

the AUCTIONEER



Be AT THE NATL'
CONVENTION JULY 14,15,16
SHERATON HOTEL, LOUISVILLE, KY.
AND I'LL TELL YOU HOW I
BOOK MY AUCTIONS



1960

National

Auctioneers

Convention

Louisville, Kentucky

Sheraton Hotel

July 14 - 15 - 16

Y'all Come

THE AUCTIONEER
is the
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of
NATIONAL
AUCTIONEERS ASSOCIATION

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On The Current Issue Of Legislation For Auctioneers

By ORVILLE R. MOORE, Louisville, Ky.

Were it not for the fact that print sometimes distorts the issue, I would not show courtesy to the article written by Col. M. James Ford, Usk, Washington that appeared in the April issue of "The Auctioneer." For that reason alone I shall add my views and I rather imagine that many others shall do likewise in denouncing his vehement and vociferous dissertation as to why legislation is not needed for Auctioneers.

The thought appears to me in wonderment whether Col. Ford read and analyzed all that he had written. Truthfully, after citing so many concrete examples of the adversities having befallen our profession with out legislation, how could one with professional survival ideas, progressive ideas excluded entirely, be against legislation? Actually, I wonder if Col. Ford believes Forest Rangers, Army Officers, etc., momentarily converted into Auctioneers, shall cease to function as such automatically (thereby making a farce of our profession), or will it take legislation to prevent such acts that are sinking us further into oblivion as to qualification requisities and seemingly unimportance economically.

Again, I beg to differ in that he does not believe the Kentucky Auctioneers License Act of 1960 was a product by Auctioneers. Mr. H. Bemis Lawrence, Attorney, put into form the collective ideas of many Kentucky Auctioneers. He listened attentively, questioned us extensively and then put into final legal form the composite ideas of many, many years of auctioneering experience represented at numerous sessions called for this specific purpose by the Kentucky Auctioneers Association. And, as a vote of esteem and appreciation for the Splendid job that Mr. Lawrence did in preparing same for us, only one change in the original Bill was made in its lengthy journey through the Legislative Research, House of Representatives and Senate. The one alteration

being a reduction in fee from \$25.00 to \$15.00 in the House. Have any of us done as well in such a major endeavor, much less better? Evidently Col. Ford, since he adamantly is against attorneys, must advocate one being his own attorney. If so, why is he so against any Tom, Dick and Harry, regardless of their vocation, functioning as an auctioneer? Does Col. Ford write his own deeds, act as his own counsel, etc.? As to what has happened to the U. S. Government, National debt at \$297,000,000,000, \$1,000,000 a day to maintain our forces in Japan, \$1,200,000 to store grain, etc., cited by him, we were trying only for an Auctioneers Legislative Act, not to elect a President. Too, don't blame the above examples on us as we voted Democratic, at least I did anyway. Just keep up the hands off trend Auctioneers have been following and soon you will have to go down to the Courthouse to see when you can book a sale, being contingent upon when a deputy clerk will be available as you conduct your sale and at his direction. The Kentucky Legislature enacted a law for spray painters this session. Could it be that spray painters are more important to our economic way of life than Auctioneers? Your views?

In spite of Col. Ford taking his ball, bat and glove, plus going home since he couldn't pitch, the Convention is still on in Louisville, Kentucky come July 14, 15, 16, 1960. Col. Ford definitely should attend for our system of government is made up of different ideas not one idea alone. If the latter were true we would still be under English rule, feeling thrilled we were finally fortunate in getting dear Princess Margaret married off, though to a commoner, with a TALLY-HO here and a TALLY-HO there, no "one by land and two by sea" and no Mount Vernon.

Come to the Convention, Col. Ford, and take back to the West Coast a composite

idea of many, not your's alone. Remember, the smartest person can learn something from another, regardless of intellect. You may not agree with what you may learn but you shall be better informed, at least.

I look forward to meeting you in Louisville, Kentucky come July 14, 1960. My hand is outstretched in greeting.

I'll see you in Louisville. Y'll all come.

Time Flies And So Will Auctioneers

By COL. B. G. COATS

Convention time is fast approaching and while many members have made arrangements to attend including their reservations at the Sheraton Hotel, Louisville, Kentucky, July 14-15-16, there are always many that wait until the last minute. Whether you plan to come by Automobile, by plane, by railroad or hitchhike you will have no trouble as Louisville is easily accessible. Throughways lead virtually to the hotel door — there will be no traffic worries and no parking problems.

The Kentucky Auctioneers Association are giving much of their time and substance to assure you that there will be no "hitch" in arrangements for your comfort and entertainment. A convention program replete with personalities and innovations that is destined to surpass all previous national conventions. All of this, together with the privilege of again greeting old friends and making new acquaintances, should convince YOU that it is now HIGH TIME to make your reservations, if you haven't already done so.

YOU KNOW THAT YOU REALLY WANT TO COME. WHY WAIT TO THE LAST MINUTE? NO CONVENTION CAN EVER BE A SUCCESS WITHOUT YOU. You know that year after year the convention gets bigger and better and 1960 will undoubtedly be the greatest inspiration of all previous conventions. I'll see you in Louisville. Y'all COME.

"Just when you get enough money to buy something you had classed as a luxury it ceases to be a luxury." — Ray D. Everson.

Midsummer Meeting Of Pennsylvanians

By Col. Tom Berry, West Newton, Pa.

The Midsummer meeting of the Pennsylvania Auctioneers Association will be held June 5 and 6 at the Fort Ligonier Hotel in Ligonier, Pennsylvania. Ligonier, known as the Gateway to the Laurel Highlands natural extravaganza, is located on Routes 30 and 711 and can be reached by getting off the Turnpike at the Denegal interchange. Bring the ladies.

On Sunday, June 5, a station wagon caravan leaving the Hotel at 5 p.m. will tour the Laurel Highlands. Included in the tour is a visit to the famous Rolling Rock Hunt Club, site of the only Int. Steeplechase in the United States. Also of interest will be sky tows, trout hatcheries, game refuges, and beautiful homes and cottages. The tour will end at the beautiful Idlewild Park. There are plenty of green benches to induce bull sessions and plenty of clean amusement for the young at heart.

The meeting will convene Monday, June 6, at 11 p.m. in the Ligonier Hotel. A buffet lunch will be served at 1 p.m. followed by an address from the principal speaker, Mr. G. Edward Winner who is engaged in developing and selling sales promotional programs. He is also instructor for the Dale Carnegie Sales Course. Mr. Winner's subject will be, "It's The Little Things That Count." He will discuss what to do and what not to do in successful selling and will follow his address by a question and answer period. Jot down your questions as they pop into your mind and bring them with you. Let's make this an interesting period.

The Moderator will be Col. Morrell Brown, Doylestown. Member of the Reception Committee are Col. William Aubele, Pittsburgh; Col. George Burrows, New Wilmington; Col. R. M. Stewart, Armagh; Col. William Boes, North Apollo; and Col. Tom Berry, West Newton.

Be sure to bring the Ladies.

Bits Of Thought

By R. C. FOLAND, Real Estate Auctioneer & Realtor

It seems that Col. B. G. Coats in the April issue of the Auctioneer on page 10 misquoted me, or perhaps I did not make it plain enough.

I regard Col. Coats as one of my best personal friends, but I would like for him and any other readers to go back to the February issue and read my article in its entirety rather than just quote from it.

Col. Coats seems to get the impression that I am for licensing real estate brokers and seemingly the inference that I was in favor of real estate licensing laws.

This is far from my intentions. I have been and am now against licensing real estate brokers and especially when various states real estate license laws are so globbered up that it works a hardship.

I do wish to say that I trust the auctioneers will not fall into the wrong kind of legislation. I rather condemn the whole structure of a real estate license unless we could get something more uniform. I only trust that the auctioneers of America will study the license situation in the interest of all auctioneers.

Yes, I carry real estate license in our own state of Indiana and also a few other states.

I urge auctioneers to write and get a copy of some of the real estate license acts. If you will obtain the license from Wisconsin I believe you will get the import of what I am trying to convey.

Personally I am against licensing in both real estate and personal property, at least, unless and until we have given the matter sufficient study to be intelligently for or against any license in these two groups.

It seems however than many license laws in any business are likely to be a hinderance rather than a benefit.

We have in my judgment license acts which are not needed but rather retard the progress of the business so licensed.

It seems however that throughout the world we have governing laws which are supposed to reflect progress with many nations.

I served as president of the Auctioneer's Association of our state for three years. I would like to rehearse one incident.



I was called to meet in a caucus in the State House when an amendment was coming up for passage. I was first briefed on my stand and before I was permitted to make my talk, I found that the reason for the meeting was that auctioneers should be exempt from the license. This was more or less a one man idea. It seems that a special friend of one of the legislators who was an auctioneer has prepared an amendment to exempt this auctioneer and all others from the law. I stated to the group that I was against exempting anyone from the law. One of the speakers who was a member of the legislature finally stated that he was in favor of doing away with the license entirely. I was in support of this proposition but if we do have a license law, let us do away with it or make all comply. Well, the amendment did not pass or was not even voted on, I

believe. I believe in less laws and more observance of the laws we now have.

Brother Coats, you stated in your article in the April issue that I am in favor of and proud to be a licensed real estate broker. I deny the charge that I am in favor of such a law. You seem to gather the impression from what I said that I was glad to receive the real estate brokers license. This is far from the truth and I hope to make plain to you and all the readers of the Auctioneer that I am bitterly opposed to either group being licensed.

I do mean to imply that I might be in favor of a uniform license law in all the states as rather a compromise. I certainly mean to say that real estate brokers and auctioneers will be better off without any licenses but as a matter of compromise, I will perhaps go along with both real estate and auctioneers having a uniform document. I only wish I had the time and space to go into detail on the experiences I have had regarding these regulations.

Registered Holstein Prices Strengthen

The auctioneer's hammer beat out a merry tune in public sales in 1959. Gross receipts totalled nearly eight million dollars, the Holstein Friesian Assn. said.

Figures on 309 auctions involving 17,657 animals show an average selling price of \$449.76 for a total dollar volume of \$7,941,481.50.

This marked the fourth straight year of an upward trend in the cash value of registered Holstein seed stock. It compares to an average selling price of \$431.13 in 1958.

Both total dollar receipts and the general average for 1959 have been exceeded only twice in breed history—in the Korean War years of 1951 and 1952.

In addition, reports the national Holstein publication, 1959 marked the fourteenth consecutive year in which total public sale receipts topped \$5,500,000.

Thanks!!!

For the patience and courtesy you fellow members have extended during the period that I was unable to write, either long hand or with typewriter, I wish to express my most sincere thanks. Also I want to express my appreciation to the many readers who have sent cards and personal letters during the time of my incapacitation.

It was only a year ago that I suffered a broken leg, although many of you never knew about that. A broken leg does not keep one from spending his time at a desk or before a typewriter so even though Hank Rasmussen wrote me saying, "Why don't you tell people you have a broken leg?" I never advertised my miseries. Those of you who were at Denver of course saw me on crutches.

From experience I have found that a broken right arm is worse than a broken left leg. For a person that failed to develop any talents with his left hand it is quite a job to even feed one's self. It was truly a period of helplessness and it is certainly a relief that it is over and I can write once again.

Looking forward to seeing many of you at State meetings the next few weeks and ALL of you at Louisville, in July, I am.

Your faithful servant,
Bernard Hart

Minnesota Meeting To Be Held In June

The annual state convention of the Minnesota State Auctioneers Association will be held at Chaska, Minnesota in the early part of June, according to Col. Frank A. Sloan, Secretary. The program, which is in the process of being formulated, will be published at a later date.



Western College of Auctioneering, Billings, Montana, March 1960 Spring Class.

Left to Right, Kneeling: Delbert W. Mobley, Oregon; David Webster, Canada; Monte W. Spangle, Nevada; Chuck Smith, Montana; Glenn Allen Florence, Canada; Joe Loving, Tennessee.

Seated: Lester S. Handley, Canada; B. H. Hunsucker, Texas; Jim Tannehill, Montana; Alf Loewen, Canada; Darrell Dutton, Wyoming; Rhinehold Hubick, Canada.

Third Row: DeWayne O. Traughber, Idaho; A. Lamoureux, Canada; Jim Botch, Montana; Haven Hendricks, Idaho; Julius Urban, Canada; J. Kent Just, Idaho; Dick Jones, Iowa.

Fourth Row: Jerry G. Brassfield, California; Larry McKay, Canada; C. K. "Ike" Dale, South Dakota; Ray Wilson, Montana; Roy Fjordbotten, Canada; John Shields, Canada; John David Florence, Canada.

Back Row, Instructors: R. J. "Bob" Thomas, Billings, Montana; W. J. "Bill" Hagen, Billings, Montana; Jim Messersmith, Jerome, Idaho; Irvin Eilers, Kimberly, Idaho.

Western College To Open Second School

Western College of Auctioneering, Billings, Montana, announces the opening of their second Auction College at Meridian, Mississippi according to W. J. "Bill" Hagen, Executive Secretary of the College. The first term is scheduled for May 9, 1960. Plans call for terms to be held there twice yearly. January and May have been selected as term times at present.

Four terms a year are held at the Billings Auction College in spring, summer, winter and fall. The same intensified schedule will be adhered to in the Southern College with classes both day and night under competent instruction.

Prospective auctioneers desiring training may select the school of their choice and graduates may attend either College for refresher courses. The management feels that the Southern College will fit right into the pattern as a companion College to the one in the North. Both will be known as Western College of Auctioneering.

Celebrates Forty Years As Auctioneer

SHOALS, Indiana — Homer Sellers is celebrating his 40th year as an auctioneer for the people of Martin County and surrounding counties.

Homer, as he is affectionately known, started crying sales in 1920 and has continued through the forty years. Homer wishes to thank the many persons who have been his customers throughout the years.

He is one of the best known auctioneers in this part of the state. He wishes, at this time, to thank all those who have had the confidence in him to employ him as their auctioneer.

Mr. Sellers has taken time to serve the taxpayers of the County as Commissioner for two terms. He also served as County Councilman.

They may say money doesn't bring happiness, but it's nice to be able to find out for yourself.—Banking.

A Challenge

Don E. Fisher, Secretary-Treasurer of the Ohio Auctioneers Association wishes to extend an unofficial challenge to all the other states to have more in attendance in Louisville than Ohio.

Navy Surplus Sold For 79 Million

WASHINGTON — Navy officers testified recently that disposal of some \$3,300,000,000 of surplus ships, aircraft and other property last year netted just over \$79,000,000.

They agreed with Senator Henry Dworshak (Rep.), Idaho, that this was about 2½ cents on each dollar of original costs.

Dworshak said at a Senate Appropriations subcommittee hearing that the defense agencies had received only 2 cents on each dollar on some 27 billion dollars worth of surpluses disposed of in recent years.

"I can't understand why a 41 billion dollar defense budget should not provide us with better than a second-rate defense," Dworshak said, "unless we are buying these surpluses to sell later at 2 cents on the dollar."

Witnesses explained that the Navy recovers about 12 to 14 cents on original costs in disposal of surplus items that can be used commercially.

They said the big losses come when ships or aircraft, and extra parts for them, become obsolete.

Fat Cattle Sell In Canadian Auctions

More and more fat cattle are being sold at auction in terminal markets in Canada, reported Don Ball, member of the firm of Don Ball & Associates, Edmonton, Alta., Canada. Ball handles many of the large auction sales of both registered and commercial livestock in Alberta and adjoining areas.

Record Volume For Livestock Markets

In 1959, 13% Gain In Auction Market

KANSAS CITY, MO. — Combined salable receipts of the nation's more than 2,300 livestock markets registered a substantial gain of 11 per cent during 1959, according to data compiled by Livestock Market Foundation, independent statistical and research agency sponsored by the National Association of Livestock Auction Markets.

The Foundation's industry-wide tabulations, based on official figures from federal and state governmental agencies and additional statistical information from reliable private sources, show that volume of both auctions and private treaty markets totaled more than 121,000,000 head of cattle, calves, hogs and sheep. This compares with 108,000,000 head reported for the previous year 1958.

The all-markets totals for 1959: 41,044 cattle, 17,871,555 calves, 47,614,264 hogs, and 14,762,771 sheep and lambs, including goats.

Growing popularity of modern auction market services was noted in the annual summary of all public market receipts with the nation's high bid markets again scoring gains in all species. The more than 2,250 auctions — serving producers, meat packers, order buyers and dealers in every state — currently are selling 58 per cent of all livestock market receipts. During 1959 a total of nearly 71,000,000 was sold to top bidders, compared to 62,500,000 during the previous year.

Livestock Market Foundation's latest annual summary shows that the nation's expanding livestock auction markets increased their share of all-market cattle and calves consignments from 68 to 70 per cent, a two per cent boost over 1958. The high bid system marketing centers also continued aggressively to challenge their private treaty market competitors' long supremacy in swine volume and during 1959 picked up additional porker receipts to wind up the year with 47 per cent of the nation's all-market hog receipts. Livestock auction marketmen al-

so upped their popularity as sheep salesmen, handling 49 per cent of all sheep and lambs. This compared to 48 per cent in 1958.

Combined salable receipts of all species of livestock handled by private treaty markets during 1959 showed an increase of 8 per cent over the previous year, while volume of the nation's auction's auctions scored a 13 per cent gain. Private treaty receipts of cattle and calves for 1959 were slightly less than the totals for 1958, but gains were scored in numbers of hog and sheep consignments. Auction market totals showed gains in volume of all species.

Heaviest marketings of cattle, calves, sheep and lambs came during September and October, and lightest receipts were registered during February for cattle and calves, with sheep volume ebbing lowest in July. Peak hog traffic came in November and December, with lowest numbers going to market in August.

Seventy Members Added This Month

Seventy new and renewal memberships have been added to the roster during the last period. The percentage of new members increased to 27% of the total number of memberships processed from March 16 through April 15. This indicates a continuing interest in the National Auctioneers Association and is a trend which we all welcome. Many of the new members have been sent in by present members who are working hard to increase and strengthen the organization.

A list of the members added during the last period follows. An asterisk indicates renewal.

Lewis W. Campbell, Oklahoma

*Art Robert, Kentucky

*Martin Bates, Ohio

*C. Benny Runyon, Virginia

IN UNITY THERE IS STRENGTH

*David B. Spielman, New York
*H. Clinton Searls, New York
*Richard L. Sarver, Pennsylvania
*Boyd E. Larson, South Dakota
*Donald V. Cady, Kentucky
*Mark E. Runkel, Illinois
*Daniel M. Owens, North Carolina
*Archie Boyce, Canada
*Oliver M. Wright, Pennsylvania
*Edward Ahrens, Illinois
*Gilbert J. Lutter, South Dakota
Calvin B. Blair, Colorado
*A. H. Heller, Pennsylvania
*Amos M. Wittmer, Indiana
*Ernie Austin, Colorado
*Jack H. Griswold, North Carolina
*Ira Mahaffey, West Virginia
*Wilber E. Gregg, New York
*Joe Yates, Washington
Max Pollack, Rhode Island
Tom Norton, Massachusetts
*A. L. Trembley, Massachusetts
*John W. Burkhart, Colorado
*Leo R. Bush, South Dakota
Joe Loving, Tennessee
Dick Jones, Iowa
Irvin Eilers, Idaho
Dave Webster, Canada
*C. Morrell Brown, Pennsylvania
*Luther R. Deitch, Pennsylvania
John W. Blair, Colorado
*Fred Barker, Texas
*Earl White, Texas
*Duane Campbell, Ohio
*Walter Holford, Illinois
*Wm. J. Wagner, Pennsylvania
*Danold E. Kirk, Massachusetts
*Ben Miller Osborne, Kentucky
*Frederick E. Sherlock, Kansas
Millard F. Merrill, Ohio
Jerry G. Brassfield, California
Myron Wilcox, Wisconsin
*Eddie Wood, Texas
*Jim Wilson, Ohio
*Edward Jezierski, Connecticut
*Turner Kees, North Carolina
Lawton O' Quinn, Georgia
*Glenn T. Powers, Iowa
*John Beswick, New York
*Paul W. Lawton, Vermont
Hugh Simpson, North Carolina
Donald J. Anderson, Indiana
*Albert Devore, Pennsylvania
Robert Slaght, Wisconsin
*Ray Clark, Illinois
*Joseph F. Ryan, Missouri
DeWayne O. Traugher, Idaho

*M. W. Ball, Kansas
*H. G. Padgett, Illinois
Leonard F. "Buss" Heidrick, Kansas
*Frank L. Stellar, Pennsylvania
Lyle Stenner, Wisconsin
*Wm. F. "Bill" Shepherd, Indiana
*Ralph Bristol, Nevada
*Don E. Fisher, Ohio
*C. William Cubberley, New Jersey

Wisconsin To Hold Annual June Meeting

By Joe Donahoe, Darlington, Wisc.

The Association of Wisconsin Auctioneers will hold their Annual meeting at the Hotel Loraine, Madison on Wednesday, June 1.

A well balanced and interesting program has been planned for all those attending. The program will begin with registration at 8:30 a.m. and will continue throughout the day. The program, as well as the annual business meeting should be of interest to every Auctioneer. The annual Banquet will be served at noon again this year.

Members, bring your wives or lady friends along as the Ladies Auxiliary is planning a program for the ladies.

It is hoped that there will be a very large attendance this year in honor of our National President, Col. Ernest Freund, Fond de Lac, who is one of the members of the Association of Wisconsin Auctioneers as well as our ever faithful Secretary-Treasurer of the State Association.

May we have the opportunity of meeting all our Wisconsin Auctioneers and their wives in Madison on June 1? Out of state Auctioneers who care to visit our meeting are most welcome.

A mountaineer, seeing his first motorcycle on the road, raised his rifle and shot away.

"Did you get that varmit?" his wife asked.

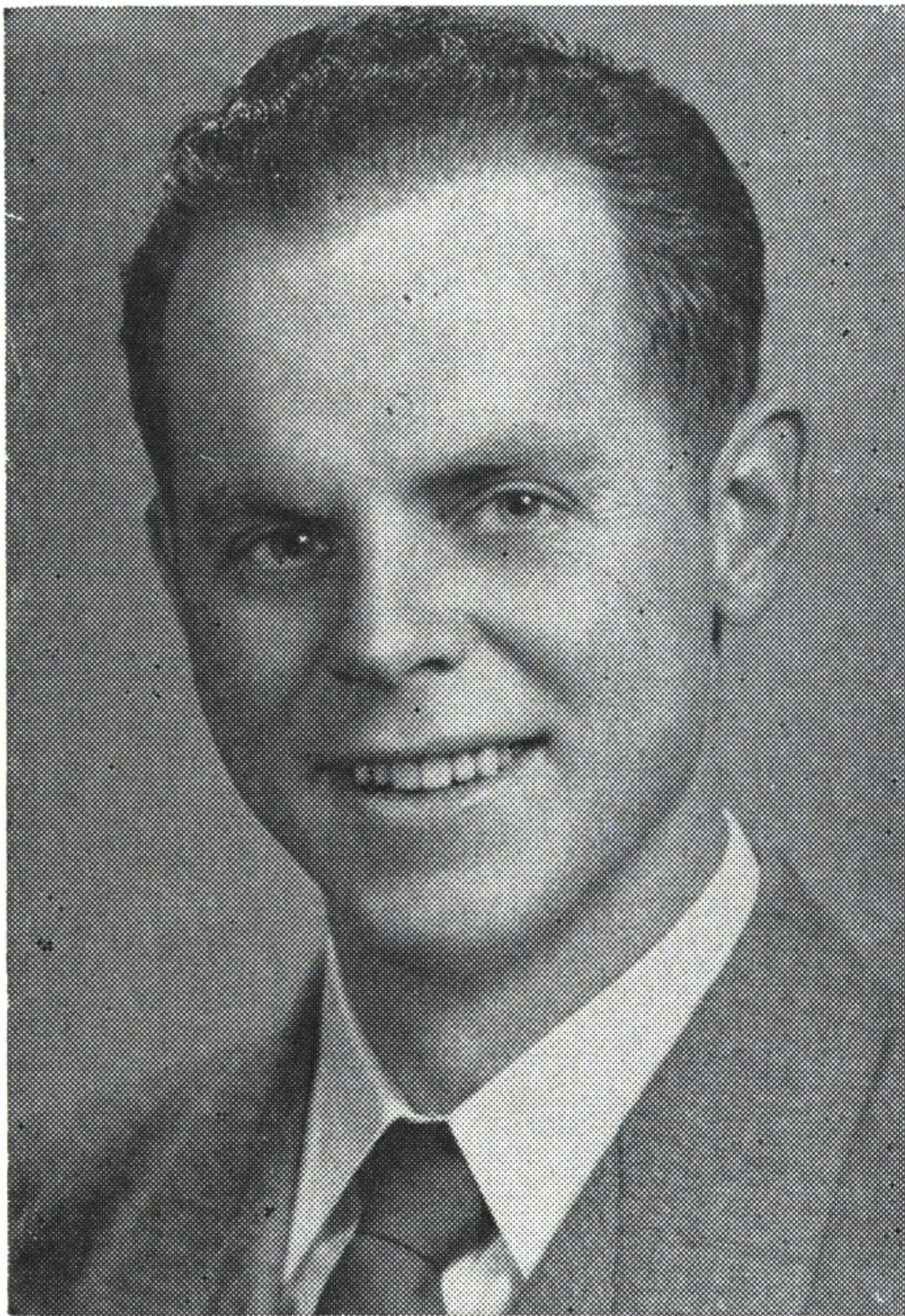
"Hit it but didn't kill it," he said. "I can still hear it growlin' — but I shore made it turn that pore man loose!"

Is The Price Too Great?

By **CARMAN Y. POTTER.**
Jacksonville, Illinois

There must be several reasons for thousands of Auctioneers across America not being members of the National Auctioneers Association. More than likely many practicing auctioneers have never heard of the N. A. A. Countless others have heard of their National Organization but are not acquainted with its functions, its monthly magazine, or its great conventions. Still another category includes those who are enjoying a good business and would rather that someone else do the work of assuring a bright present and future for the auction profession.

Perhaps too many of us are reluctant to approach others and explain to them the benefits of the N.A.A. and the importance of a large membership.



For several years there have been numerous proposals brought forth at our National Conventions which have been tabled because it was felt by those pre-

sent that the N.A.A. was not large enough to become the voice of all Auctioneers.

True, the National Auctioneers Association has enjoyed a steady growth in membership each year since it was organized. Most of us feel a real satisfaction each year when the annual report shows an increase in membership, but the number of members responsible for adding new names to the list is indeed small.

Let each of us ask what we have done to benefit our National Organization. We can begin by signing up at least one new member this year. Then we can and should attend the National Convention in Louisville and participate in the business session.

Is it too much to ask a person to spend a few hours each year for the organization that is working for them?

Is the price too great?

Records Broken At Home Base Auction

BOWMAN, N. Dakota — All existing records were smashed April 4th at Bowman, for bull sales in the 13-year history of the Home Base Auction Co. 26 head of Hereford bulls bred and raised by Northern Pump Farms at Richmond, Illinois, sold for an average of \$736.00 per head.

The sale grossed \$19,135.00 with the top 20 head averaging \$803.00 around.

High selling bull was NPC Master A-8142, going to Tom Kane and Sons, Keldron, S. D. Many other top cattlemen of the Tri-State area bid on this outstanding herd - sire prospect, making him bring \$1,625.00.

The bulls were all of Colorado Domino bloodlines and were sold during the regular Monday auction in Bowman. Earl Penfield was the auctioneer and Bob Penfield was the sale manager. Both men are N. A. A. members.

Idaho Auctioneers Form State Group

The formation of the Idaho Auctioneers Association March 21, 1960 has been announced by Paul L. Owens, Boise, who was elected president of the organization. The Association, organized to promote and elevate the Auction Profession in all areas where auctioning is to become associated, hopes to organize with full membership and statewide representation sometime this summer.

Arvin Spofford, Boise, was elected Secretary-Treasurer for the group. A committee, including John E. Hayes, Jr., Nampa; Aden Wheeler, Meridian; Kenneth Trout, Middletown; and Hod Davis, Caldwell was named to prepare a curri-

culum for an Auction School to be held in Idaho within the next year.

Further plans are to sponsor a meeting sometime this summer of all interested Idaho Auctioneers to organize the association further as well as to study licensing and other problems of interest to Idaho.

Swann Books Bring \$49,492 At Auction

NEW YORK CITY — A sale of the late Arthur Swann's collection of first editions of American authors brought \$49,492 at the Parke-Bernet Galleries, 980 Madison Avenue, Mr. Swann, a vice president and head of Parke-Berent's book department, died last year.

Meetings, July Plans, Spring Fever

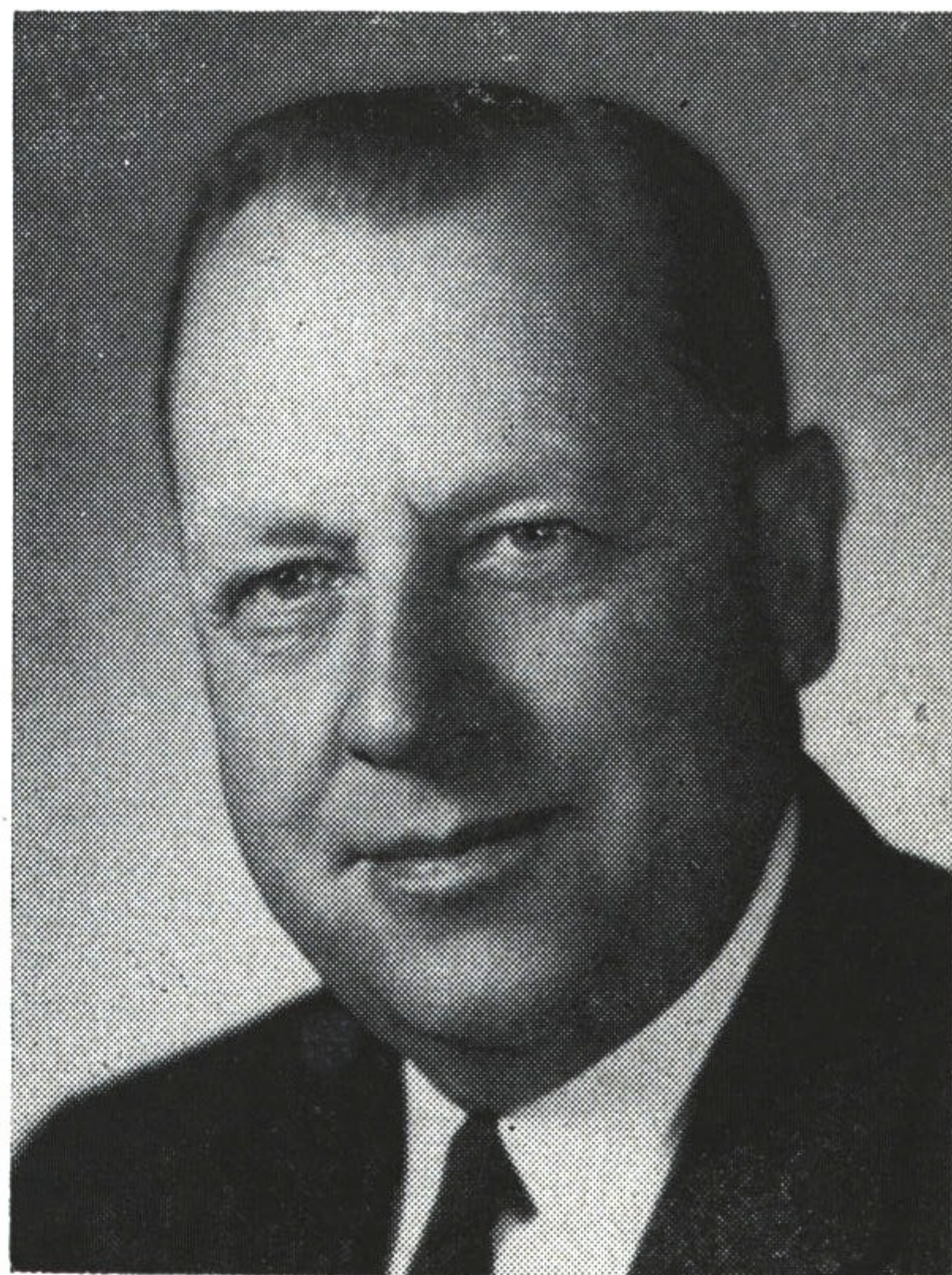
The twelfth of the month has arrived again, which means that our good editor will begin looking for that letter from Wisconsin.

I don't know if I have spring fever, but it is a little difficult to get started penning a few lines. It feels as though Spring is finally here with temperatures in the high 50's. With it come thoughts of fishing, the beginning of baseball season and nearing the end of a successful spring auction season according to reports received from many Auctioneers.

I enjoyed a very nice visit with the Illinois Auctioneers meeting at Greenville, Illinois on April 3. I had the pleasure of riding to Greenville from Springfield with our First Vice-President, Col. Carman Potter of Jacksonville, Illinois. I enjoyed my trip with him very much. He is a great fellow and auctioneer. We discussed some of the progress for the National Convention in July.

The Auctioneers of Wisconsin are making plans for their annual convention June 1 in Madison, Wisconsin.

I know many other states have just held their meetings or are planning theirs now. Keep in mind the promotion



of attendance at the National in Louisville in July. Remind your membership it is one of the best investments they can make in their business.

It is beautiful outside and since the birds of spring are here I am going out to enjoy the weather with them.

See you next month.

Ernest Freund, President of N. A. A.

IN UNITY THERE IS STRENGTH

THE LADIES AUXILIARY

Dear Friends:

Thank you, Ladies, for the response on the Ladies Page. Please keep it up. It is so nice to have heard from Mrs. Darbyshire and I think her suggestion to write about our hobbies would be very interesting. I personally have a collection of 90 Piano Babies which date back as far as the 1700's which were made in Germany and France.

It's so nice to hear from the early members of the organization and I think they will be the ones that will and can see the wonderful change in the Ladies Organization. We hope each one of our older members will interest the younger members into coming and to enjoy the fellowship we have at our Banquet, meetings, and just being together.

Come on, Ladies, don't ask to come to the Convention. Just insist. We need each and every one of you. All roads lead to Kentucky this year. Hope you follow one there too.

Yours truly,
Mrs. Tom Berry

Life Members NAA Auxiliary 1951-1959

Adams, Mrs. W. C. (Mabel)
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*Baldwin, Mrs. Harvey (Artie)
Denver, Colorado
Beck, Mrs. C.V. (Mabel)
Ear Grand Forks, Minn.
Carr, Mrs. John (Jessie)
Macon, Illinois
Darbyshire, Mrs. M. (Gertrude)
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*Waldrep, Mrs. R. A. (Rubye)
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Bronson, Mich.
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Marion, Ohio
Winternitz, Mrs. Sam (Selma)
Winnetka, Illinois
*Members registered at Denver, Colorado
Convention.

I'LL BE THAR

Mr. and Mrs. Fred Ramsey and family
Mr. and Mrs. Guy Pettit
Mr. and Mrs. J. O. Lawlis
Mr. and Mrs. J. O. Lawlis, Jr., and
family.
Mr. and Mrs. W. J. Hagen
Mr. and Mrs. R. J. Thomas
Mr. and Mrs. B. G. Coats

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The time has arrived to make your reservations now for July
14-15-16. Hotel Sheraton, Louisville, Kentucky.

Old Rocking Chair Subject Of Exhibit

Two hundred years ago, so the story goes, Benjamin Franklin put a pair of "bends" on a straight-backed wooden chair and created an American institution — the rocker. The rocker's many manifestations, from the sublime to the ridiculous, were the subject of commemorative exhibits at the sixteenth National Antiques Show at Madison Square Garden in New York City.

Although cradles have rocked since the Middle Ages, adults did not discover the pleasure of moving to and fro while sitting still until Mr. Franklin, it is said, set the fashion in motion. Although there are earlier prototypes of the rocker, such as a seventeenth-century English child's version, it generally is agreed that Americans have made it their own.

Rockers have their place in history. Lincoln was shot while seated in a Victorian damask-covered rocker in Ford's Theatre. Aaron Burr is believed to have wooed the Indian Princess Jatataqua in

a two-seater rocker that is preserved today on Swan Island in the Kennebec River, Maine. Hans Christian Andersen's bent iron-framed chair is today in the Odense (Denmark) Museum.

In the beginning rockers were usually made by attaching cured wooden pieces to the legs of ladder-back or Windsor chairs. The Boston rocker, possibly the most popular of all rockers, has kept porches along the eastern seaboard creaking rhythmically for more than a century.

The Boston is a cross between the Windsor chair with its high, spoked back, and the Hitchcock chair with its painted, stenciled frame.

In 1830 the rocker was given a new look by Peter Cooper, who created a bent metal framed version. The rocker, on permanent display at Cooper Union, heralded a host of designs in bent brass, wood and steel that appeared in the middle of the last century.

Its design possibly influenced Gebrüder Thonet in Vienna where his bent beechwood chair with cane seat was a late nineteenth-century vogue. This chair

was awarded an honored place in the Museum of Modern Art's collection.

Although mechanical innovations in rockers have from time to time threatened to make the traditional rocker obsolete, they have never succeeded. In 1831, for instance, a chair with wagon springs between rocker and seat was a fad.

Later a rocker that moved on bearings was all the rage. Rockers with wheels were also common at the turn of the century.

All mechanical "improvements" like these, New Englander John Gould noted, defeat the purpose of the rocker as a means of locomotion:

"It's a wonderful thing to see an experienced rocker riding a chair that walks," he said.

Break With Past To Live In Present

Breaking with the past, even in a small way, is hard for many oldsters.

Those who welcome some changes still cling to old mementos, furnishings that no longer fit the surroundings, clothes long since put aside but not discarded.

Women, in particular, are likely to be sentimental savers of souvenirs, large and small.

"Keepsakes are fine," a widow advised a friend, "if they don't keep you living in the past. But when they constantly pull you back, and prevent living to the full in the present, it's time to burn them."

Her friend couldn't face giving up the smallest item. She did agree to put some things out of sight until she learned to separate herself from them emotionally.

Afterward, she said, "Why, I was even holding on to wedding presents I hadn't liked when I first got them."

A widower began a gradual rather than an abrupt dismantling of the past. "I made a kind of plan," he explained. "Every month I gave away or sold some pieces of furniture, some ornament, some piece of china or silver."

"My daughter always admired a pair of living room lamps. They look fine in her home. My son wanted certain pieces. He would have them some day, so why not now?"

After a few months, this man had shed the excess baggage and was ready, mentally and physically for a move to a new home.

A middle-aged single woman found it easier to make the break complete. She sold the house in which she had lived most of her life and bought another in a different part of town where she had to make new friends and find new interests.

"I sold all the furniture along with the house," she said, "and hope it will serve its new owners as well as it did us. I knew I'd never weed things out piece by piece. It was all or nothing for me. A clean sweep."

There need not be upheaval in your life, or even a moving day to point the way to simplifying your possessions. A few things may give you comfort and you'll want to hang on to them.

But those packages of old letters, meaningless to anyone else, that someone some day will have to go through, should perhaps be disposed of now. Those things up on shelves which you never look at from one year to the next, can be tossed out. So can some of the furniture you never really liked, but which has been around so long you think of it as part of your life.

And while you're at it, remember that all keepsakes are not tangible. Mental souvenirs can clutter up your world even more than physical ones.

A clean sweep here—or even a little brushing up — may be in order.

Col. Donahoe Named For State Committee

DARLINGTON, Wis. — Joseph W. Donahoe of Darlington, president of the Association of Wisconsin Auctioneers has been appointed to the Animal Health Advisory Committee of the State Department of Agriculture.

He received notification of his appointment from Donald N. McDowell, department director. Donahoe will represent the Association of Wisconsin Auctioneers on his committee which formulates health regulations for the livestock industry in the State of Wisconsin.

Alternate Careers For Discontented Auctioneers

By COL. POP HESS



Hello, Boys. By the time you read this page it will be May, 1960. The April issue got on my desk good and early this month. It was well lined with letters from the boys out over the land. The beginning of the official year for publication was celebrated with many articles of interest within its pages. It looks like we have got them out shaking the bushes at last. To our readers none of these letters written and published are just for argument but we can find what the thinking trend of our Auctioneer is. As you know, you never can quite tell what a person is thinking about by watching him. It does not always track right for every one to think the same way when it comes to decisions to be made. I recall the story of the old man who saw his old woman in deep thought. He was trying to follow her thoughts and when she looked up and caught him watching her so close she said, "What are you thinking about?" He replied, "The same thing you are." The result was that she grabbed a rolling pin, cracked him over the head and said that he should be ashamed of himself for having such an evil mind. Yet to this day I never found out what either one of them was thinking on that occasion. But when thinkers get their thoughts into print then it is very clear and understandable.

Some time back in one of my columns I wrote my thoughts on the much discussed Auctioneers Licensing Law Suggestions and said I would rest my case until the right Moses came up with a suggestion. Since that time there have been brushing around, wishes to have and not to have and many strong letters pro and con. One Colonel from the State of Washington even wants to forsake the State of Kentucky and the Na-

tional Convention as he does not like their proposed State License Law for Kentucky. Now my way of thinking on this one is if one is at all dissatisfied the thing to do is to be in Louisville, Kentucky on National Convention Week in July and defend his notions on what is better. It could happen that both sides could come up with a Moses.

Also in our April issue, I enjoyed studying that picture of the 1906 Jones Auction School class. There were a few fellows in that picture I knew back in those years but I had some difficulty picking them out as they looked much different in the picture than they did the last time I saw them.

I was sorry to read that Bernie Hart broke his arm shoveling snow. I always knew that snow in Indiana was a bit heavy but I never realized it was so heavy that a fellow like Bernie would break his arm shoveling it. Oh, in re-reading I note he fell down and broke it. Well, I have known guys in Indiana on cold snowy mornings to fall down but mostly after they had been down the streets and partook of heating stimulants. However from the way the women folks turned out the April issue, the Harts were not too far from being under control at all times. Well, I'd better get off this subject before Bernie breaks his other arm working me over.

In all the pages of the April issue was a lot of real stuff and I hope the boys will keep on. I am sure we few regular chaps get stale and rusty trying to hold down a column that will be readable but the old saying is quite true, "The show must go on!"

Here in Ohio as we are approaching the middle of April the big volume of General Farm Sales is well over, yet I

IN UNITY THERE IS STRENGTH

note we have quite a few to be held the last half of this month along with many Livestock Sales in the way of Herd Production and the usual line of Livestock Dispersal Sales, Feeder Cattle and Feeder Pigs. Auction Business is no longer seasonal as it was years back. We seem to have a steady year around run and it is better for the Auctioneers as they keep more in trim and out of mischief. After being an Auctioneer for a few years they become more or less not much good for anything else so keep them busy.

We had a winter March here in Ohio and so far a very cold, sour, April. Farmers are getting a little jumpy but it has happened before and every one came out alright. People are funny. Right now they tell me that this is the worst they ever saw and the fact is they they have seen it many years in the past one way or another. We just forget. People this day and age are on the jump and live quite fast and high. Some break young and some bend over and live for years. Since we have a modern time it would be very wonderful to live it, if we took time out to try and live it instead of overdoing it.

Since my last column I have received some very interesting letters. Most are from folks who want to become Auctioneers, or have become Auctioneers and want out. Some are worked to death, Some are starving to death. Each one wants my view point for relief. The most of these letters I can easily answer this way: If you have not yet started, turn around and go back home. If you have started and can't keep up with the business, call in choice young Auctioneers who need a lift. If you are now an Auctioneer and no one wants you to sell their sales, burn up your shingle and get a job. Labor is hard to find, especially a man who'll really work. Common labor gets from \$1.50 to \$2.50 per hour with time out for a coffee break, Idle Auctioneers get nothing and no coffee. Barbers get from \$1.25 to \$1.75 to cut a bald man's hair off around the edges. Why be an Auctioneer? Think of the bald headed chaps in your community. All you need is to have a barber's license and a pair of shears. In this and many more ways one here in our land can do well. As an Auctioneer or not as an Auction-

eer just put the shoulder to the wheel and push.

My old Dad used to make this remark. It took me years to decipher it. He would say, "It is the quiet hog that drinks the most slop." You, my boy, who wrote me the hot letter on why the big, busy Auctioneers never have a column in the Auctioneer paper I answer by saying that they are drinking up the slop others overlooked in trying to beat them to the punch.

If one read back on this line of remarks made, he could think the idea of being an Auctioneer would be a mistake. This is not quite true. To be an Auctioneer in this day and age and be an Auctioneer in demand, one must be able to deliver the goods. The only way one becomes this kind of an Auctioneer is through careful planning, education and judgment of what one experiences in the performance of the work and efforts used. Often I have said that Auctioneers in demand not only sell property for people, they also sell to John Q. Public the fact that they are Auctioneers. In fact, in each auction conducted the Auctioneer selling can somewhere along the line re-sell or un-sell his ability to the folks in his audience at the sale. The gain or lack of gain of sales you are called on to handle will be the gauge the Auctioneer can follow. Forward or backward?

This question will arise from the new beginner or unemployed Auctioneer, "That all sounds good but how can we ever get a chance to display our way of working as an Auctioneer? The Auctioneer in demand will not let us have a chance. People think we are not yet ripe. Where is the gap we go through to become active?" The answer to this is simple. First, before you stick your head out to be an Auctioneer you should have the location of the gap you will have to cross so when you come home with your sheepskin you will not shock the home community but become an Auctioneer at once. To be an Auctioneer in demand is like any other business or profession. You build from a meager beginning. Few great Americans become great overnight. Auctioneering as a profession and business is a great business

but like all other ventures you have to take time to build, have patience, judgment, and outlive all the things that happen that you do not like. Smile, Live Clean, Do Unto Others As You Would Have Them Do Unto You is truly the foundation of the man we all want to be — the Auctioneer in Demand.

Willard Hospital Sold At Auction

NEW YORK, N. Y. — The Willard Parker Hospital for Contagious Diseases at Franklin D. Roosevelt Drive and Fifteenth Street was sold at auction to the Consolidated Edison Company for \$2,250,000, the upset price.

The hospital adjoins the power plant of Con. Edison, which eventually will use the site for expansion. It was sold

subject to an agreement permitting the Health Department to remain in possession until Jan. 1, 1965.

Opposition to the proposed sale to the utility had been expressed, notably by Assemblyman Joseph J. Weiser, Manhattan Democrat, who pleaded for use of the land for low-cost housing.

The hospital was one of 285 city-owned parcels disposed of for a total of \$6,944,430. The sale was conducted by Stephen A. McDonald and Fairfield P. Day, vice presidents of Joseph P. Day, Inc., auctioneers, representing the Department of Real Estate.

The 285 parcels involved in the two day sale are assessed at a total of \$5,483,250. The total upset price the figure at which the bidding is permitted to start was \$5,076,405.

People get the most kick out of life who do the least kicking.



Promotional Items

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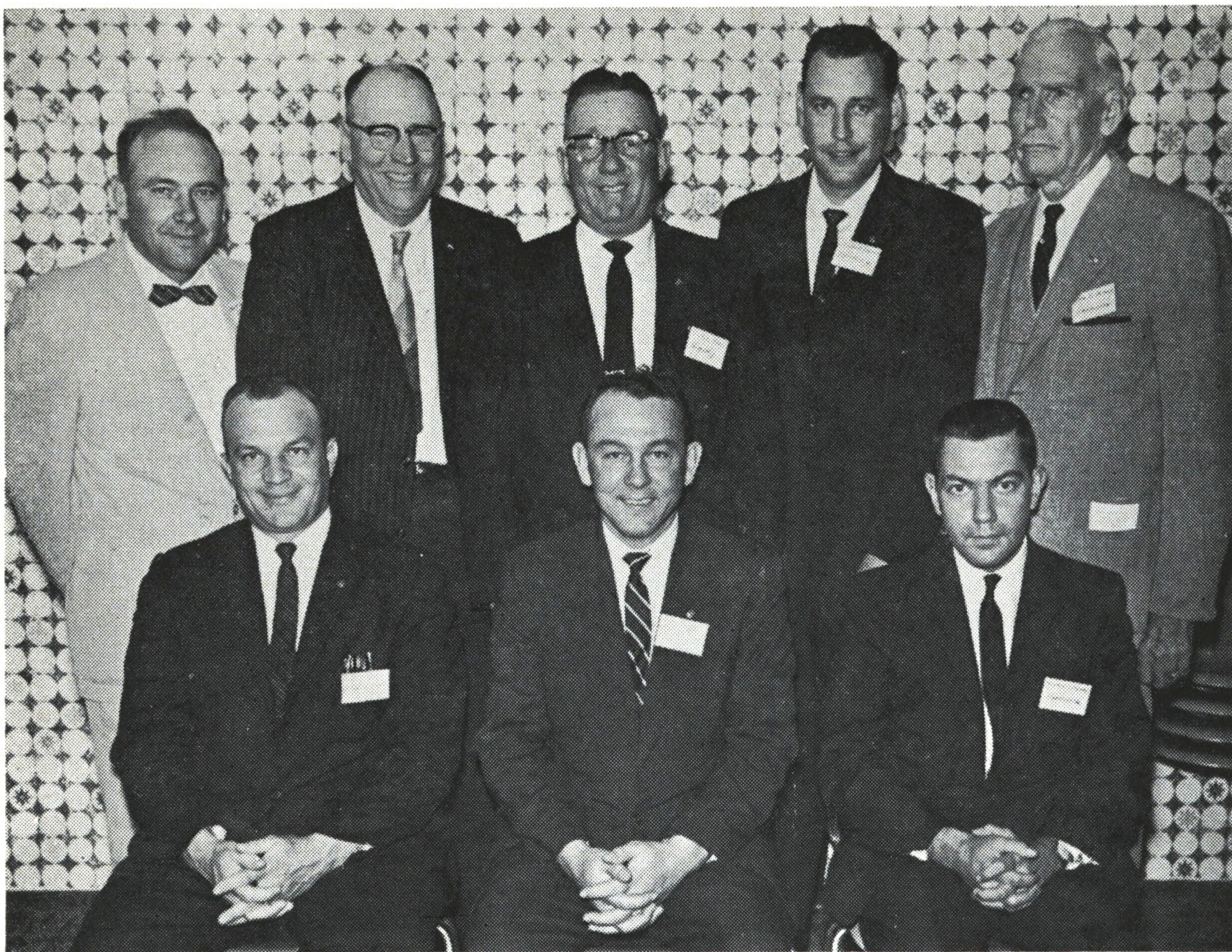
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The above men were officially elected to offices in the newly organized Auctioneers Association of North Carolina. Seated are: Basil Albertson, Sr., 1st Vice President; W. Craig Lawing, President; Mark Penny, 2nd Vice President. Standing: Jack H. Griswold, Secretary-Treasurer; Coyte D. Carpenter; 2 year Director; Turner Kees; 4 year Director; Clinton Garner, 1 year Director; and J. C. Penny. 3 year Director.

Registration of 600 in 60 at Hotel Sheraton, Louisville, Kentucky. July 14-15-16.

Value Of Antiques Has Many Facets

Antique shows, those conglomerative affairs that periodically light up our barns and church basements as well as our largest exhibition halls, add another dimension to the study of history. They offer a visible, concrete way in which to learn how people lived in bygone days. In the variety of items on display—the furniture, clocks, paintings, mirrors, silver, pewter, china, glass, prints, jewelry and others—we find an accurate reflec-

tion of the life of other cultures and other eras. Antiques have other attractions as well. They add beauty and charm to life today, for the objects that have survived the years are generally of the finest quality and workmanship. They are an excellent investment, for they remain far more constant in value than comparable new objects. They provide a systematic means to exercise the acquisitive instinct that seems to rest within all of us. At the antique show, we are permitted to buy for our homes a little bit of history of our very own. No historian could ask for anything more.

Expression Of Individual Opinion Does Not Guarantee Valid Conclusion

By Col. Frank A. Sloan, Minneapolis, Minnesota

Expression of individual opinion is of necessity one of the fundamental privileges in any democratic form of government or organization, however, this does not necessarily mean that the conclusion reached by the Colonel from Washington State in cancelling his plan to attend the 1960 Convention in Louisville is acceptable as reasonable based on the advanced arguments he has presented in his article published in the April issue of the Auctioneer.

The privilege of differing in opinion is equally as important as voicing one. Since when have we as citizens or as organizations been denied our rights to petition government for laws which we believe necessary and when the Colonel from Washington suggests that the convention be withdrawn from Kentucky gased on the fact that he is in disagreement with opinions of others that are not to his particular individual liking he will find few, if any of us, vulnerable to the acceptance of such a proposal.

Those who attended the 1959 Convention of the National Auctioneers Association at Denver witnessed the verbal battle of a 15 member Wisconsin delegation plus myself as official delegate of the Minnesota State Auctioneers Association battling my very good friend Colonel W. P. Scully of Lexington, Kentucky, (who was the only Kentucky delegate in attendance) for the privilege of staging the 1960 Convention in Wisconsin, however, single handed this great, persistent, little Kentucky Colonel fought back with enough courage and convincing arguments so that when the vote was taken Kentucky was the winner and those of us who lost did not find it difficult to accept our loss gracefully because of the fine spirit and atmosphere that prevailed during the time this battle was being fought out on the floor in open convention.

If, as a result of my many differences of opinion with opponents of legislation

at conventions or through the columns of the Auctioneer, I as a realist was not mature enough to compromise with the intellectuals and the idealists to the point of keeping this issue alive then others who share my beliefs would carry on when they found me conspicuous by my absence and out of necessity they would inject themselves with a hypo of intestinal fortitude which is something we don't all have. Though we agree in principle, some cannot seem to express themselves.

Those of us who do not find it necessary to become disagreeable in disagreeing feel that certainly enough time has elapsed for the National Auctioneers Association to reconsider an accepted recommendation of its resolution committee who at the 1956 Convention in Kansas City were successful by vote to have the following resolution introduced and passed using, in my opinion, a poor choice of language.

I quote that resolution, quote: "Whereas we have heard the debate on license laws for Auctioneers be it resolved that the convention consider it a dead issue and that the corpse be given a decent burial and that the time that has been given in the past be given in the future to constructive, useful information." End of quote. This, my Brother Colonels, was a recommended resolution of the resolution committee following the scheduled agenda debate on the subject and was then offered by the resolution committee not with standing the fact that the appointed judges of the debate declared the proponents of legislation the winners and the opponents the losers which should be proof positive that the issue is too vast for committee action and should come on to the floor by way of the full convention sitting as a committee of the whole.

I believe the time has come when our National Association should clarify one way or the other as to whether it stands neutral, endorses, opposes or maintains an indifferent or uninterested position on the subject.

Those of you who have attended the last 5 or 6 National Conventions or read the many articles I have had published in the Auctioneer during these years have witnessed my never ending pursuance of a campaign for arriving at a conclusion of this difference as far as organization policy is concerned and in spite of organized opposition over the years I offered enough conclusive factual arguments at the 1958 Buffalo Convention to at least bring into being by way of a motion that a survey be made by our association to determine what states did or did not have state auction license laws. The results of this survey was published in the Auctioneer and was quite revealing to those who thought Minnesota was the only state where licenses existed. It shows that approximately 50% of the states have auction license laws.

I do not deny that the subject is highly controversial and provocative but I will not agree that ignoring an issue is comparable to a hurricane in the sense that it will blow itself out.

Auction legislation and licenses in my opinion is definitely an issue and there is no justification for eliminating it from the agenda at the National Convention because some think it will destroy membership unity or because others may think that the subject is too copious and involved for the comprehension of the attending members. (In plain English, that our members would not understand.)

In conclusion may I add that in a government by and for the people such as we live in the individual states have certain constitutional rights and so should it be within and between our own National and State Organizations. However, there are some who may confuse state rights of state associations with the Code of Ethics of our National Auctioneers Organization in an attempt to frustrate the proponents of license laws and this would not necessarily be in premediated and calculated fashion but rather by fact that interpretation lends itself to distortion and such a condition.

Let's get on the ball, now is the time and Louisville 1960 Convention is exactly the place where in an atmosphere conducive to the business at hand we can

in a real informative forum get both sides of this issue and believe me, as far as I'm concerned there could be no better hosts than these Kentucky Colonels.

Anybody else for mint julip? See you in Louisville, 1960.

Kentucky Will Host Marketing Congress

LEXINGTON, KY. — A record number of persons from livestock and market circles across the nation to the "Great Meadow" state in June for the 1960 National Livestock Marketing Congress is anticipated in Kentucky entertainment plans for the event this year. Dates are June 22-25, 1960. Lexington is the "Congress" city.

G. W. Gardner, Blue Grass Stockyard., Lexington, is chairman of the entertainment committee and sale director of the Continental Sweepstakes Cattle Sale that will be one of the featured highlights of the Congress.

Meeting here last week with Gardner, under snowfall conditions insuring one of Kentucky's best bluegrass seasons, to initiate extensive entertainment plans were: W. E. Abell, Bowling Green, president of the Kentucky Livestock Auction Markets Association; Joe Altsheler, Hopkinsville, vice president; and C. T. 'Tad' Sanders, Kansas City, Mo., executive head of the National Association of Livestock Auction Markets.

Abell announced a state-wide meeting of all Kentucky auction markets in Lexington, Sunday, April 3, to increase state-wide participation in preparation for the event. Representatives from the Governor's office, State Department of Agriculture, University of Kentucky and the City of Lexington are being invited to the April 3 meeting. A mid-day luncheon will be served at the Phoenix Hotel, headquarters for the Congress.

The Livestock Marketing Congress is staged as a national forum on livestock marketing developments. It will also include the annual conventions of the National Association Auction Markets and the National Livestock Dealers Association.

The Continental Sweepstakes Cattle Sale will feature the auction of select carlot entries of feeder and stocker cattle from **NATIONALLY CERTIFIED** markets and NLDA livestock dealers from many states. With the record success of the initial sale last year at the Congress in Cedar Rapids, Iowa, more than 100 carloads are expected this year, according to Gardner. The 1960 sale will mark the best opportunity for national display and sale of cattle from the South and East.

The "hospitality" state is leaving nothing undone to insure the success of the Congress and the delight of the more than 1200 livestock men and their families expected to be present for the national event.

Rising Prices Trend In French Furniture

LONDON — A little work table, bedecked with flower sprays and ribbons, brought the auction high at about \$39,000, in a sale at Christie's in London.

The small masterpiece by J. P. Oeben, cabinetmaker to Louis XV and his favorite, the Marquise de Pompadour, gave evidence of the skyrocketing prices of fine French period furniture.

The sale of this table and of elegant French clocks and works in ormolu, including pieces from the Dowger Lady Foley and Lord Hillingdon collections grossed about \$300,000. The table, from the Lady Foley collection, was one of 154 items sold.

Oeben's needlework table went back to France, bought by a dealer—perhaps as agent. The master craftsman's work set a record for furniture at auction last year with the sale of a table at Christie's for more than \$100,000.

In the forefront of collecting, French period furniture of top rank rose 150 per cent last year over prices of the preceding year.

"Why do you keep reading your Bible all day long?" a youngster demanded of his aged granny. "Honey," she explained, "you might say I was cramming for my final examination."

Future Determined By What You Know

By COL. B. G. COATS

It makes no difference how we approach it, every Auctioneer in America spend most of their lives striving for the same goal; experience, knowledge, a happier, more satisfying and successful life. Has it ever occurred to you how often we overlook the simplest, most obvious means of acquiring it?

Over a period of years, what is it that makes an Auctioneer's work interesting? What makes his business decisions sound? What makes his instant decisions the correct decisions? What makes him have self-assurance to meet the many problems and responsibilities connected with his work?

You may have many answers to these questions but there is only one correct answer and it is something that every Auctioneer can acquire "knowledge" and the quickest, easiest, surest way of adding to your knowledge is by attending the national convention of the National Auctioneers Association. Year after year it has been proven beyond any doubt what-so-ever that the national convention is recognized as the greatest treasure of knowledge and experience, which provides Auctioneers with accurate and authoritative information on every phase significant to the Auctioneering profession. That is why every year develops a bigger and better convention. That is why every year more and more Auctioneers realize the vital importance of such a vast knowledge that is theirs simply by being one of those present at the convention. They know that this great storehouse of knowledge will enable them to acquire the habit bringing them one step closer to achieving their goals in life.

What you know will not only determine your future but your presence at a national convention will do much in determining what you are or will be. Now more than ever before knowledge is essential and you have it at your finger tips at the Hotel Sheraton, Louisville, Kentucky, July 14-15-16.

In Regard To License Laws

By BERNARD HART

For the past few issues you will have noted that THE AUCTIONEER has been larger than usual, 48 pages plus cover, as compared to the usual 32 and 40 page issues. This is due in a great part to the never ending controversy concerning license laws for Auctioneers. This issue is no exception and if this is what it takes to get membership participation then the subject has some worthiness regardless of one's views and opinions.

If you have read the various articles about licenses the past few months as well as in this issue you have surely arrived at one conclusion — there is a lot of confusion and misunderstanding all along the line.

As editor of the only publication pertaining to the auctioneer and his profession we have an unusual responsibility on the subject. It is our duty to bring to all auctioneers all the information, pro and con, that is available as well as to publish proposed licensing laws and point out pit falls if there be any. There are those who think we should remain neutral on the subject but all of those we have come in contact with are those favoring licensing laws.

The question often asked is, "What is the National Auctioneers Association's stand in regard to licensing laws? Since the NAA has not endorsed any proposal to date there seems to be a general feeling that the NAA has taken a definite stand against license laws. This is definitely NOT true. When a proposal is presented that fits the profession I am certain that the NAA will be its strongest supporter. We have no idea as to when this will be but like Pop Hess, we of the NAA are hoping that a "Moses" will eventually arise and lead us from this wilderness of confusion.

The reason we say there is confusion is that we have so many who are ardent supporters of license legislation and are not very concerned as to what said legislation involves. In THE AUCTIONEER of March, 1956, we published a licensing proposal of the New Jersey State Society

of Auctioneers. New Jersey auctioneers are seriously hampered throughout the state by local and municipal regulations, in many instances making it next to impossible to hold an auction sale. We find this same thing in many parts of the country and call your attention to the letter in this issue from the Nevada auctioneer. This local legal hocus-pocus is certainly unfair to the auctioneer and his profession and as yet, very little has been done to remedy the situation although there have been a few instances where State Auctioneers Associations have been instrumental in discouraging new restrictions.

In view of the foregoing paragraph, had we lived in New Jersey we would have liked paragraph 18 of the New Jersey proposal, which states:

No political subdivision of the State of New Jersey shall have the power or authority to require the licensing in any manner of any auctioneer or apprentice auctioneer who is licensed under the provisions of this act.

In March, 1960, we published a like proposal of the Kentucky Auctioneers Association. In direct contrast to the New Jersey proposal we quote Section 20:

"Nothing contained in this chapter shall affect the power of municipalities to tax, license and regulate auctioneers and apprentice auctioneers. The requirements hereof shall be in addition to the requirements of any existing or future ordinances of any municipality so taxing, licensing or regulating auctioneers or apprentice auctioneers."

Neither the New Jersey nor the Kentucky proposal has become law and it probably can be seen in the two quotes why both were defeated. New Jersey municipalities are not going to give up their unfair practices of taxing auctioneers without a struggle and the Kentuckians would have only added to the burdens of auctioneers.

This is only one example of the wide differences in licensing proposals but if

you have studied all of them, as it is necessary for this writer to do, you will have found many others.

What is the answer? We don't have it, but we have drawn a few conclusions. It has been the auctioneer who conducts sales in a dozen or more states each year who has added publicity and glamor to this profession. Yet, we never see any of these men sponsoring license laws. When a workable license law is drafted it must represent ALL segments of the auction profession. Therefore, it will be necessary for auctioneers representing all the many phases of the profession to have a part in drafting such a law.

Our biggest mistake to date is the attempts to pattern the auction profession after some other profession or business. It will not work. We must make our own pattern and tailor it to our needs.

Ohio Auctioneers To Meet at Mansfield

by Don E. Fisher, Sec.

The Ohio Auctioneers' Association will hold its Semi-Annual Convention at the Leland Hotel in Mansfield, Ohio on Sunday, June 12th. The program will begin at 10 A.M. with the business meeting and report of legislative committee. The noon Banquet will feature the Hon. John W. Brown as speaker, he is the former Governor and Lieutenant Governor of Ohio and presently a member of the Ohio Legislature. The afternoon program will be devoted to an interesting panel discussion.

The Ladies Auxiliary will be meeting at the same time and place and they have a most interesting program planned too.

This is to be the first in a series of rotating June meetings and all Auctioneers and their wives are invited to attend whether members or not. So how about a big turn-out of all you Colonels and your Ladies. See all you Colonels in Mansfield June 12th. For reservations contact Don Fisher, Sec.

Impressionist Sale To Be At Christie's

On May 6, Christie's will hold a sale of highly important Impressionist and post-Impressionist pictures. Many of them have been sent for sale by American collectors, underlining once again London's dominance of the art market.

The sale will be fully representative of the Impressionist period, with works by: Boudin, Chagall, Chirco, Corinth, Corot, Daubigny, Dufy, Forain, Gauguin, Gris, Kokoschka, Matisse, Modigliani, Perkeke, Pissaro, Picasso, Renoir, Signac and Utrillo.

One of the finest pictures to be sold is Claude Monet's "The Water Garden, Giverny", which was exhibited at the Arts Council's Monet exhibition in 1957. Among the pictures sent by American collectors is a Renoir owned by Mrs. G. Rockmore Davis of New York. The Hon. Mrs. J. J. Astor has sent a Corot landscape of the Italian Campagna.

In the same sale there will be bronzes by Daumier, Epstein, Degas, and Rodin.

Texas Building Sold At Auction

SAN ANTONIO, Texas — The National Bank of Commerce Building, a thirteen-story office structure at 111 Soledad Street, San Antonio, Tex., has been sold at auction for \$565,000, it was announced here by Stephen A. McDonald, vice-president of Joseph P. Day, Inc., the auctioneer. The upset price was \$525,000.

The successful bidder was Harry Halff, president of the Alamo Title Company of San Antonio, who said he was acting as trustee for an undisclosed principal. Three hundred and fifty persons attended the sale on the premises.

The bank, which moved two years ago to a new twenty-story building of its own at 430 Soledad Street, placed the old structure in the hands of the auctioneers after efforts to dispose of it at private sale failed.

Craiglen Dispersal Averages \$623.42



JOYSIDE ROBERTA POSCH 2792531 (EX-\$3500). From left: Allan F. Jones, contender; Mrs. W. E. Wilson, Mr. W. E. Wilson, buyer; Harris Wilcox, owner and Sale Manager. In the box is C. B. Smith, Auctioneer, and Maurice Mix on pedigrees.

In one of the good Holstein auctions of the season, Mr. and Mrs. Harris Wilcox, owners of Craiglen Farm, Bergen, New York, dispersed their nationally known herd on February 18. An extremely large crowd, estimated at 2300 persons, attended the sale from 11 states and Canada. A total of 120 animals sold for \$74,810, an average of \$623.42 per head.

Nine animals sold for prices ranging from \$1050 to \$3500 headed by the cow pictured, Joyside Roberta Posch, purchased at the top named figure by W. E. Wilson, Ontario, N. Y. Next high seller was the other cow pictured, Craiglen Mono-Posch Nan, selling at \$2200 to Ro-

bert W. Pollock, Canandaigua, N. Y.

Mr. and Mrs. Wilcox have sold their large farm but continue to operate a smaller farm and are establishing a small herd of registered Holsteins on this farm.

This sale is of unusual interest to NAA members as Mr. Wilcox served as President of the NAA for the 1957-58 term and C. B. Smith, who was the auctioneer, served as President for the 1958-59 term. Mrs. Wilcox and Mrs. Smith headed the Ladies Auxiliary during the same period that their husbands served as NAA Presidents.

Gems Seized By Customs To Be Sold

NEW YORK, N. Y.—A glittering hoard of gem diamonds, seized from smugglers and valued at \$956,000, will be sold at public auction by the customs authorities.

"It will be the biggest sale in terms of money that we have ever held here," E. G. Collord, Deputy Collector of Customs, said yesterday.

The cut and polished diamonds will be exhibited and auctioned at the Federal Appraiser's Stores, 201 Varick Street.

Mr. Collord emphasized that the 8,410 carats in stones, one of them of 7.62 carats, would be displayed to prospective buyers by appointment only.

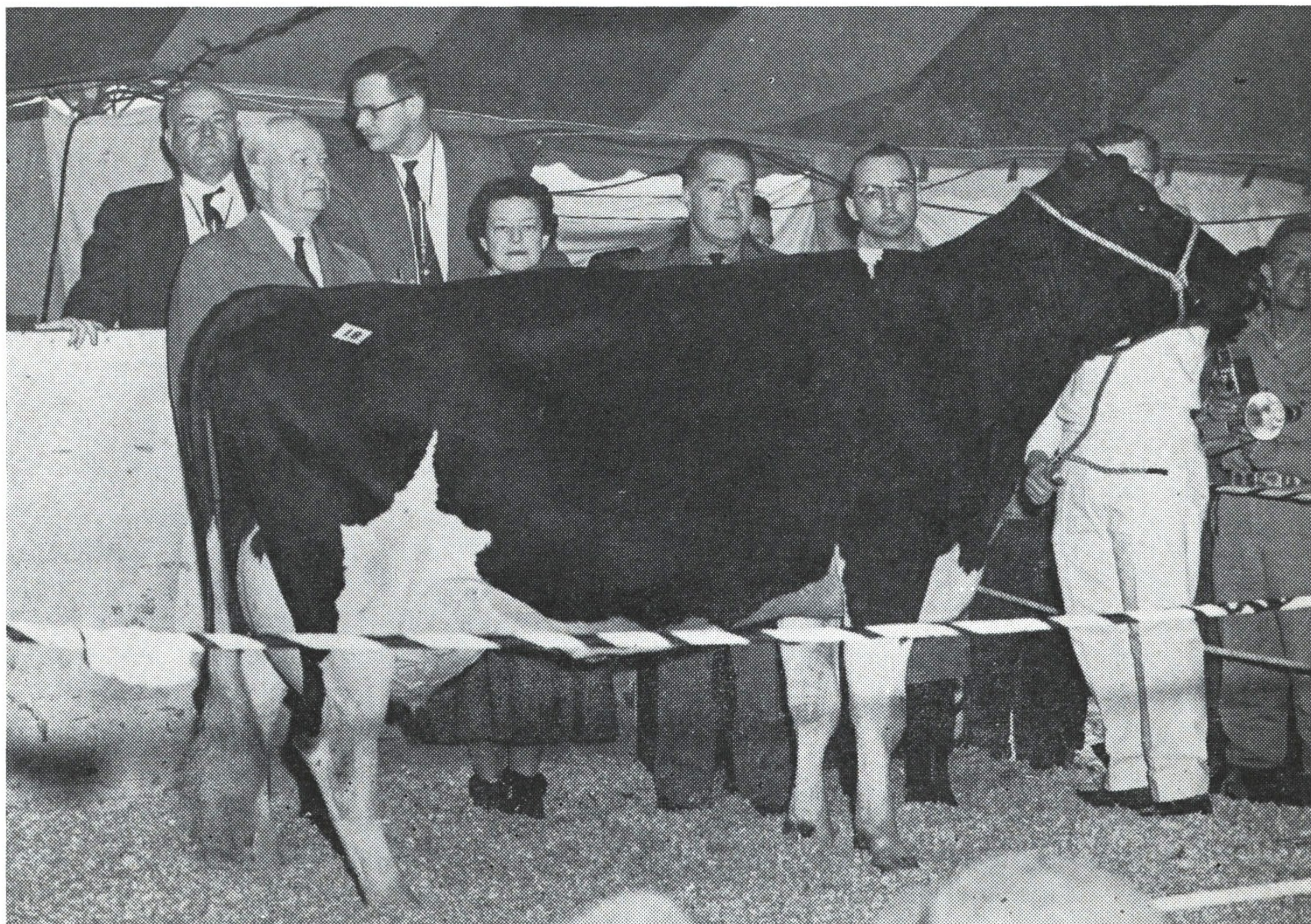
Persons wishing to see them must make an initial deposit of \$300 with the Storage and Sales Section of the Customs Bureau. This contrasts with the usual \$25 deposit required of bidders at the auctions four times each year of abandoned, forfeited and unclaimed merchandise.

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CRAIGLEN MONO-POSCH NAN 4501985 (\$2200). From left: Mr. and Mrs. Robert Pollock, buyer; Harris Wilcox, owner.

Auctions Rise 50% As Farmers Move To City Jobs

By JOHN F. LAWRENCE
Reprinted from The Wall Street Journal

WEBSTER CITY, Iowa — In a sense reminiscent of the dust bowl days of the '30s, Willard Whiteaker, a 47-year-old tenant farmer, packs his wife, six children and all their belongings in the family car and their farm truck and heads for Eugene, Ore.

This lean, ruddy faced farmer has lined up a job there as an apprentice carpenter at \$90 a week. Last year, he averaged less than \$30 a week working a 320-acre farm here in central Iowa. "I couldn't see much hope of my income going up this year," he says.

The Whiteaker family is part of a vast flight from the farm that stems not from drought and dust but to a large extent from producing too much corn, oats, pork and other farm products.

Before Mr. Whiteaker departed for Oregon, he relaxed and analyzed the problem.

"It seems everything we buy goes up and everything we sell goes down. When I started farming in 1948. I bought a tractor for \$2,000. Hogs brought 20 cents a pound and corn was \$1.25 a bushel. Now I'd have to pay \$3,500 for the tractor but corn's down to \$1 and I only got 12 cents for the hogs I sold last winter."

Number of Auctions Rises

The sharp rise in the number of auctions held last winter indicates the migration from the farm was one of the heaviest in recent years. Farms usually change hands in the winter for occupancy just prior to the start of spring planting. When a farmer decides to leave the farm, an auction is generally held to dispose of machinery, tools and livestock. Two out of three auctioneers, local farm organizations and rural newspapers in 15 states surveyed by The Wall Street Journal said the number of sales were higher during the past winter than a year earlier. The average increase was 50%, but some auctioneers reported holding twice as many sales as in the winter of 1958-59.

Last winter's exodus marks an acceleration of a decline in farm population that has been going on for a quarter of a century. The nation's farm population, at last count on April 1, 1959, was 21.2 million, down from 32.4 million in 1933. The decline has averaged 430,000 annually over the past decade.

This drop in the number of farmers shrinks the rural market for refrigerators, washers, clothing and the thousands of other consumer products these people buy. As the number of farms put on the market climbs, it tends to weaken rural real estate prices which, until last winter, had been going up since World War II. Paradoxically, crop output tends to rise as the number of farmers declines, providing new problems for Federal farm glut cutters. Most of the farms sold are joined with other units run by better farmers who succeed in coaxing more out of the land.

Here in Webster City's Hamilton County, there are slightly more than 2,000 farms now, 70 fewer than in 1953. Yet production of corn, the biggest crop, topped 10 million bushels last year, 1 million more than in 1953. Yield per acre was 74 bushels last year, up from 57 six years earlier.

Impact of Livestock Decline

The biggest exodus has taken place in the Corn Belt, a region that takes in Ohio, Indiana, Illinois, Iowa, Missouri and parts of surrounding states. This heavy hog raising and cattle fattening country bore the brunt of the last year's skid in livestock prices. This decline dragged down 1959 net income per farm in Iowa to \$3,357, 29% below 1958. Farm income nationally was off 16%.

"I've had 50 auctions this winter compared with 33 last season," reports Melvin Wehrheim, who runs the Wehrheim Auction Service in Webster City. "I started in business 25 years ago and this is the biggest season I've had," he says. As usual, he says, most sales were for eld-

erly farmers who were retiring. But this winter 23 farmers were quitting to get other jobs, compared with 15 who left for that reason a year ago, he explains.

"We've had close to 100 sales in DeKalb County this winter, twice as many as a year ago," says E. E. Golden, an agent for the Department of Agriculture in DeKalb, in northern Illinois. One DeKalb auctioneer was booked solidly six days a week in January and February. When more farmers decided to sell out, he had to book two sales on some days, morning and afternoon affairs.

Auctioneer Hugh Campbell of Chillicothe in western Missouri has handled 56 sales since the first of the year, about 10% more than a year ago and the most since shortly after World War II. The area's big crops are corn, hogs and wheat.

The trend also is apparent in farm areas outside the Corn Belt. "I've never seen so many sales for fellows who shouldn't be quitting," says Alvin Kohner, Winona, Minn., auctioneer. "In one stretch this winter nine out of 10 sales were for farmers under 40." Winona is in a heavy dairy cattle and poultry region.

More Auction Ads

In Texas, another key farm state, Joe Pinson, editor of the Clarksville Times, reports, "We've been running about 20% more farm auction ads than we did last year. It's the most we've had since the '30s." Just across the Red River at Idabel, Okla., the McCurtain Gazette reports about a 50% jump in the number of auctions. The papers serve a major cotton producing area.

The drop in income that prompted Mr. Whiteaker to abandon farming is the major reason farmers are selling out. Many farmers are experiencing a similar income squeeze.

Nationally, farmer marketings in 1959 reached 127% of the 1947-49 average. But prices farmers received for their products were only 82% of the 1947-49 base period. Reflecting higher prices for tractors, increased labor rates and an upward trend in many other expenses, farm costs last year jumped to 145% of the 1947-49 level.

The result was a drop in 1959 farmers' profits, or what Government economists call net farm income, to \$11 billion, 28%

less than the average for 1947-49. Actually, net farm income trended steadily downward throughout in the fourth quarter. That was 17% below the rate in the final three months of 1958. Farm income reached a record high of \$17.3 billion in 1947.

With heavier production failing to boost profits, some farmers figure it's useless to continue trying.

"When prices go down, you have to increase production some way; so you buy more cattle to fatten and work longer hours," relates Maurice Hemmen, who just sold his farm to become a salesman for a steel farm buildings manufacturer in Webster City. "With prices still going down this year I just decided to quit beating my head against a wall and get out."

The big investment also adds to farming risks. "It's become too big a gamble," contends auburn-haired Alice Burkhardt, wife of another farmer near Webster City. "You have \$5,000 tied up in fertilizer before you even begin to plant. Then you're at the mercy of the weather." Her husband, R. E. "Curly" Burkhardt, climbs from a grain bin, reeking of moldy corn, and says: "The winter was so damp the corn never dried." He lost about 2,500 bushels, 10% of his crop. He's packing up to move to Jewell, Iowa, 10 miles south, and run a bowling alley.

With incomes so low, jobs in the city naturally look more attractive. "Incomes were poor around here last year and many of the younger farmers realize they'd be better off in factory jobs," states Bernard Hart of Frankfort, Ind., secretary of the National Auctioneers Association. "Some of the older farmers are quitting, figuring they may as well go on Social Security a little early," he adds.

"Farming was getting to be a rough life," relates Duane Burtnett, 35-year-old Iowa farmer who moved to Webster City this winter to drive an oil company service truck. "I made only \$2,400 in 1958 on the farm and \$1,400 less than that last year. I'm a farm boy, never lived in town until now, but my outlook here certainly is better than on the farm." A father of four, he'd been forced by low returns on the farm to hold a part time city job the last few years.

IN UNITY THERE IS STRENGTH

"I'm going to work for a national credit rating association at a starting salary that's a good bit more than the most I made in any year farming," says Dale Mott on his 160-acre rented farm just west of Williams, Iowa. He expects his income to be steadier from the city job, too. Last year the drop in hog prices hurt him on the farm. He bought 200 head, purchased the feed for them and wound up losing \$8 a head when he sold them in the fall. "That pretty well wiped out last year's profit," he says.

Tighter credit restrictions at the banks this year are another reason for the increase in the number of farmers taking flight.

"We have about 10% less to lend this year compared with a year ago; the big pinch will be in the next 30 to 60 days when demand for loans normally is at a peak," reports Lorenz A. Horn, president of the First State Bank in Webster City. "Our loans are up to 62% of deposits now instead of the usual 50% because farmers haven't paid up last year's notes."

"The banks have been riding along with some of these fellows for several years, hoping income would turn up; now they're trying to shed some of them," says Robert Lehman, who heads the Production Credit Association here. The group makes short-term loans with money obtained from the Federal Intermediate Credit Bank, a quasi-government agency. The association currently is lending about \$450,000 a month, 50% more than a year ago. "Farmers turned away at the bank are coming across the street to us," Mr. Lehman explains.

Few farmers have been forced to sell out by anxious creditors, but many have sold voluntarily because they realized they were rapidly becoming over extended. The association has quietly advised a few of its farmer members to sell, confides Mr. Lehman.

"A lot of young farmers around here who bought expensive equipment on time the last couple of years figured they could sell out this year, pay off their debt and still have a few dollars left over," says Mr. Campbell of Chillicothe, Mo. "They were afraid if they stayed

another year they might come out of the auction still in debt."

The decline in farm population has been spurred by growing mechanization, which reduces the need for manpower on the farm. Since the war, farmers have mechanized at almost breakneck speed. Small farms have been combined so bigger machines could be worked to capacity. Many farmers with small acreage sold out to more prosperous neighbors.

With so many farmers leaving for town, there's more land available for sale or lease this spring and demand for it is weaker.

Very little of the land left behind will stand idle, auctioneers and real estate men say. This is because there still is a good demand for land from farmers who want to increase the size of their operations in the hope this will improve efficiency. Land that isn't sold by the time planting begins probably will be rented at the last minute to neighboring farmers, they explain.

But many of the small communities that grew up before the automobile whittled the distance between outlying farms and the county seat face a bleaker outlook. In a dimly lighted drug and variety store in the center of Williams, Iowa, a tiny community nine miles east of Webster City, R. O. Bauman stands under an old wooden sign that reads "poultry and livestock medicines" and complains, "A lot of people that have been dealing here are gone and those who replace them just won't have the loyalty. They'll go off to bigger towns." He made only \$1,200 on his business last year. When he started out 15 years ago he made about \$4,000 a year. Roughly 70% of his business is with farmers.

Most farmers who've come to town this winter have had little trouble finding new jobs. But if the trend continues, their search may become more difficult. "In the past three months 25 farmers have been in here looking for full-time city jobs, 40% more than last year," reports Val Ewing, manager of the Iowa State Employment Service office in Webster City. "Many of these farmers have no other skill and we've had to find them jobs where they'll be trained. We've placed them all so far."

What sort of jobs are they getting? Two are selling insurance, two others are selling feed for livestock, another is working as a mechanic in a farm equipment dealership and several are taking janitorial jobs in a local frozen foods factory, says Mr. Ewing

Not all areas are experiencing the upswing in farm sales. Especially in areas where last year's farm profits were equal to or more than 1958, the auction session was about equal to a year ago. In California, for example, the number of auctions increased in dairy and poultry farm areas where incomes were poor, but held about even with the previous year in regions concentrating on orchard crops, where returns were more favorable.

In Georgia, auctioneers report fewer sales than in the previous season. But plenty of farmers are leaving for city jobs, they say. "Farmers are putting the land into the soil bank instead of selling out," says George E. Collins, a Decatur, Ga., auctioneer.

Share Ideas With Fellow Auctioneers

By COL. B. G. COATS

In the auctioneering profession it is important to keep others informed about what YOU are doing. That is why the National Auctioneers Association has a monthly publication "THE AUCTIONEER". Everyone who thinks of himself as an Auctioneer has something to talk about.

During the past year the number of public auction sales hit an all time high. Each year for the past twelve years public auction sales have shown a marked increase, not only in the number of sales but in the splendid results in the overall receipts. Yet, with all this, fewer Auctioneers advertised the accomplishments in their respective fields of Auctioneering.

Reflect back over the years, surely many things happen in your operations that would be of interest to others. It is of interest to you otherwise you would not be doing it, therefore, it is of interest

to all those who do the same type of work. When you have a successful sale, when things of interest happen and they do happen at every auction sale, when you have an unusual auction sale, when you sell for a prominent citizen, when the number of visitors far exceed your expectations, why not just go one step further and advertise these accomplishments. By telling your story and letting others know of your success, you are building for bigger and better sales and promoting the auctioneering profession. Telling your story will be of interest to all Auctioneers and at the same time you will be doing yourself a favor and the auctioneering profession. The more Auctioneers talk about their profession through both word of mouth and the printed pages of "THE AUCTIONEER" the stronger becomes our position, our prestige and our influence.

Call it what you will, advertising, bragging, salesmanship, promotion or whatever you care to — the future can be more prosperous for the profession and for you if more Auctioneers do more about it. Every month the Editor of "THE AUCTIONEER" is obliged to delete a few blank pages because he does not have enough material to fill them. If we all told our story frequently it would make for a bigger magazine and we would all profit by the exchange of experiences and ideas.

City Sale Brings Upset Prices

NEW YORK, N. Y. — The former site of Seton Hospital in the Riverdale area of the Bronx brought more than double its upset price when it was sold at auction for \$685,000. The upset figure, the price at which bidding is permitted to start, was \$325,000.

The land was one of 161 city-owned properties that were offered in a sale conducted in the Statler Hilton Hotel by Joseph P. Day, Inc., auctioneers, for the Department of Real Estate. The total realized for the day was \$2,617,430 for properties with a total upset price of \$1,434,780. The properties are assessed for a total of \$1,604,425.



Missouri Auction School, Kansas City, Missouri, Class of March, 1960.

Bottom Row, Left to Right: Herrod Carr, Jr., Indiana; Lionel E. Chasse, New Hampshire; Harold D. Koza, Massachusetts; Boyd Michael, Missouri; Dick Dewees, Missouri; Ken Barnicle, Missouri; C. W. "Buck" Bayne, Virginia; Harry B. Metcalf, Illinois; Leroy Moss, Illinois.

Second Row, Left to Right: Norman C. Liddle, Canada; Hubert Blaydes, Indiana; O. R. Ireland, Kansas; Herman Ihlenfeldt, Jr., Texas; Robert E. Lawson, Vermont; Bill Gallup, Texas; Robert M. Mallory, Illinois; Lewis W. Campbell, Oklahoma.

Third Row, Left to Right: Mickey Metcalf, Oklahoma; H. H. Blair, Colorado; Walter Bechler, California; Robert D. Laflin, Nebraska; Ronald Hopper, California; Charles R. Tomlinson, Texas; Charles A. Kirlin, Indiana; John Needles, Kansas.

Fourth Row, Left to Right: Cletus Metzger, Missouri; Ken Whaley, Illinois; Kirk Ashton, Kansas; John W. Blair, Colorado; John B. O'Reilly, Canada; C. E. "Whitey" Bradley, New Mexico; Edward H. Rogers, California; Calvin B. Blair, Colorado.

Fifth Row, Left to Right: Howard C. Schierling, Kansas; Ed Carter, Missouri; William Warp, Wisconsin; Raymond A. Rauhut, Kansas; Harold Dean Whitaker, Kansas; John Geer, Nebraska; William C. Jones, Illinois.

Buttons and Bidders and Metaphysics

(A reprint from Parke-Bernet bulletin)

Our colleagues of the popular press—or perhaps we should say of the very popular press, since we also court the favor of the many-headed in a halting fashion—have always been greatly interested in the stratagems of bidders in the salesroom. It has seemed to them fascinating that one man should bid by winking an eye, another by putting his hand on his lapel, a third by touching his chin; as if it might more probably be expected that, carried away by the infectious enthusiasm of the auction, one should rise in one's seat and cry "fourteen thousand!" in a kind of Pente-costal euphoria.

If some of the more cautious customers resort to these simple devices, reminiscent of the signals of baseball managers and coaches to their flock, there are, however, others whose carefree and open bidding gives evidence of a feeling of security and even self-satisfaction that they will willingly share. It has even occurred, in the relaxed atmosphere of the after-dinner evening sales, that a host, desirous of impressing his guests,

has airily bid fifty thousand dollars or so for a painting and, as unexpectedly, had it knocked down to him as a reward of his rashness. We have mixed feelings about this sort of thing, not always knowing whether it is attended later by a hangover, or other clinical symptoms.

Returning to the 'strategic' fellows, or wily thinkers, there is one diverting anecdote that we would like to share with you. This incident took place here about a year ago. A gentleman in a hurry arranged to stand in the doorway of the salesroom during a French furniture sale, wearing his overcoat, and bid by unbuttoning it: when he re-buttoned the coat, this was to be an indication that he had stopped. All went well until a Louis Seize settee appeared: unfastening his greatcoat, he was well along, when he suddenly spied outside in the Galleries an urgent contact. He departed, (without re-buttoning the garment), the attendant continued to call bids for him, and he returned to find himself the owner of the canape. Now here was a metaphysical problem worthy of Bishop Berkeley: did the unbuttoned overcoat still exist in thought), or had the owner by leaving, spiritually — as it were — buttoned himself up? This is the kind of thing that has aged us before our time.

One need not cogitate. Just say "I will be in Louisville, July 14-15-16,

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Col. Jerry D. Popplewell—Amity

MONTANA

Col. Wm. J. "Bill" Hagen—Billings
Col. R. J. "Bob" Thomas—Billings
Western College of Auctioneering
—Billings

NEBRASKA

Col. W. V. "Bus" Emrich—Norfolk
Col. Ray Flanagan—Albion
Col. Dan Fuller—Albion
Col. Rod Gillespie—North Platte
Col. John W. Heist—Beatrice
Col. Stacy McCoy—Arapahoe
Col. Leon Nelson—Albion
Col. Henry Rasmussen—St. Paul
Col. John Ryan—Greeley
Col. Rex Young—Plattsmouth

NEW HAMPSHIRE

Col. Ed Dean—Nashua
Col. Ray Houle—Intervale
Col. Merle D. Straw, Jr.—Seabrook

NEW JERSEY

Col. R. J. Charlins — Neptune
Col. B. G. Coats—Long Branch
Col. Ralph S. Day—Leonia
Col. Ben Greenfield—Bradley Beach
Col. Sheldon Platt—Roselle
Col. Herbert Van Pelt—Readington

NEW MEXICO

Col. Elmer Bunker—Albuquerque
The New Mexico Auctioneers—
John Overton—Albuquerque

NEW YORK

Col. Tim Anspach—Albany
Col. Paul W. Calkins, Peru
Col. Clarence Foss—East Aurora
Col. W. E. Gregg—Jacksonville
Col. Benjamin F. Hayes—Forest Hills
Col. Howard G. Hovey—Scotia
Col. Donald W. Maloney—Syracuse
Col. William A. Maloney—Syracuse
Col. Pete Murray—Ballston Lake
Col. George J. Nichols—Canastota
Col. Kenneth M. Rice—Hamburg
Col. Ben Schwadron—Queens Village
Col. Harold Spoor—Baldwinsville

Col. David H. Tracy, Pavilion
Col. Richard C. Tracy—Dansville
Col. Sidney White—New York
Col. Harris Wilcox—Bergen

NORTH CAROLINA

Col. Basil Albertson, Jr. — High Point
Col. Basil Albertson—High Point
Col. Coyte D. Carpenter—Claremont
Col. Billy Dunn—Laurinburg
Col. Turner Kees—Hickory
Col. F. A. Mendenhall—High Point
Col. Robt. (Red) Mendenhall—High Point
Col. Daniel M. Owens—Greenville
Col. Mark T. Penny—Charlotte
Col. Gene A. Saine—Hickory
Col. Kenneth W. Teague—Burlington

OHIO

Col. Donald L. Bates—Cincinnati
Darbyshire & Associates, Inc.
Wilmington
Col. Don E. Fisher—Delaware
Col. C. H. Forthofer—Avon
Col. R. E. Guiss—Akron
Col. Clem Long—Dayton
Col. Mearl Maidment—Bowling Green
Col. "C" Garth Semple—Milford
Col. Clyde M. Wilson—Marion
Col. Jim Wilson—Youngstown
Col. Lou Winters—Toledo

OKLAHOMA

Col. W. O. Christie—Oklahoma City

OREGON

Col. S. J. Frey—Sweet Home
Col. Virgil R. Madsen—Halsey

PENNSYLVANIA

Col. Tom D. Berry—West Newton
Col. Ralph D. Burkett—Ford City
Col. Q. R. Chaffee & Son—Towanda
Col. H. L. Frye—Pleasant Unity
Col. Jacob A. Gilbert—Wrightsville
Col. J. M. Hoffer—Bellwood
Col. Clarence P. Maier—Lansdale
Col. Oliver M. Wright—Wexford

RHODE ISLAND

Col. Max Pollock—Providence

SOUTH CAROLINA

Col. Fred Mullis — Lancaster

BOOSTERS FOR "THE AUCTIONEER"

TENNESSEE

Col. L. B. Fuqua—Nashville
Col. J. Robert Hood—Lawrenceburg
Col. H. C. "Red" Jessee—Morristown
C. B. McCarter Auction Co.—Sevierville

TEXAS

Col. K. L. Espensen—McAllen
Col. Don Estes—Desdimona
Col. James Little—Odessa
National Auction Institute—
College Station
Col. Kenneth Richardson—Bryan
Col. W. J. Wendelin—Henderson
Col. Earl S. White—Madisonville

VIRGINIA

Col. Morris F. Fannon—Pennington Gap

Col. David H. Gladstone—Norfolk
Col. C. B. Runyon—Falls Church

WASHINGTON

Col. Robert F. Losey, Sr.—Renton
Col. Orville Sherlock—Walla Walla

WEST VIRGINIA

Hale's Auction Service—Williamson

WISCONSIN

Col. Joseph W. Donahoe—Darlington
Col. W. C. Heise—Oconto
Col. Don Lloyd, Oshkosh
Col. Larry Roberts — Lake Delton

ELSEWHERE

The Ladies Auxiliary to the
National Auctioneers Association

THE MEMBERS SAY . . .

Dear Bernie:

"It doesn't cost, it pays to advertise in the Auctioneer!"

The Jamestown Livestock Commission Market sold March 24 to Mr. Carl Matthews of Malvern, Pennsylvania who learned of the property through the advertising you published for us in "The Auctioneer." We are so well pleased with the Auctioneers splended coverage and the reasonable rates it is now in our preferred advertising file of "musts" for future Commercial Auctions and we hope to have more business for you soon.

Malvern, Pennsylvania is a suburb of Philadelphia and is some 400 miles from Jamestown, Pa. We had a nice response throughout Pennsylvania, Ohio, New York, and inquiries as distant as Kentucky, Tennessee, Illinois, and Colorado.

We cannot thank you too much for results. Your splendid co-operation and willingness to render service kept leading us on to the point of discovery. "It doesn't cost, it pays to advertise in the Auctioneer!"

Sincerely,
Homer H. Sparks Co.
Sharon, Pennsylvania

Dear Bernie:

Enclosed you will find my check for \$10.00 for another year's subscription to the great "Auctioneer," and my membership for 1960. Let me commend you and your staff for such a wonderful publication as we have in this magazine. I enjoy the articles and many comments that the other "Colonels" send in, and I personally have benefitted from this publication.

The auction business here in the Reno-Sparks area is at a standstill, mostly due to prohibitive licensing (\$175.00 per day in Reno!) and the sparse population.

This summer I plan to return to my home territory in the Vermont-New Hampshire part of New England and I would appreciate hearing from some "Colonels" in this area. Right now I announce car races and have a radio show—all due to my training in Auction School.

I do so enjoy reading Col. Pop Hess' column. I hope to meet him in the future.

My best regards,
Ralph Bristol
Sparks, Nevada

IN UNITY THERE IS STRENGTH

Dear Bernie:

Just a line to let you know we here in Idaho read and enjoy "The Auctioneer." My wife and I were very thrilled that we could attend the convention at Denver in '59 and are making plans for Kentucky in '60.

We have enjoyed a very profitable season in the farm sales auctions, having had forty during the winter. We have forty auctioneers here in our Magic Valley which is 10 miles wide and 30 miles long so you can see the Auctioneer competition is keen. I sell a weekly Livestock Auction on Mondays. Our farm sales stop here the 15th of March and will begin about the 15th of September. Between my farm and the Shetland Pony Auctions, summer will be gone.

Yours truly,
Jim Messersmith
Jerome, Idaho

* * * *

Dear Bernie:

Just a line to tell you how much I enjoy "The Auctioneer," and to tell you of a very profitable auction I had recently. The heirs of a small estate, a house and lot, talked to real estate agents about selling and were told that they couldn't get over \$3000.00 for it. The heirs then asked me to sell it, and in a fifteen minute auction, I sold it for \$5000.00 with a tidy \$150.00 commission.

If we could only have more days like that!

Yours truly,
Mildon Hays
Iola, Kansas

* * * *

Dear Editor:

I enjoyed the article by Col. Anspach. I would like to have him come more often to the pages of "The Auctioneer" with his breezy chatter. He and Col. Pop Hess are both the kind of people that I would like to know personally.

Col. James Ford had a very fine article. That is, it was thought provoking and should be considered by every Auctioneer. I believe that if there is something is wrong going on in the profession it should be cleaned up by the Auctioneers themselves. I don't believe there

is a need for a license if that is done. Some people want more regimentation — as if there is not already enough. What I really think is behind all of this license idea is a desire to keep out competition.

I think the Kentucky License Act is one of the most undemocratic drafts that I have ever read. It smacks of deceit and is certainly not in the best interests of Auctioneers everywhere.

I am also for the old tradition of calling Auctioneers "Colonel."

I read "The Auctioneer" from cover to cover every month and enjoy all the fine interesting and instructive articles contained therein.

I am going to the Reisch Auction School in December and as soon as I graduate I will sure join the Association.

Sincerely,
Al Gay
Seattle, Washington

* * * *

Dear Col. Hart:

First, let me tell you how sorry I am that I didn't get to meet you while you were in our city. I am still upset over it. The next time you are here please call me and I will meet you or bust wide open trying.

I do thank you for calling me. I did enjoy the little visit I had with you on the phone.

Weather permitting we will open our new Auction House on or about May 1. Clay Hill Auction House would be more in keeping with the place there at present. As soon as it dries some and we can haul a little rock in, we will be ready to open.

Enclosed is my dues for another year. I am proud to be a member.

Yours truly,
Glenn T. Powers
Cedar Rapids, Iowa

* * * *

Dear Bernie:

Three cheers for Col. James M. Ford! I have been thinking many of the same things about the evils of a License Law but do not have the ability to put it down on paper as nicely as our colleague from the West did it.

We in North Dakota have a License Law. The only requirement that is in it

is that you have to buy a \$1,000.00 bond. It is very poorly enforced and so all it amounts to is a little business for the bonding companies. (We don't have any bonding companies in North Dakota so our money goes out of the state for that anyway.)

If there is such a critter as a man who has been and is an Auctioneer and a Lawyer both, maybe he could draft an act that would make a suitable for our profession. But just a law for licensing merely to be licensed is not at all desirable to my way of thinking.

Respectfully yours,
Bob Penfield
Bowman, North Dakota

* * * *

Hello Col. Bernard:

Sorry to hear you had the misfortune of breaking your arm. I am hoping you will be able to resume your duties soon.

I want to thank you for publishing my letter. I would have been disappointed if no one had answered. I received several letters. Col. Coats wrote me a personal letter which I enjoyed. I also enjoyed the one in "The Auctioneer."

No doubt Col. Coats can call to mind several auctioneers who made it the hard way but in this day and age if you depended on making a living and keeping your debts paid by starting from scratch in the auction profession, your creditors would have to like you.

As to right connections, I know of one or two auctioneers who would be working and one or two who would be operating an auction if they could finance it. Then, of course, it would be up to the individual as to how successful he would be.

I enjoyed reading Col. Pop Hess' column. Maybe Col. Coats and Col. Hess have the wrong impression on the little bit I wrote. As to Col. Pop Hess taking me up on the wager, seeing is believing. Send me a sale bill, Col. Pop.

Thanking you, Col. Coats and Col. Hess. Both of you are very encouraging.

Sincerely,
Harold Flanagan
Leon, Iowa

Gentlemen:

I have applied for membership in the National Auctioneers Association through Al Tremblay of Attleboro, Massachusetts. Today I received my membership card and certificate which I am proud to have.

I would like to know more about the organization so I could do my share in helping in what there is to be done.

Enclosed is my check for one year of back numbers of "The Auctioneer," the enclosed tearsheet of Promotional Items, and my listing as Booster for the "Auctioneer."

Very truly yours,
Max Pollack
Providence, R.I.

Churchill Oil First Offered At Auction

When Winston Churchill recently donated one of his paintings to be sold at a charity auction, it marked the first time that any outsider was permitted to buy a picture of his. The price it brings at auction will set a standard of evaluation for the rest of his work and for possible inheritance tax purposes. Most people believe that the auction release indicates that Churchill will leave his paintings to a museum.

Auctioneer Inspires Poetic Description

The following poem to Col. M. F. Merrill, Dayton, Ohio was written by his friend and partner, George D. Antrim.

I know this guy, I know him well.
He loves to barter, buy and sell.
He'll buy a bull, some calves and cows;
A tractor, wagon, disks and plows.
He'll swap the tractor for some steers
On which a lot of dough he clears;
He'll trade the wagon, disks and plows
For pigs, a boar and breeding sows
And when he's through, he's money made
With which to buy more things to trade.

He'll go to sales and pick and choose
What he can sell or maybe use.
Unlike a lot of ther guys
He has things sold before he buys.
And that is why he will not go
Beyond a certain price you know
He doesn't go around and knock
The farming implements or stock.
He seems to sort of sense or smell
What he can buy and trade or sell.

His deals are always on the square.
To that I'll raise my hand and swear.
Should you get sore and start to
squawk
You'll hardly get a chance to talk.
He'll give your money back so quick
You'll wish you'd let the bargain stick.
He'll act so happy you will feel
You've had the better of the deal.
He'll likely sell the thing for more
Than he had got from you before.

For customers, he has no lack.
The new ones come, the old come back.
When prospects come and talk and
quit
It doesn't worry him one bit.
He don't expect to own the Earth.
He simply knows what things are
worth.
If he can lay a bit aside
For future use, he's satisfied.
There's nothing that he loves so well
As just to trade and buy and sell.

Auctioneers Son Ohio Newscaster

Warren Guthrie of Cleveland leads two lives. By day he is a professor of medieval and renaissance rhetoric and literature at Western Reserve University. At night he becomes Ohio's best known television newscaster.

Guthrie's television and radio style has been referred to as machine gun delivery since he fires 250 words a minute during his newscasts.

This television style probably stems from the professor's boyhood experience of watching his father earn a living for the family at Syracuse, Nebraska. Theodore Guthrie was the leading auctioneer in the town of 947 and his staccato chant was the envy of his young admirers.

Marketing Congress Reservations Mailed

LEXINGTON, Ky. — Preceding the statewide meeting of Kentucky markets in Lexington, April 3, to conclude entertainment plans for the Livestock Marketing Congress this June, hotel reservation request cards have been mailed throughout livestock and livestock marketing circles, it has been announced.

Contracts have been concluded with the Hotel Phoenix, here as headquarters for the Congress, with all reservations cleared through the central office of the Congress, established by the National Association of Livestock Auction Markets in conjunction with its offices in Kansas City. The national trade body is primary sponsor of the industry event.

Fully air-conditioned accommodations for all persons from throughout the nation will be confirmed through the offices established, officials state. Dates are June 22-25.

The Congress is described as the one annual event devoted to a comprehensive discussion of livestock marketing trends and developments. Three highlight events will mark the Congress this year: two industry conventions and the Continental Sweepstakes Cattle Sale. The National Association of Livestock Auction Markets and the National Livestock Dealers Association will stage their national conventions and join in program events of the Congress.

The Continental Sweepstakes Cattle Sale will be held June 25. It will consist of carlot entries of cattle from NATIONALLY CERTIFIED markets and NLDA dealers. It will be staged at the Blue Grass Stockyards.

Kentucky hospitality preparations are being carried out for a record number of persons expected to assemble for the event, designed to focus attention on all phases of livestock marketing and marketing services.

Interestingly enough, at the celebration of the Chinese New Year, one of the most honored observations is that of paying off all old debts. And we send missionaries to China! — Sunshine Magazine.

The Auction Sale, Epitome Of The Free Market

By VOLLIE TRIPP
(Reprinted From The Freeman)

I have just had a thrilling experience — watching an old-fashioned auction. What is there so exciting about following a loquacious auctioneer about a hot dusty Kansas farmyard, while stolid farmers bid for cultivators, plows, laying hens, and feather mattresses?

Well, for one thing, it's always interesting to watch an expert; and Walter Hand, son of a famous auctioneer, knows his business. But even more important, the auction, as developed and carried on in Midwest farm areas, has become a symbol of the free market, free enterprise system. It expresses the robust dynamic spirit, the good natured give and take of the American business tradition.

And the auction is far from a dying institution. In a day when many of the customs and tokens of the free market are under bitter attack, it is good to know this one neutral meeting place for buyer and seller remains inviolate.

Shall we review briefly the mechanics of the Midwest auction? An older couple, no longer able to farm, are selling out, moving to Wichita. In the course of nearly 40 years, they have accumulated, besides the varied and complicated items required in farming, a large two-story house full of furniture, oddments, and unrelated items — thousands of them. Some are valuable, and will fetch a fair price. Others are of little account. But, whether they bring much of little they're going under the hammer this sultry Saturday afternoon in late August.

Several factors are necessary for a successful auction. A good crowd is essential. Both the auctioneer and the owners will try to insure a good turnout, by advertising in the two local papers, by radio spot announcements, by handbills distributed in feed stores and other places where farmers may see them. Others are notified by telephone, while the farm "grapevine" further spreads the news.

The weather is important, and Kansas weather is unpredictable. A bad storm not only will discourage people from coming, but may ruin furniture, beds, rugs, and other items piled in the yard. But Kansans are used to risks, and cheerfully take one more.

The auctioneer, the man who kids and cajoles the crowds, keeps them chuckling and in a buying mood, is the heart and soul of the auction sale. For auctioneering is a true art. Not many have the ready wit, the leather lungs, the varied and practical knowledge of merchandise to do it successfully. The work is physically and mentally exhausting, calling for tremendous concentration, an intuitive knowledge of when to conclude a sale. And the auctioneer must be fair to all. The man who has things to sell, as well as those who come to buy, must have complete confidence in his integrity.

The crowd begins to assemble long before the hour set for the sale. Farmers want to inspect the machinery, the livestock, the furniture, before they make their bids.

The men come in their work clothing. At least a few of them are worth from \$50,000 to \$200,000. But wealthy or not, all have come to the sale to improve their fortunes in some way. They come in late Buicks, Pontiacs, some pulling trailers. This is good, for we know they mean to buy, if possible. They come in battered pickups, in trucks. But you can't tell a thing about a Kansas farmer's finances by the car he drives, or by the clothes he wears.

The ladies of the Riverside Home Demonstration Unit arrive with cases of pop and sacks of crushed ice. They set up their bar in the garage, serving hot coffee, frankfurters and buns, and homemade pies by the slice. The crowd will clean them out, and provide a neat profit for their Unit. Now, the auctioneer

IN UNITY THERE IS STRENGTH

and his two clerks have arrived, and the sale will begin — a demonstration of the free market, in its most basic, most elemental form.

Auctioneer Hand mounts a farm wagon piled with unclassifiable farm items. He makes a brief and friendly talk, seizes an ancient mattock, as if it were some rare and interesting object.

"Well, whatdya know? Just the thing for those weeds too big and tough for a hoe! What am I bid? Who'll give a dollar? Who'll give a half?" The sale is on.

In a few moments the tool sells, and in rapid succession other items, a big sledge hammer, a felling saw, a wire stretcher, rolls of wire, boxes of assorted nails, screws, bolts, washers.

The seller recognizes the risks inherent in all trade, and assumes those risks. It is conceivable that a nearly new tractor might go to someone for a dollar bill. But the seller knows from past experience that such a disastrous sale is quite improbable, so long as the profit motive exists and men are free to compete for such bargains.

Some items may not bring as much as the seller hopes, but others will bring even more. He pre-accepts the price offered, that is, the best price, and has faith that it will be the right price, in relation to the conditions. The conditions are those of today, on a hot dusty Kansas farm in late August.

Yesterday, or tomorrow, or next month some item, polished and packaged brightly and offered to the right person in New York or California or Chicago, might bring much more. But such selling costs money, and our seller is in no position to search out that right person as his buyer. The quick, final action of an auction sale compensates in part for the lower prices he may have to take for his things.

As for the buyer, he knows better than any other person — certainly better than any agent of government — how much he can afford to pay for a tractor, or disc, a dozen sheep or chickens. He makes his bid, based on what the merchandise is worth to him, now, and to him alone. There is no pressure to buy other than his own self-interest as it operates in this free and open market place.

There is a lot of merchandise to sell. Neighbors ask permission to bring things to be auctioned off. One man sends two loads of furniture. Another a small garden tractor, another a horse. And one neighbor has a big old tractor too sell, a truck or two..

"Now, we'll sell this bed, springs, mattress, and all. Boys, if you once sleep in a bed, you'll never sleep on the floor again," sings out Hand. Everyone chuckles. Soon he gets a bid, not a very large bid. But, big or small, it is the proper one, all things considered. In unbelievably short time, the furniture and odds and ends are sold and the auctioneer moves out to the barnyard, where rows of farm machinery are neatly displayed.

He gives a tractor a resounding whack with his cane. "Ernie, tell us about your tractor." As such affairs, the owner of machinery, livestock, and the like is expected to tell the truth — and does. To claim falsely that the tractor has had a new clutch, a new transmission, battery, or whatever would subject him to a prompt vigorous, and wrathful accounting.

Hand soon gets spirited bidding for the tractor and tries hard to sell it for \$500. After five minutes he sees this is too much, lets it go for \$465 — a fair and proper price. His job is to sell things at the best figure the free and uncoerced market will permit. He works on a commission basis. Naturally, he doesn't knock his wares. But neither does he make extravagant and unsupported claims.

Among the diverse items of property are ten bushels of new corn. "Someone give me a buck a bushel. If we had it in the bottle, it's be worth twice as much." Hand lets the corn go at 95 cents.

Now a saddle horse is brought out of the barn. "Better take the saddle off, Charlie, so we can see him all over." Charlie does, as he cites statistics about his horse, age, disposition, and so on. And we know Charlie is telling the truth, for the eyes of his friends and neighbors are upon him.

At this sale, there was not an instance of knocking of merchandise. Much of it was junk, and brought a junk price. But

auction etiquette seems to forbid and discourage any belittling tactics. If a battered chair has no appeal to a bidder, he expresses his views by simple silence. Chances are the chair was worth something to someone. Every transaction was handled with the same quiet, professional dignity.

Never had we seen a better mannered crowd. They were "capitalists" bent on gain, each man for himself in a sense, but faithful to the rules of the game.

The sale was over. Walter Hand, exhausted, went for a cool pop at the ladies' bar. Happy people were gathering up their bargain treasures, exchanging bits of farm news, gying and kidding each other for their bizarre purchases. If there was any chagrin, any disappointment, it was not revealed. The owners were satisfied, feeling that their property had received a fair "trial" in the court of public values. Here buyer and seller met freely and of their own accord, matched wits in good-natured banter, compromised, and finally reached a price acceptable to both.

It may be of interest that selling costs, which must be borne by both customer and supplier in all transactions, are amazingly low in these auction sales. Auctioneer Hand received 2 per cent of gross sales. His two clerks received another 2 per cent of the gross. The cost of advertising, including radio spots and handbills, probably did not exceed 1½ per cent of the total—roughly 5½ per cent in all. By no other method can such immensely diverse and 'perverse' merchandise be sold so quickly and cheaply.

Yes, I saw an auction sale, and a very good one—a striking and stirring manifestation of the free-market, free-enterprise system operating vigorously in an economy that wobbles precariously on the brink of socialism. So long as this peculiarly American institution — the auction sale—remains with us, freedom's cause is far from lost.

Modern Auto Dealer Auction To Be Built

ST. LOUIS, Mo. — Construction of a used car dealer auction facility at 12020 St. Charles Rock road was started March

28 according to Fischer and Frichtel, who designed and will erect the building.

The structure, to be owned by Floyd Hauhe, Alton used car dealer and broker, is to be managed by John Wilmesher. It is expected to be occupied in mid-June.

The facility, on 23 acres, is to have a paved outdoor display area for showing 600 vehicles at a time prior to their sale.

A customer parking area has been designed to accomodate 200 cars. The firm plans to add a third lot for parking automobile transports, at a later date.

The location is near a completed part of the Mark Twain Expressway (Interstate 70) and the Twain intersection with the proposed Circumferential (outer belt) Expressway.

A vaulted plywood canopy will shelter a pair of drive-through registration windows, where sellers will gain access to the display area, be registered and be given a number.

The automobiles then will be available for examination by prospective buyers. A track will be added later for buyer testing of available cars. Buying at the auction is limited to new and used car dealers.

The indoor auction area will occupy about half of the 12,080 square feet of the building. On auction day, the cars will be divided between old and new, with 1957 arbitrarily being the dividing line this year. Each will have its own auction line. Cars will enter two lanes through 15-foot-wide overhead doors at one end of the building, which is to have four-car capacity sales lines (three waiting and one on the block).

Vehicles are given a final examination by bidders while in the waiting line. As cars are driven to the block, an employe will briefly summarize the automobile and announce the starting price, after which the auctioneer will take over.

Cars will be listed in two categories—drive and buy, and auction guarantee—wherein the auction company offers a certain time and/or mileage guarantee for the vehicle.

Wilmesher said that his auctioneers will know most of the bidders and their techniques intimately. "When a certain buyer scratches his head, we know he has increased his bid by a certain num-

ber of dollars. It's just as valid as a bank draft. Others wink. Still more simply nod," he explained.

After the automobile is sold, the winning bidder makes payment. Title transfer is effected at the offices in the front of the building. The firm expects to offer automobile transport services to multiple-car buyers in the near future.

Hauhe said he anticipated weekly sales to approach the \$1,000,000 mark within a few weeks after opening.

Edward F. Fischer, president and design chief of Fischer and Frichtel, said that his staff conducted a research program to determine how an auto auction sale building should be engineered.

"We visited other automobile auction facilities elsewhere," he said, "and found those with indoor sales areas generally had a severe problem with automobile exhaust gases. Prospective buyers could remain in the auction room only for brief periods before their eyes started to water."

He added that the problem would be eliminated in this structure. "Since automobile gases are heavier than air, we specified a series of floor ducts, which would suck the contaminated air from the room almost as soon as it was added," he said. "This will be supplemented by a series of roof ventilators."

He said the research program disclosed that used car buyers demand plenty of light on the auction block, not just to see any imperfections but to see how the vehicle will display in their own well-lighted lots.

"So we specified high intensity fixed spotlight clusters all along both lines," he explained. "This will be supplemented by general fluorescent tubes sandwiched between two layers of translucent plastic."

The auction room will be heated by a series of water unit heaters, ceiling suspended.

The other half of the building has been designed chiefly for the convenience of customers. It will include a main office area, a restaurant to seat 65 to 70 customers (offering either table or cafeteria service), two private offices with a private restroom and shower, two private customers' offices, a large customer restroom. Since some of the buyers and

sellers are accompanied by their wives, a women's lounge will be provided.

All customer areas will be connected to the auction blocks by an elaborate intercommunication to show the identification numbers of cars being sold, and a paging system. In addition, the inside partition of the restaurant will be largely in glass.

All the office area of the building will be radiant heated and air-conditioned. The heating system will be zoned, so those areas in use only one day a week may be kept at standby temperatures the other six days.

Vaulted plywood sunshades will shield windows on the front of the building and a similar canopy will extend out to the entrance drive. The three sides of the office will be finished in Roman brick, accented with colored face panels. A backlighted sign is to be decorated with replicas of new and antique cars in hammered copper.

Quarter Horse Sales Show Increase

Howard K. Linger said that the 2,771 Quarter Horses sold at auctions in 1959, as reported in *The Quarter Horse Journal*, brought \$4,166,849 to average \$1,504, a gain of \$539 per head over the 1958 auction average.

Howard K. Linger is the Secretary of the American Quarter Horse Association.

306 Parcels Sold By City

NEW YORK CITY—Three hundred and six city-owned properties in five boroughs were sold at a two-day auction.

The parcels brought a total of \$2,712,586, or 61 per cent over the total upset price of \$1,677,500. The properties are assessed for a total of \$1,753,560. The sale was held in the Statler Hilton Hotel by Henry G. Waltemade, Inc., auctioneer, for the Department of Real Estate.



These North Carolina auctioneers met at the Manger Motel in Charlotte, the night of April 5 to formally organize the Auctioneers Association of North Carolina. An organizational meeting had previously been held and was reported on page 41 of the April issue of **THE AUCTIONEER**.

Auctioneers in the above picture kneeling, from left to right: Sherrill Mullis, Fred Mullis, Clinton Garner, Basil Albertson, Jr., James Monroe. Second Row, Seated: Coyte D. Carpenter, Basil Albertson, Sr., Jack H. Griswold, W. Craig Lawing, Mark Penny, J. C. Penny. Back Row, Standing: Turner Kees, Kenneth Teague, Jessie Hill, Billy Dunn, Ben Hoffmeyer, Hugh Simpson, G. T. Gilbert, Bobby Ferrell, Bernard Hart (NAA Secretary), F. W. Pearson.

Members not present for the picture include Nelson Morris, Albert Motter, Robert B. Gallimore, N. F. Costner, Charles S. Harrell, B. Rush Jolly, and John W. Albertson.

Hosts Urge Convention Attendance

Plans are progressing nicely toward a Convention which we hope you will classify as being one of the better Conventions held thus far.

Recently, actually since last July specifically, the principal efforts of the K. A. A. have been devoted toward hopeful passage of Kentucky H. B. 231, the Kentucky Auctioneers License Act. We were, unfortunately, unsuccessful in our attempts due to adjournment of the Kentucky Legislature. We were so close to passage too.

Time has not been standing still, however, in that another K. A. A. Convention planning meeting is slated in Louisville April 3rd. A call from Col. Ernest Freund advised me to meet with he and Col. Bernie Hart in Chicago early in May.

If you have not already started making your Convention plans to be in attendance at Louisville come July 14, 1960 do so now for I know you shall be much the richer for having attended and much the loser if you do not attend.

"I'll See You In Louisville. Y'all Come."

Orville R. Moore
N. A. A. Convention Chairman

New York Securities Auctioneer Dies

MOUNT VERNON, N. Y. — H. Louis Hollander of 395 Summit Avenue, senior partner of Adrian H. Muller & Son of 103 Park Avenue, New York, appraisers and auctioneers, said to be the nation's oldest and largest securities auctioneers, died March 22 in his home, apparently of a heart attack. His age was 59.

Mr. Hollander was also a real estate broker and appraiser under his own name and had done work for New York City. In 1951, he acquired the Muller concern, which had been established in 1837. Under his control, the concern went in heavily for real estate auctions.

Porcelain Auction To Be In London

LONDON — The Blohm collection of European porcelain, considered one of the greatest in the world, will go on public sale in London within a few months.

Thousands of pieces collected by Otto and Magdalene Blohm between 1900 and 1939 will be offered at auction by Sotheby & Co. in a series of sales expected to last several days. It is believed the sale will be the largest of its kind in London in thirty years or more. Proceeds could reach "six figures," it was said — anything from \$250,000 up.

Mr. Blohm died in 1944 and his wife in 1955. The collection has remained in the family. It survived the bombing of Hamburg in World War II.

About half of the collection consists of figures and porcelain wares, mainly from the eighteenth-century porcelain centers of Germany.

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Town Hall Tapestry Sold At Auction

NEW YORK CITY — In recent weeks the stage of Town Hall has looked as if it were prepared for a film showing — even on concert nights. This is because of the vacant space between the brown curtains where the seventeenth — century Brussels tapestry always hung.

“Sophonisba Falls at the Knees of Masinissa” was its name, and there have been inquiries as to whereabouts. Some have hoped Sophonisba was merely away being cleaned. Alas, she’s gone for good. Finding the tapestry dusty and very fragile, New York University sent it up to the Plaza Art Gallery to be auctioned off. It was knocked down for \$475.

Full Circle For Churchill’s Watch

LONDON — Sir Winston Churchill is again carrying a fine gold pocket watch

which he gave away sixty-two years ago.

The watch was given to him by his father, Lord Randolph Churchill. In 1898, while a young subaltern in the 4th Hussars, Sir Winston, presented it to his batman (orderly), T. T. Walden.

Mr. Walden treasured the inscribed gift until his death but it was offered for auction recently by his widow and brought \$1,176. The purchaser, a London surveyor, Maurice Benjamin, asked Sir Winston whether he would like his old watch back as a gift. Sir Winston said “yes.”

Renaissance Jewels To Be Sold

LONDON — The Renaissance jewelry collection of Martin J. Desmoni of New York will be sold at public auction May 7. The collection consists of 125 pieces from the great goldsmiths and jewel engravers of the period in England, Italy, Germany, Spain, France, the Netherlands and Hungary.

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THE LIGHTER SIDE . . .

REMARKS GUARANTEED TO ROUSE A SLEEPY HUSBAND

"The boss just phoned to invite you to go on a fishing trip aboard his yacht, dear."

"Could the paper be right about the Yankees moving to Dallas?"

"Here's something interesting. They're having a big fur clearance sale at Lacy's tomorrow."

"Does it mean anything when a tire makes a hissing noise, Sugar?"

"Heavens! Doesn't that blonde next door have any modesty?"

SEASONAL WORKER

Hobo (to housewife): "It ain't that I'm avoiding work, ma'am. There just ain't much doin' in my particular line. I am a window box weeder."

UNBELIEVABLE!

"I hope you won't scold me," the wife said to her husband, "but I was absolutely outspoken at the meeting tonight."

"No-o-o!" replied the amazed husband. "By whom?"

FAST THINKING

Removing his shoes, he sneaked up the stairs, opened and closed the bedroom door without being detected. Just as he was about to get in bed, his wife, aroused from sleep, turned and murmured, "Is it you, Rover?"

The husband, relating the rest of the story to a crony said: "For once in my life, I had real presence of mind. I licked her hand!"

TO A TEEN-AGE DAUGHTER

Her stockings were hung by the chimney with care,

In hopes that St. Nicholas soon would be there.

Now 16 years later, her stockings I swear

Aren't hung by the chimney — they're hung everywhere!

CAUTIOUS

A lion broke loose from the circus so a posse was formed to track it down. "Before we go," said the sheriff, "let's all step in the saloon and have a drink."

They all had whiskey except little Max. "What's the idea of drinking ginger ale?" asked the sheriff. "We're all having whiskey. Why aren't you?"

"Not me," replied Max. "Whiskey gives me too much courage."

MOMENT OF TRUTH

Professor: "I forgot my umbrella."

Student: "When did you miss it?"

Professor: "When I started to close it after the rain stopped."

HOUSE DIVIDED

"What happened to the girl you used to saw in half in your magic act?"

"She's living in Miami and Denver."

SUPPORT

The engineer of a building firm stared at a heap of rubble that been a house he was building. "What happened?" he asked the foreman.

"Darned if I know," said the straw-boss. "We took the scaffolding away and plop! The whole shebang came down."

"You idiot! I told you to leave the scaffolding up until the plumbing and wallpaper were put in!"

WARNING

Sign in a factory: "Look alive — you can be replaced by a button."

SAME CHARGE

A father-to-be rushed his wife to the hospital but they didn't make it, the baby was born on the hospital lawn.

Later, the new parents noted "Delivery room, \$35" on the bill. The father indignantly returned it, pointing out that no delivery room was used.

Soon the bill came back, without the delivery room charge, but with this item, "Greens fee, \$35"

IN UNITY THERE IS STRENGTH

THE REASON

A Navy wife saying farewell to husband was annoyed when she saw a small white dog trot aboard the ship.

"Why should dogs be allowed to go along when the men's wives are barred?" she demanded of a high-ranking officer.

"It's like this, ma'am," said the old salt. "All the men can pet one dog and nobody gets mad."

WHAT A CHOICE

A small girl asked her mother, "if I grow up will I have a husband like papa?" "Yes, my dear," her mother replied. "And if I don't get married will I be an old maid like Aunt Susan?" "Yes," was the reply.

The little girl thought for a moment, put her hands to her head and said, "Well, I am in a fix!"

THE USUAL

A movie star's child was being interviewed for a kiddie magazine. "No," said the Moppet. "I have no brothers or sisters. But I have three fathers by my mother and four mothers by my father."

HE'S POSITIVE

Patient: "Doctor, are you sure this is pneumonia? Sometimes doctors prescribe for pneumonia and the patient dies of something else."

Doctor (with dignity) — "When I prescribe for pneumonia, you die of pneumonia."

HORSETRADERS

A farmer sold an aging Thoroughbred stallion to his neighbor for \$35, regretted it and bought him back for \$55. The neighbor became suspicious, repurchased for \$100, then sold the horse back to original owner for \$200. This went on until the second farmer let the animal go to a race horse owner for \$3,000.

This made the first owner so bitter, he shrieked, "You stupid fool. Here we both been making big money all summer, now you go and spoil it."

DEBTS AND DEBTORS

The most momentous question before this country today, it has been said, is, "How much is the down payment?"

HOPELESS CASE

A frustrated man walked into the office of a psychiatrist and told him he was miserable. "I have two cars, a swimming pool, and a very attractive girl living next door. But I'm still unhappy."

"But why aren't you happy?" asked the doctor.

"Because," replied the patient, "I lost my driver's license, I can't swim and the attractive girl next door is married."

MISTAKE

Once upon a time a man was out riding on his horse when he fell off and broke his leg. The horse gently picked him up and tossed him over his back so he lay across the saddle. Then he trotted home with his master, put him to bed and galloped down the road to get the doctor. "Brilliant," exclaimed a friend. "Brilliant, my foot," said the rider. "He brought back a horse doctor."

DINNER IS SERVED

A missionary, lost in the African jungle, met a lion. Terrified, he fell on his knees and began to pray.

The lion fell on its knees beside him. The missionary cried in delight:

"Brother, how delightful it is to join you in prayer when moments ago I feared for my very life."

"Don't interrupt," the lion cried. "I'm saying grace."

WHAT ELSE?

"What the deuce are you doing down there in the cellar?" asked the puzzled rooster.

"Well, if it's any of your business," replied the hen, "I'm laying in a supply of coal."

NO OLD YOLKS, PLEASE

Diner: "Two eggs, please. Don't fry them a second after the white is cooked. Don't turn them over. Not too much grease. Just a small pinch of salt on each. No pepper . . . well, what are you waiting for?"

Waiter: "The hen's name is Hortense. Is that all right sir?"

“Blue Boy” still Holds Record

In a report from London published in The New York Times, it was erroneously stated that a portrait by Gainsborough, in a sale at auction, had brought the highest price ever paid for an English picture. The painting was a portrait of Mr. and Mrs. Robert Andrews; the price £130,000 or \$364,000.

The most famous British painting to exceed this price is Gainsborough’s “Blue Boy,” now in the Huntington Library and Museum in San Marino, Calif. It was purchased in 1921 for about £104,000 or approximately, \$505,440. The pound then was worth \$4.86.

Receipt For Country Bought By Bookstore

A brief signed document reading, “Received from Maj. Gen. Sir Louis Bols, one Palestine, complete,” was auctioned by the Parke-Bernet Galleries to the Carnegie Bookshop here. The price was \$5,500.

The receipt for a nation, probably a practical joke by the general, who had a reputation of being a prankster, had been written on June 30, 1920. It was presented to Sir Herbert Samuel, who was appointed the first high commissioner of Pale-

stine under a League of Nations mandate, who signed it after protest.

The general, the departing military commander, wrote the receipt on official stationary, embossed with the arms of Great Britain.

The thief knows very few honest men.

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