By W. J. "Bill" Hagen, Secretary

The Montana Auctioneers Association met in Miles City, Montana for their Summer meeting, August 4 and 5th. The meeting was highlighted, with the guests from other states, including Ray Schnell, Dickinson, North Dakota, who needs no introduction to auctioneers anywhere. Bob Penfield, Bowman, North Dakota, newly elected Director of the National Auctioneers Association, and Joe S. Schmidt, Aberdeen, South Dakota, who attended, with the thought that South Dakota will organize their State Association, in Pierre, South Dakota, September 16. Montana, South Dakota, and North Dakota, being of one mind, he was interested in the harmony of their group going along with the thinking

of the afore mentioned states.

Setting this meeting apart was the program worked out by Vice President Willard Schnell, Miles City, and convention Chairman. Registration at 11 A.M. Saturday, at the Elks Club, was followed by a buffet luncheon at the Cross Roads Inn, a typical Western log building, famous for its Western hospitality.

At 1:30 the group attended the afternoon activity, of the Steer Roping Contest. The delegation had a reserved section in the grandstand, properly marked for the Montana Auctioneers. Prior to the roping where twelve of the top ropers of the nation competed, a Calcutta Auction was held, with guest auctioneers selling each of the



Members of the Montana Auctioneers Association met in Miles City. Left to right on the front row are Gus Bender, Billings; Ray Schnell, Dickinson, N.D.; R. J. "Bob" Thomas, President, Billings; Jack Lackman, Hardin; Joe Schmidt, Aberdeen, S. D.

Second row: Ansell Egbert, Harlem; Bob Penfield, Bowman, N.D., National Director; Willard Schnell, Miles City; Gordon Gross, Worden; W. J. "Bill" Hagen, Billings, Secretary.

Back row: Kenneth Youngbund, Miles City; John Kujath, Billings; Don Wright, Glendive; Bert Boughton, Jordan; Jack Ellis, Lavina; Frank Bass, Lewistown; Ronnie Granmoe, Glendive; Bob Cunningham, Hysham.

Not shown in this picture are Kenneth Thompson, Billings; Merel Clark, Marmarth, N. D.; Willis O'Connell, Miles City.

roper. Prices ranged from \$50 to \$230.00 depending on the popularity of the roper. Incidentally the dark horse roper from Thermopolis, Wyoming, Clark Jackman, a newcomer in the contest, nosed out the veterans, Everett Shaw, Clark McIntyre, Jim Snively, and Bob Moore. The Auction was exciting, and added much interest to the afternoon program. Twelve ropers competed, paying an entry fee of \$300.00 each, for the privilege of roping five steers. The roping will be a story in itself, and when the colored pictures taken by Bob Penfield are returned we promise you a story on this. Auctioneers can cash in on the Calcutta in any sporting event.

Following this exciting afternoon, a no host cocktail hour was held at Red Rock Village Supper Club followed by a Buffet Banquet of Prime Montana Roast Beef and all the trimmings. Ray Schnell, Dickinson, North Dakota was guest speaker. The meeting was conducted by R. J. "Bob" Thomas, Billings, President of the association. Bill Hagen, Secretary, also of Billings was Master of Ceremonies. Wives and children of the members added much to the occasion.

During the Saturday afternoon program, the children not particularly interested in the roping event, were taken to the local swimming pool.

Sunday morning the business session was called to order at 10:30 A.M. with horse back riding provided for the children and wives not interested in the business session. The session was well attended, as evidenced by the photo.

At 2:15 the convention was adjourned, with those in attendance going to a beautiful park on the Yellowstone river for a delicious Steak Fry, arranged for by our convention Chairman, Willard Schnell, who assured us that the Beef we ate had been sold by Auction when on the hoof. About four o'clock the visitors to Miles City, the Cow Capitol of the West, saddled their horses, hitched up their teams, or filled a gas tank, and headed home, with the feeling that they had enjoyed a wonderful time, accomplished much in their business session, and had enjoyed the fellowship of many who are interested in the same profession they are.

Come see us in Montana.

Equipment Auction Attracts Farmers

HIGHTSTOWN, N.J.—There was a brisk swing to his walk and a glint in his eye. You would have thought that George L. Lowin of Jamesburg had just purchased a new automobile instead of a second-hand tractor and cultivator at a farm equipment auction here.

"This is a wonderful opportunity for me," he said. "A few years ago I was not expected to live. A tree fell on me while I was at work. Even when I recovered, I never thought I would farm again, so I sold all my equipment."

Mr. Lowin explained that he took advantage of the auction to return to work.

"It's good to be able to farm again," he said.

Mr. Lowin was among 1,000 farmers from six states who took part in an auction of farm equipment here recently. The auction was staged by Edward Szczepanic who doubles as mayor of Monroe Township and as a Massey Ferguson farm equipment dealer.

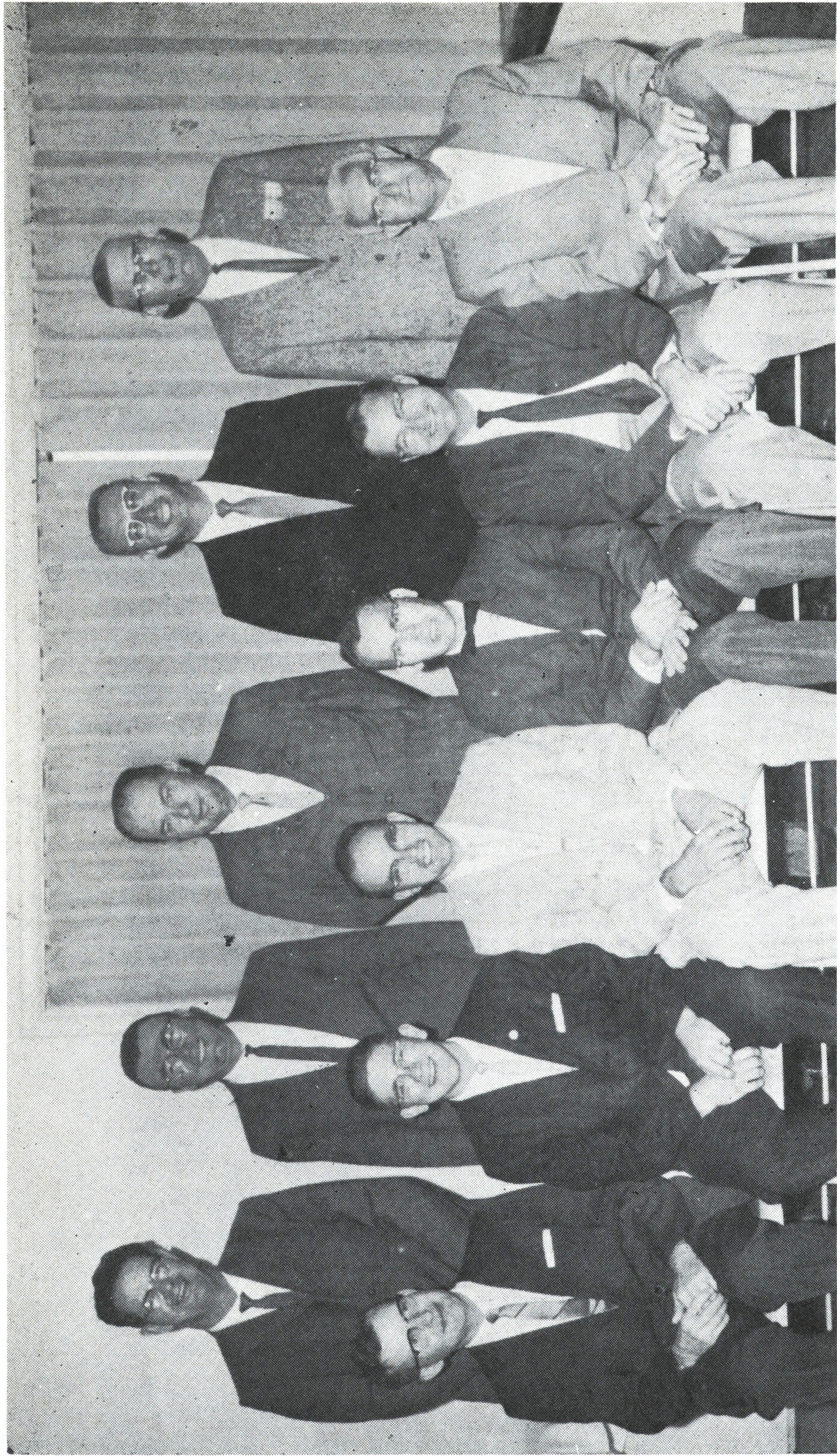
The auction, attended by many farmers from Monmouth County, is an annual affair sponsored by Mr. Szczepanic. He says the auction helps farmers interested in changing their crops to acquire the equipment needed for planting and harvesting.

An interesting feature of Szczepanic's auction is the use of numbers instead of names in registering the highest bidders. Because of the time lost in getting the proper spelling of names, bidders are assigned numbers. When a farmer has the highest bid his number is placed on the inventory list next to the item. He picks up his purchase by showing his number at the end of the day.

The auction has attracted the interest of farmers in New York, Pennsylvania, Maryland, Delaware, and Virginia. Four Massey-Ferguson representatives came up from Maryland to watch Mr. Szczepanic's auction.

It is being planned again for next year.

One old codger to another: "If they'd had electric blankets and sliced bread when I was young, I'd never gotten married."



Pictured are the graduating class of "colonels," advanced students and instructors of the summer course offered through cooperative efforts of Boise Junior College, Idaho State Board for Vocational Education and Intermountain Auction Institute. Front row, left to right, are Paul D. Nelson of Boise, coordinator; David Hardman of Baker, Ore.; Henry L. Douy of Caldwell, Idaho; Calvin Crandall of Madras, Ore.; LaRue Bevington of Boise and Wayne E. Harper of Bend, Ore. Second row: Paul L. Owens of Boise; Kent Cist of Fruitland; Willard Harder, Bob Wesely and Al Decker all of Boise.

Treasurers In Your Attic

If it's old, we'll buy it! That's the word from dealers of early American items from homes and farms, classed as either junk or antiques, depending on your viewpoint. "Hot" items range from tin cookie cutters to big iron pots, from mechanical toy banks to player pianos.

First, a distinction needs to be made. Genuine antiques, fine old furniture, glass, and china, have been in demand for many years and the good pieces now have amazing values. New trend in the antique business is the growing demand for a wide assortment of objects that have little value in themselves but are purchased to give atmosphere to a home, recreation room, or business. Sometimes the buyer is attracted by pure nostalgia — Grandma used to have one of these! Value of these items is based only on what the customer is willing to pay.

Iron pots, wash boilers, they're all in demand. Items made by hand in a blacksmith shop — or smithy tools themselves — are especially good. Even horseshoes have some value.

Bells are particularly good. Big dinner bells are selling for a premium—\$25 is standard for any bell. Cow bells are prized, too, and horse or ox bells sell even better.

Wooden items are moving, like old churns, butter molds, paddles, pine chests, flour bins and the like. Butter molds are worth more if the design is a cow—a cow's head is good but a whole cow is even better. Old pine objects are coming into favor.

Getting in on the trend in tin. Cookie cutters are selling nicely, also. So are old rolling pins.

What about values in any antiques—the good things or the junk? Dealers must know values to make a living. They read their magazines, pore over catalogs.

Dealers often are content with making a satisfactory profit and price their objects with this in mind. Sometimes on cheaper items the price may be marked up double that paid. But more likely it will be a margin of 25 to 50 per cent.

When restoration or refinishing is involved, then the mark-up must be more, of course. But it is very difficult for deal-

ers to get repaid for all their labor in this kind of work. They usually do their work in slack times and figure that they do not have to be paid in full.

Now, it's time to check your attic and the back shed on the barn. Surely, you can find some treasurers.

Two Pennsylvanians Claimed By Death

By Kenyon B. Brown

Two members of the Northeast Chapter of the Pennsylvania Auctioneers Association and also members of the National Auctioneers Association passed away suddenly within one week of each other.

Foster Hendrickson, Secretary-Treasurer of the Northeast Chapter since its inception, was ill only a short time when he passed away. This key man who rarely missed local and state meetings was a firm booster of all auctioneer groups.

Edward Von Bergen, another valued member, dropped dead on the auction block within a few days of Foster's passing. Ed was respected for his excellent advice and was a speaker at the annual P.A.A. convention in 1961. No one can fill his place in the hearts of all auctioneers who knew him.

Our deepest sympathy goes to the families of both of these valued Pennsylvania members.

Historic Medal Sold For \$1,500

LONDON—Britain's highest military decoration, a Victoria Cross that was won during the Egyptian campaign of 1882, was sold at Sotheby's Auction House for \$1,540.

The Cross and the Egyptian Medal were won by the late Pvt. Frederick Corbett. It was first sold after his death in 1956, for \$952.

A good wife laughs at her husband's jokes, not because they are clever but because she is.



The attendance was so great that the Grand Banquet was moved from the Hotel to the large Pershing Auditorium in Lincoln. Seating arrangements made it impossible to get a picture of the entire body. The above photo shows the speaker's table. Note the Ohio publicity in the background.

Cowboys Still Come To Dodge City

DODGE CITY, Kan.—Back in the early 1870s this was a rough and ready town, the end of a long dusty trail for cowboys driving cattle from Texas and Oklahoma.

Their pockets replenished by a hefty payday, thirsty cowhands headed for the saloons and poker tables. Some wound up on Boothill, burial ground for those too slow on the draw.

Today, this bustling, modern city of 13,000 seldom sees a gun fight. Under Kansas' strict liquor laws taverns can't sell anything stronger than beer. Gambling is prohibited. But cowboys and ranchers continue to congregate here.

Cattle Business Bigger

Because in one respect Dodge City hasn't changed much—the cattle business is bigger and better than ever.

Dodge City has the state's largest livestock sales ring business—where livestock is sold at auction.

As a matter of fact, the folks here tell you more feeder and stocker cattle are sold at auction in Dodge City than any city in the world. They back up their claims with cold figures.

In the past two years, more than 770,000 head of cattle, worth more than \$121 million, have been sold through Dodge City's two livestock sales rings — as much as \$3 million worth in one week.

770,000 Sold

Within a 150-mile radius of the city, you might find in a peak period 500,000 head of cattle grazing on a steer's delight, lush wheat pasture.

In the immediate vicinity of Dodge City, there are nine commercial feed lots with a total capacity of about 25,000 head of cattle.

These commercial operators feed cattle for anyone — speculators, the drug-store cowboys or full-time ranchers—using the latest mechanized equipment.

But the livestock sales rings don't only draw their supply from the Dodge City area. Cattle are shipped from and to such distant points as Florida, California and Washington. Buyers come from all over the country.

Livestock sales rings are not new but the volume of cattle being marketed in

this manner has been growing tremendously in recent years.

Watches Calves

Harry Hessman, a rancher east of Dodge City, kept one eye on a group of sleek calves milling around the sales ring as bidders upped the price under the auctioneer's machine-gun chant, and commented:

"I've sold cattle all over—including the big terminal markets. But this market is closer and more convenient. You save on transportation costs, and the big thing, the prices are just as good, sometimes better."

"There are more buyers and more competition here than at livestock terminals," says Ted McKinley of the McKinley-Winter Livestock Commission Co., "We've got more bidding here."

The development of highways, truck transportation and the changing nature of the small town are factors in the growth of community sales rings.

Unlike the old days when cattle owners dickered with buyers in a noisy saloon, a rickety building or on a hot, dusty street, their modern-day counterparts have the best facilities.

They can sit back in theater-type seats, in an air-conditioned building as the auctioneer does the pleading and goading for a higher price.

If they want a good meal, they can go down on the first floor to a spic-and-span restaurant. Or, if they need a new pair of boots or a hat, they can step into an up-to-date Western clothes store overlooking the sales ring.

Nobody will venture a guess on just how big the cattle business really is in the area or its total effect.

But it's pretty hard to dispute local citizens who proudly proclaim:

"Dodge City is the cowboy and cattle capital of the world."

Will: "Statistics show men's eyesight is superior to that of women."

Phil: "I certainly agree. I fell for a girl who can't see me."

Ten Years Ago In "The Auctioneer"

In the 1952 issue of "The Auctioneer," we see the views of Johnny Rhodes in the "It Seems to Me" column of our publication. He tells us of the many different ways a new year is started, and new resolutions made as compared with the Auctioneer's method. An Auctioneer doesn't say "good-bye," he says, "see you next year at the convention." While recalling the convention in Minneapolis, he states that Minneapolis wasn't sure if it had been hit with a rodeo or what, but it was sure it had been hit.

Now we remember the 6th annual auctioneers national convention which has gone down in the books as a convention never to be forgotten. This convention held in Minneapolis, Minnesota, was officiated with Paul Bockelman of Sioux City, Iowa, as President, Russell Davis of St. Peter, Minn., as secretary and Lester Winternitz of Chicago, as convention chairman. These persons, along with the proud Minnesota State Auctioneers Association, put their efforts together for a convention they can always remember with pride. The convention had all the elements needed for a great program, including an address by Colonel Arthur Thompson that was worth all the time and money spent for the expense of the convention. Here in Minneapolis in 1952, Col. Clyde Wilson of Marion, Ohio, was elected President. Walter Holford of Edwardsville, Illinois, was elected vice-president; Col. J. M. Darbyshire of Wilmington, Ohio, was elected secretary and Col. Henry Rasmussen of St. Paul, Nebraska was re-elected to the office of treasurer.

Moving along in our memories, we remember the guest of the Minneapolis Convention, Dr. Hurd. Being an Iowa Veterinarian and not a member of our profession, we considered it a pleasure to publish his flattering comments on the manner in which the convention of 1952 was presented. He listed a few of his convention observations which would make any organization proud. He also encouraged members of this worthy organization to make a sincere effort to enroll neighboring colleagues as members of both the state and national associations. Therefore agree-

ing with our own belief that it is the numerical strength that helps our organization to live up to its code, "In Unity there is Strength." This was not the first national association meeting that was attended by Dr. Hurd. He attended the meeting of the NAA held in Asbury Park, New Jersey in 1949.

* * * *

A. C. (Clint) Jones had retired after 'crying' 1100 exchange sales. Being 73 years of young age in 1952, he started his auctioneering talent in 1911. When he was asked about how he got interested in auctioneering he said, "I watched auctioneers closely and decided it might be a good deal." His system was ran along the basis that a consignor would bring stock to the ring backing it with his honor and agreeing to take what he could get for it. Jones recalled very few instances in his long career that a seller took his stock out of the ring dissatisfied with the price. His system became known as the "real sale system" and became popularized after a few years residence in the Dakotas. As stated by a long-time colleague, "Clint has been alright all the way through."

* * * *

Ten years ago in "The Auctioneer," Col. Bockelman was being welcomed into the N.A.A. Past Presidents' Club. For his great role in the National Auctioneers Association he was highly acknowledged in a letter which was published in "The Auctioneer." He was looked upon as a man who achieved great progress in his term of office. The road to organization during those few years had been set with many obstacles, but he was the cause that many kept their faith and gave their time and effort to the organization. They looked into the future of the National Auctioneers Association with great hopes and trust to those younger in years capable of carrying on the completion of an auctioneer's organization in every state with a strong national association.

* * * *

The Nebraska Association of Auctioneers had their annual meeting at the Legion Club in St. Paul, Nebraska at 1:30 on Aug. 10, 1952. The meeting was called to order by President Rasmussen, who later introduced R. J. Haggert who represented the Chamber of Commerce of St. Paul, Nebraska. He welcomed the auctioneers of the

IN UNITY THERE IS STRENGTH

state and told of his past experiences as an auctioneer. It was at this meeting of the Nebraska boys that a motion was made by T. C. Jensen and seconded by Henry Rasmussen that the name of the Nebraska Association of Auctioneers be changed to Nebraska Auctioneers Association. This motion was carried. At that time it was thought by Adolph Zicht that the Association was in its infancy, and although it had accomplished a great deal at that time, things should work out much better as time goes on. The matter was discussed and then a talk on "Why He Thought the OPS Should be Abolished" was given by Bert Cummins.

Those elected for three year terms as Directors were Dan J. Fuller, Jerry Foy and Clifford Nelson.

* * * *

It is interesting to compare the publication of "The Auctioneer" of ten years ago with the publication of today. The difference in meetings and the topics of discussion have changed together with the

problems and differences of the association. May all the auctioneers do their best today so that the striking achievements may be seen easily within the next ten years.

Gossips have been cataloged in three different types: The vest-button type—always popping off; the vacuum cleaner type — always picking up the dirt; the liniment type—they rub it in.

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Get New Business.**

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BERNARD HART

803 S. Columbia St., Frankfort, Ind.

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*When You Are
on the Outside*

Membership in the National Auctioneers Association provides an invaluable association, a useful service, and a proper place in our united activity for the betterment of all Auctioneers and the Auctioneering profession. YOU are invited to share in our constant campaign for progress and growth.

Join Now

NATIONAL AUCTIONEERS ASSOCIATION

803 S. Columbia St.

Frankfort, Ind.

Prison Auctions Its Work Animals

JACKSON, Mich.—Thirty-four “inmates” of Southern Michigan Prison here were scheduled to get a temporary reprieve.

But despite their release from prison jurisdiction, they were certain to spend the rest of their lives in involuntary servitude.

The “inmates” are 30 horses and four mules. They are up for auction as automation comes to the prison, home of the State’s most dangerous criminals.

Animals at the prison once numbered 200. But they have been replaced over the years by tractors and other mechanical farm implements.

The auction at the prison Root farm near the main enclosure will include the contents of the harness repair shop and blacksmith supplies. On the block will go such items as a dozen sets of double harness, seven single harnesses and a complete show harness and dray for an eight-horse hitch.

Biggest Art Sale

LONDON—A sale of impressionist paintings and drawings brought 560,000 pounds (\$1.5 million), at Sothebys. It was the first part of a sale of 325 lots by the London art dealers, the largest number of impressionists ever handled at one auction here.

More Ways Than One To Play “Postoffice”

ST. LOUIS—Garon Graham says she got carried away when she spent \$509 from a joint bank account she has with her fiance at the first auction she ever attended.

The girl left the auction—unclaimed post office merchandise — recently the proud owner of a hamper of luggage, 100 pair of cuff links, 10 cuckoo clocks, kitchen utensils and a large variety of costume jewelry.

Miss Graham, 19, will be married to her boss, Charles L. Daugherty, 33, a sewing machine salesman, in August.

She said, “I begged and pleaded with him to come to the auction with me. I’d

never been to one before, but he wouldn’t come.

She said she took \$150 in cash with her to the auction, planning on spending it all. “But then I just got carried away and wrote a check,” she said. “I spent \$509 of the \$560 we had in the joint checking account.”

Oregon Auctionmen Called To Meeting

SALEM, Ore. — The Oregon State Department of Agriculture called a meeting of the State Board of Livestock Auction Markets here April 1 to discuss swine vaccination for hog cholera at auction yards.

DATES and PLACES

Commencing with the October issue this space will be reserved for the dates and places of scheduled State Auctioneers meetings and conventions.

We request that all Secretaries of State organizations send us the dates and places of their next scheduled meeting.

Directory of State Auctioneers Associations

Arkansas Auctioneers Association

President: Brad L. Wooley, 412 Del Rio Dr.
Little Rock
Secretary: James W. Arnold,
Box 179, Magnolia

Colorado Auctioneers Association

President: Lyle D. Woodward,
2942 S. Cherry Way, Denver 22
Secretary: H. W. Hauschildt,
2575 S. Broadway, Denver 10

Idaho Auctioneers Association

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

Illinois State Auctioneers Association

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

Indiana Auctioneers Association

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

Iowa State Auctioneers Association

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

Kansas Auctioneers Association

President: Carson E. Hansen, Beloit
Secretary: Richard M. Brewer, Mt. Hope

Kentucky Auctioneers Association

President: George Kurtz, Sturgis
Secretary: Martha Kurtz, Sturgis

Auctioneers Association of Maryland

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

Massachusetts Auctioneers Association

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

Michigan Auctioneers Association

President: Glenn Casey,
702 E. Grand River, Williamston
Secretary: Stan Perkins,
Rt. 2, Swartz Creek

Minnesota State Auctioneers Association

President: Hubert Pinske, Arlington
Secretary: Frank A. Sloan, 1711 Olson
Highway, Minneapolis 5

Missouri State Auctioneers Association

President: Ralph Stark, Lexington
Secretary: Roger Hollrah,
2795 Zumbahl 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: Glen Helberg,
310 Boyd Ave., North Platte
Secretary: Dick Dolan,
Box 364, North Platte

New Hampshire Auctioneers Association

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

New Jersey State Society of Auctioneers

President: Frank Schurich, Fairlawn
Secretary: Ralph S. Day,
183 Broad Ave., Leonia

New York State Auctioneers Association

President: Arnold Ford
13 Martin Dr., Rome
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THE LIGHTER SIDE . . .

PRECAUTION

The little boy approached his father who was standing by the edge of a cliff admiring the scenery. He said, "Mama says it isn't safe here and you're either to come away or else give me the picnic basket."

SPEEDY

Mathematics Professor: "Have you been through calculus?"

Freshman: "Not that I know of. The train went so fast I couldn't catch all the names on the depots."

EXPERIENCE

It was springtime and the young mechanic and his girl friend sat on a park bench, entwined in a passionate embrace.

"Darling," she sighed. "Where did you learn to kiss like that?"

"Siphoning gas."

WOMEN'S SUPERIORITY

Woman is more efficient. She can talk for forty minutes without a pitcher of water on a stand nearby.

FIFTY PER CENT RIGHT

A pilot took a friend for a ride in his new airplane, and to impress him he went through some daring, hair-raising loops and spins. When he was about ready to land, he turned to his friend.

"I'll bet that half the people down there thought we were going to crash," he laughed.

"I don't know about the ones down there," his friend said shakily, "but I know that half the ones up here thought so."

THE SEVENTH DAY

The minister called at the Jones home Sunday afternoon, and little Willie answered the bell. "Pa ain't home," he announced. "He went over to the golf club."

The minister's brow darkened, and Willie hastened to explain: "Oh, he ain't gonna play any golf. No, sir, not on Sunday. He just went over for a few highballs and a little stud poker."

PRIORITY

Cal Calipers says that now he believes that saying about every cloud has a silver lining. All these years only one thing has kept him from going into the stock market—the super market.

IT'S THE TRUTH

Stopped at a "Yield Right of Way" sign a cautious woman driver had missed one chance after another to ease into the merging traffic. Finally, a man leaned out of the car behind hers and called, "Lady, the sign says 'Yield,' not 'Give up'."

WELL TRAINED

Chided by his employer for chronic tardiness, a man had an ingenious explanation:

"Well, Boss," he said, "you have drilled me so thoroughly about never watching the clock here at the office I've lost the habit at home."

ROBBERY CASE?

Hospital patient receiving bill for an operation: "No wonder they wore masks in the operating room."

IT'S ORVILLE'S FAULT

The old farmer was an incurable grumbler. One fall he had the best apple crop for miles around. One of his neighbors stopped by to congratulate him. "Well, Hiram, you sure ought to be happy now. This is the finest apple crop ever raised in these parts."

But the grumbler didn't even smile as he growled, "Well, I s'pose they'll do—but where's the rotten ones for the hogs?"

USED COW

After studying the used-car ads in the local papers, a rancher inserted an ad of his own: "For Sale—1 Holstein milk cow, black and white, \$100. Accessories: udder, \$75; two-tone color, \$50; 4 split hoofs, \$10 each; tail, approximately 1½ feet, \$5; extra stomach, \$35; dual horns (optional) \$15 each; total \$335."

DIFFERENT FOR THEM

"What's the best way to teach a girl to swim?" ask Bud.

"That requires technique," answered Bob. "First you put your left arm around her waist. Then you gently take her left hand and . . ."

"She's my sister," said Bud.

"Oh, push her off the dock."

OVERLY CONFIDENT

Several guests at a party were arguing whether men or women were more trustworthy.

"No woman," one man said scornfully, "can really keep a secret."

"I don't know about that," retorted a woman guest. "Why, I've kept my age a secret since I was 21."

"You'll let it out some day," the man insisted.

"I hardly think so," the woman snapped. "When a woman has kept a secret 27 years, she can keep it for ever!"

HE WHO HESITATES

The careful driver came to a complete stop at the railroad crossing. He peered in both directions and listened intently. Then at last, came the sound he was expecting . . . the crash of a vehicle smashing into him from the rear.

TAX FREE, TOO

"So, how's business?" one storekeeper asked another.

"Awful!" the first replied.

"Mine, too. Yet Kennedy says business is much better."

The first storekeeper shrugged. "So, maybe he's got a better location."

STEP LIVELY

A Navy recruit on his first ocean trip was taking an exam for promotion. One of the questions was, "What steps should be taken in case of a leaky tube in the boiler?"

He wrote, "The boiler-room ladder—preferably two at a time!"

BEAUTIFUL BONER

A young engineer was proudly showing the governor his first big project, a three million dollar dam. The governor stared in amazement and exclaimed, "Heavens, the water—it's supposed to be on the other side."

GOLFING HAZARD

"The traps on this course are very annoying," observed a member of the golfing foursome.

The one who was putting raised his head. "They certainly are," he commented. "Would you mind shutting yours?"

THAT'S WHY!

A nurse in a maternity ward asked a young medical student why he was so enthusiastic about obstetrics. He said sheepishly, "When I was on medical rotation I suffered from heart attacks, asthma and itch. In surgery I was sure I had ulcers. In the psychiatric wards I thought I was losing my mind. Now in obstetrics I can relax."

INFORMATION ON REQUEST

Deep in the Louisiana swamps, three men stopped to watch a small boy fishing in a roadside lake. Finally, one man said, "Boy, are there any snakes in this water?"

"Naw, suh, they sure ain't," replied the lad slowly.

The three men left their clothes on the bank and all had a refreshing swim. After dressing one man asked, "How come there aren't any snakes in this lake?"

"The alligators ate 'em," replied the boy.

WISDOM

Two brothers had fallen heir to their father's large estate, and they began a violent dispute about dividing it fairly. Finally they decided to take their problem to a wise old clergyman whose opinion they both respected.

After some deliberation, the old gentleman gave them his advice. "Let one brother divide the estate," he said, "and then let the other brother have the first choice."

TIME OUT

Boss to secretary: "If the Sunshine Club, bowling league, basketball pool and office gift collection committee can spare you, I'd like you to take a letter."

Auctioneer—What do you want? I fired you two weeks ago.

Helper—I came back to see if you're still in business.



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The Auctioneer

803 S. Columbia Street

Frankfort, Indiana

TEN REASONS WHY EVERY MEMBER SHOULD GET NEW MEMBERS

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