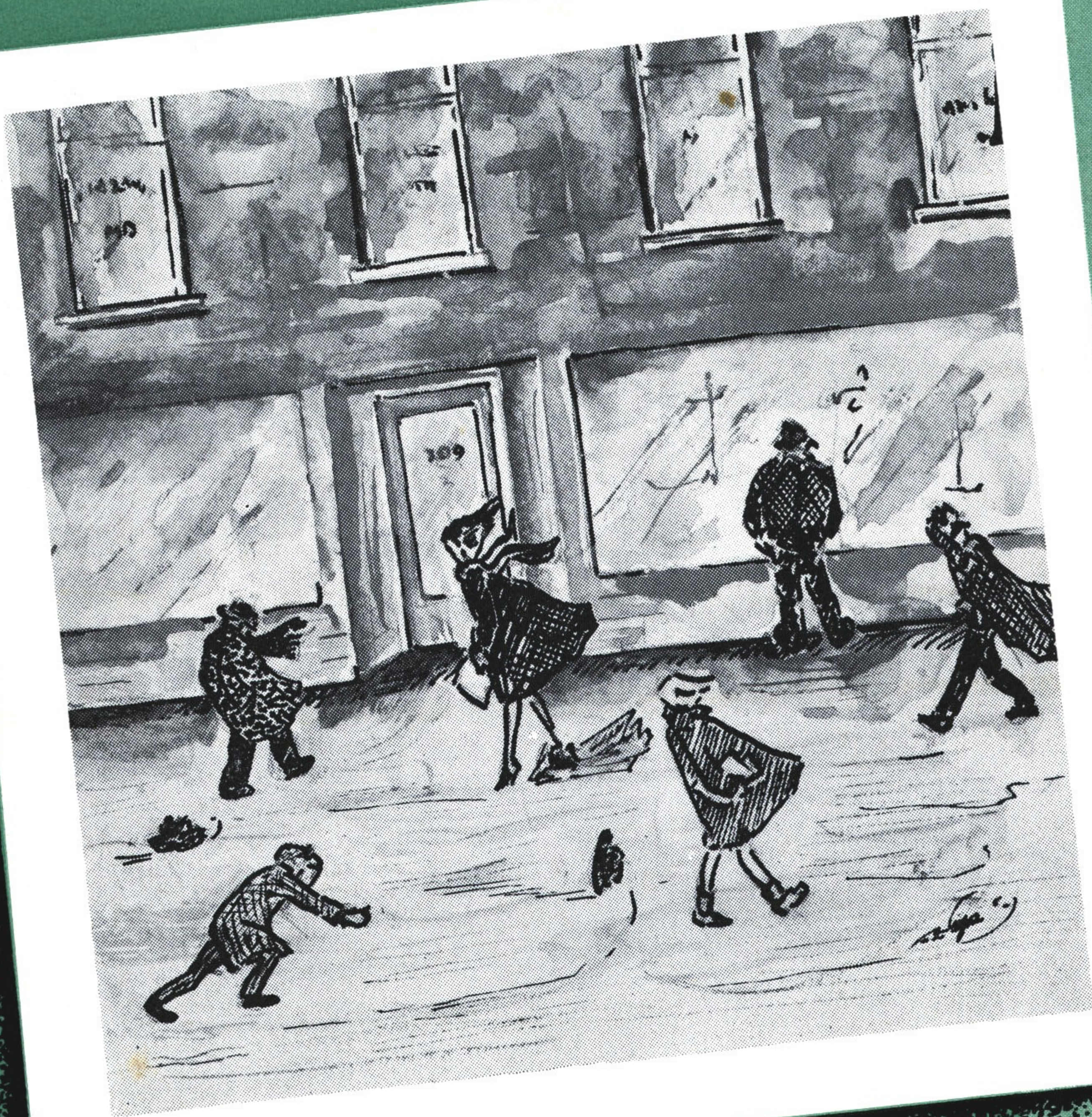


the AUCTIONEER



VOL. XVII
MARCH

No. 3
1966

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GOING!

GONE!!



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Auction: A Way To Buy Or Sell Real Estate

Reprinted by permission from the ST. PETERSBURG (FLA.) TIMES, "Home In The Sun Section."

By ELIZABETH WHITNEY
Home in the Sun Editor

That music — it's the kind you hear only at circuses, sideshows and horse and dog races.

Is that why it's playing from the loud speaker on the back of the auctioneer's station wagon? To summon memories of adventuresome youth, curiosity and excitement about the show to come and the devil-may-care spirit of the gambler?

The canned music grinds on. People go in and out of the little house to be sold today at auction and talk quietly in little groups. Crowd movement is slow except for three attractive women and a man who circulate among the crowd for the auctioneer, getting opening bids.

The 11 o'clock hour set for the auction to begin approaches. The people select their standing spots for the bidding.

That song starting to play . . . can it BE?

Ah, yes indeed!

That's "Dixie."

"Howdy, folks," calls former Kentuckian P. Frank Stuart from the tailgate of his station wagon.

"Now who'll bid \$7,500 for this two-bedroom house in DOWNTOWN St. Petersburg? Do I hear \$7,500 . . . \$7,500 . . . \$7,500 . . ."

"I'm embarrassed," one of Stuart's aides, Rosemary Cason, calls out, "but I have a bid for \$3,000."

The bids jump quickly to \$4,000, \$4,500, \$4,750. Then they stop.

The auctioneer's assistants move about among the crowd, during raises.

The man on the platform turns on the heat:

"We're selling this house at public auction — just like Winston Churchill's house. And isn't it wonderful to live in the good ole U.S.A. where you can go

out and buy a piece of property like this?

"Biggest thing about this property is LOCATION. You're within walking distance of everything — Webb's City, the Tourist Center, the new Bayfront Center. And RIGHT ACROSS FROM THE STREET FROM THE HOSPITAL. When you get sick, you won't even have the expense of an ambulance—just call the hospital to send over a stretcher!"

Silence.

Stuart strains, "Even the VACANT LAND should be worth \$100 a front foot."

No response.

Now Stuart slows his pace to a drawl, "I've got plenty of time, folks. Don't have another auction 'til Saturday. I can stay all day today and all day tomorrow. But remember, he who hesitates is LOST!"

Still no raises.

Stuart signals Waneta Brown. (She and assistant June Wheeler are graduates of an auctioneering school in Ft. Smith, Ark.) She takes his place on the tailgate and continues to call the auction. Stuart mixes in the crowd.

Then he returns. The bidding slowly — \$100 at a time — moves up from the \$4,750.

The last bid is \$5,250.

This, we find out later, is just slightly under a bank appraisal of \$5,500 and a private appraisal of \$5,800.

Auctioning is the oldest method of selling goods in the world, and many auctioneers and others maintain it's the fairest.

The auctioneer's chant is the tradition by which 95 per cent of the nation's tobacco is sold. Most livestock, 86 per cent, is sold at auction. And every week more than 150 auto auc-

IN UNITY THERE IS STRENGTH

tions throughout the U.S. account for the sale of some 400,000 cars.

So why not real estate?

People's attitudes toward real estate auctions apparently depend a great deal on what they're used to. Auctioneer Stuart calls it "educating the public."

"Forty years ago back in Kentucky where I come from ALL real estate was sold at auction. People didn't know what a real estate broker was."

Perhaps that's why it was a natural for Stuart to go into partnership with F. G. (Bud) Scott in the real estate auction business when he came to St. Petersburg in 1945.

Scott had been in auctioneering here for some time. "Bud used to tell me about 1931 after the seventh bank failure here. The real estate brokers hadn't made a sale in months. Yet, his firm, McClain, Rector and Scott, sold \$3-million worth of property in four months."

Moral of this story, according to Stuart, is that "where there isn't a market, a market can be created." And, of course, the best way to "create a market," he believes, is by public auctions.

Nationwide and locally, increasing numbers of people seem to be coming to this view. This trend has been documented by the Wall Street Journal in two recent articles. It's particularly noticeable, the Journal notes, in sales of industrial property, and the volume of government properties sold at auction has skyrocketed in the past five years.

On the Suncoast the rise in popularity of real estate auctions can be seen in Stuart's office. In round figures Stuart sold some 200 properties at auction for more than \$2-million in 1965. In 1960 he sold fewer than 100 properties for just over \$¾-million. To make the figures even more impressive, Stu-



Col. P. Frank Stuart, St. Petersburg, Florida, as he successfully sells residential property at auction. This picture appeared in full color in a recent issue of The St. Petersburg Times. Photo by Weaver Tripp.

IN UNITY THERE IS STRENGTH

art points out that his firm has more competition today than five years ago and he thinks the other auctioneering firms are doing well, too.

But Stuart, whose business volume is 75 per cent from auctions and 25 per cent from real estate brokerage, believes auctions could do more to stimulate the slow Suncoast housing market if many real estate brokers and the general public would overcome their prejudices.

"Let's take a look at the properties in the Multiple Listing System (MLS)," says Stuart. "And don't misunderstand — I'm all for MLS. I'm on the MLS committee for the St. Petersburg Board of Realtors. But we brag about the 50.3 per cent of the MLS listings we sell compared to the national average of 35 per cent. I ask 'What about the OTHER 50 per cent, the listings we don't sell?'"

Not surprisingly, it's these properties, the ones that have been on the market for some time, that comprise "80 to 90 per cent" of those offered for sale at auction, he says.

Do owners of auctioned houses take great losses?

Stuart emphatically says "No." He adds, "Houses rarely bring less than 90 per cent of market value and sometimes they bring more."

R. C. Foland, a real estate auctioneer in Indiana for 50 years, writing in "The Auctioneer," concurs. "When a person for whom I am holding a sale seems disappointed in the price secured, I make it a point to ask him if he is willing to buy the real estate back for the same money. The answer is usually in the negative."

This question could never be posed here in Florida. This state does not have the "absolute auctions" to which Foland refers. "It's a Florida state law, and the custom in many other states, to permit the owner to bid in his property if the top price is not to his liking.

But this seldom happens, Stuart says, if the auction firm has done enough advertising to draw bidders and if it's well enough staffed for getting bids before and during the auction. Stuart

sells 98 per cent of the properties offered at auction by his firm.

And those owners who bid in their properties often regret their decisions, call the next day to say they'd like to accept the highest bid. Stuart observes, "We can seldom get the high bidder back, though. Auctions build emotion. The next day the bidder is usually completely cold."

So, should all real estate be sold at public auction?

No, says Stuart, who does more than merely comply with the Florida Real Estate Commission requirement that all auction firms have a real estate broker's license. He's been active in local and state real estate board activities for years and served as president of the St. Petersburg Board of Realtors in 1962.

"I often advise people not to sell at auction," he says. If people want to sell a property for which there is considerable demand and they're willing to sell at market price, it costs them and the auctioneer more to sell at auction than to sell conventionally. "If for some reason it doesn't sell within a specified period, it can then be auctioned," he adds.

An auction firm can rarely help "people who are really pressed," according to Stuart. Usually, their properties are so heavily burdened with encumbrances — a couple of mortgages, an unpaid street assessment, back taxes — coupled with little or no equity, that the sale usually won't pay the auction expenses.

What are the advantages and disadvantages of real estate auctions to both seller and buyer?

To the seller an auction offers these advantages:

According to Indiana auctioneer Foland, "An owner can be assured of a sale at the time he desires and best of all to the prospect he wants to sell to, the one making the last bid."

The auction offers a plurality of prospects with the psychological advantages of competition.

An auction forces a prospect to an immediate decision.

An auction confines the inconvenience of selling a house to a shorter period.

"Some people just don't like to have their homes ready to show to customers at 8 a.m. every day for a couple years. An auction makes it a two to four-week proposition," comments Stuart.

Sometimes offering a house for sale at auction means that no auction needs to be held—the property is sold before. "Often a property will have been on the market for two or three years. But when we put up our auction signs, we often get offers which the owners accept and the auction is canceled. Half of our waterfront auction listings are sold like this," Stuart points out.

But what are the disadvantages which an owner considering an auction should weigh?

At best, an auction is a gamble. While most houses are sold at or near market value, sometimes the highest bid is ridiculously low. Though under Florida law, the owner need not accept the bid, he still must pay the auction costs and suffers a certain deflation, disappointment and inconvenience as well.

Auctions generally cost more. In St. Petersburg Stuart charges a minimum flat fee of \$650 or 7½ per cent of the sale price, whichever is greater. Outside the city, his charges vary, generally upward. (There's no set charge, though, and Stuart says some auction firms charge less.) When compared with the standard 6 per cent commission a seller pays the real estate brokerage firm which sells his property privately, or the considerably smaller cost of an owner's selling his own property, the auction cost is usually higher.

To the buyer the main disadvantage of buying at auction is that he may be swept up in the emotion and urgency of the auction and 1) not give proper consideration to whether the property is really what he wants or 2) pay more than he would in the absence of pressure or 3) both.

Often, though, people can get a really good "buy" at an auction.

Generally, they can get possession sooner and with less "red tape." Usually, the buyer pays from 15 to 25 per cent in earnest money or down payment. Then he has his choice of

paying the balance 1) in cash, of course, 2) by assuming an existing mortgage, or 3) by using financing arranged and announced in advance by the auction firm ("One of the federals will for instance, agree to finance 60 or 70 per cent of whatever a property brings," explains Stuart.)

Then there's another factor, again a psychological one. Says Foland, "Certainly the highest bidder gets a thrill out of being the winner and gets the compliments of the public, for all hats are usually off to the winner even in a dog fight.

To the auctioneer what does real estate auctioneering offer?

Would it be an interesting and profitable career for a young person to consider?

Calling an auction is just a small part of the auctioneer's job, Stuart stresses. "For every property we sign up for an auction, we must look over 20."

And the key to a successful auction, he says, is "advance promotion" — extensive advertising, signs, interviews with likely prospects. And an auction firm must have a competent staff. Trained aides to get bids from the crowd are indispensable.

A natural flair for showmanship is a must for an auctioneer, but to be successful this must be coupled with a willingness to work hard.

Even then, Stuart estimates "a first-year young auctioneer probably won't make \$2,500."

But after he's served an apprenticeship in a reliable firm, after several years, after he's established himself as a reputable auctioneer, then what?

"A good auctioneer can make between \$15,000 and \$50,000 a year."

Joins Auction Staff

Bill Drake, Riverton, Wyo., is a new member of the staff of Riverton Livestock Auction, Riverton. The auction staged its first anniversary sale, under management of Maurice and Melvin Fausset, Nov. 23.

As a man grows older and wiser he talks less and says more.

Marketman Deplores

"Commodity Attitude"

EAST LANSING, MICH. — Livestockmen can "poor mouth" themselves out of business if the "commodity attitude" is allowed to prevail in respect to the percentage of income (5%) spent for meat.

This was the statement of W. V. Emrich, Norfolk, Nebr., president of the Certified Livestock Markets Association, at the livestock marketing session Thursday during Michigan Farmers' Week conducted by Michigan State University, January 31 to February 4.

"The basic principles of free choice, competitive determination of values and the mutual satisfaction of buyer and seller tend to unify all elements of the livestock industry in its attention to marketing livestock. The people who comprise the consumer market are governed by the same principles in their decisions reflected in the percentage of disposable income spent for meat. Our challenge to increase this percentage of income spent for meat, in terms of greater livestock and meat values, is one we understand in common terms with the consumer market.

"I firmly believe a favorable answer to this challenge lies in the greater confidence to be generated and maintained in competitive marketing and merchandising based upon this common bond of understanding," Emrich stated.

Emrich drew a sharp distinction between the services applied in competitive livestock marketing businesses contrasted to selling livestock in non-market channels. He likened such non-market channels to another reflection of the "commodity attitude."

He said that effective expression of the values involved in the full application of competitive factors and services in marketing livestock is the "difference between productive merchandising and commodity selling."

"In my opinion, the merchandising potential of the livestock industry has



COL. W. V. "BUS" EMRICH

just begun to be realized in these terms. I frankly confess my confidence in the values to be realized at all industry levels in competitive livestock and meat marketing and the developments now in progress in that direction.

"Livestock and marketmen will continue to apply their experience and judgment toward the development and full application of new methods and services for beneficial results in livestock marketing in our competitive economy in terms of merchandising values. This is being done with proper assumption of risk which is a part of the business. We seek to develop those skills of management and enterprise with expanded services which justify the confidence of buyers as well as sellers in competitive livestock market terms," he said.

Speaking as president of the business trade association of nearly 800 trademark identified CERTIFIED LIVE-

STOCK MARKETS where selling by auction is one of their features, Emrich stated that common objectives were shared by other kinds of competitive livestock markets made up of stockyard companies and multiple commission firms.

Record Attendance At Ohio Meeting

By Newt Dilgard, Secretary-Treasurer

Annual meeting of the Ohio Auctioneers Association was held at the Neil House, in Columbus, January 8th and 9th. A Fun Auction was the opening event at 8:00 P.M., January 8th, with all auctioneers selling their own articles. Suffice to say, it was fun. Following the auction, a hospitality brunch was enjoyed by all.

The Business Meeting opened at 10:00 A.M. the following day. Invocation was given by Chet Guffey and after the pledge of allegiance to the flag, President Howard Jewell made a few remarks. Minutes of the last two meetings and the Treasurer's report were approved.

Self-introductions showed 109 auctioneers and two guests in attendance.

Chuck Carroll of the Department of Licensing made a few remarks, and Bernard Hart, Secretary of the NAA, reminded us of the National Convention in Philadelphia, in July.

Site Committee, Hubert Amos, presented the Atwood Lodge, near New Philadelphia, for the June meeting. This was accepted and the dates set as June 11 and 12.

Hobart Farthing, Findlay, was elected as the new President. Neil Robinson, Mansfield, was elected Vice President and Newt Dilgard, Ashland, was re-elected Secretary-Treasurer. Directors elected included Ford Good, Seville; Charles Hunter, Hillsboro; and Albert Rankin, Alger.

A noon Banquet was served to 198 persons following which, past President, Emerson Marting, Washington Court House, presented plaques to all past Presidents who had not previously received them. A Certificate of Ap-

preciation was given Neil Robinson for his services as Legislative Chairman on the State Commission.

Feature address was, "Freedom Is Not Free" by Ohio State Senator, Oliver Ocasek.

The afternoon Program consisted of a panel discussion with Harold Vaughn, Hamilton, serving as moderator. Panelists were Dave Kessler, New Paris, on antiques; Walter Hartman, Camden, on farm sales; Herb Bambeck, Dover, on livestock auction markets; J. Herbert Peddicord, Coshocton, on auto auctions; and Dick Babb, Wilmington, on advertising.

Past President, J. Meredith Darbyshire, Wilmington, presided at the installation ceremonies of the new officers, closing the meeting.

North Carolinans Reactivate Organ

Following three "trial runs" a group of auctioneers in North Carolina decided it would be advisable to reactivate the Association of North Carolina Auctioneers. This organization was formed about seven years ago but lack of interest on the part of the members had caused it to become inactive for the last few years.

After a length discussion of "why's" "why not's", "get someone else, I've got too much to do", and et cetera, the following officers were elected: President, W. Craig Lawing, Charlotte; First Vice President, Basil Albertson, Sr., High Point; Second Vice President, F. W. Pearson, Charlotte; and Secretary-Treasurer, Gene Carroll, Yanceyville.

Elected to the Board of Directors were G. T. Gilbert, Lincolnton (four years); Neil Bolton, Winston-Salem (three years); Hugh Simpson, Union Mills (two years); and Billy Dunn, Laurinburg (one year).

Initiation fee was set at \$25.00 and annual dues were established at \$10.00.

Knowledge advances by steps, not by leaps.

THE LADIES AUXILIARY

Membership Brings Feeling Of Pride

I am very proud to be a member of the Ladies Auxiliary of the National Auctioneers Association and also of our very fine state organization.

I feel that my association with the wives of other members of my husband's profession helps me to keep up while working with him on sales.

In our part of the state, it is a common practice to clerk the sales along with selling them. I cashier the sales for my husband.

We advertise as having a complete auction service and we believe that is what we deliver. We help with the advertising, sell and clerk the sale, make all collections, bank the proceeds in a custodial account, pay for advertising out of this account, and present the individual having the sale with a complete balance sheet.

When we leave on the day of the sale, we give the customer a copy of the sale records showing the gross total.

We've had a very good winter both weather-wise and sale-wise, and are heading into the end of the farm sale season. Late model machinery and livestock are both in strong demand and are selling very well.

We're fortunate in having a large sale territory, which has a radius of about 30 miles around Webster City.

Along with the farm sales my husband also sells in the local auction market.

In addition to our sales, February is a very busy time for us as both our birthdays and our wedding anniversary are in the same week in February. We had an open house for friends and relatives on February 13, with over 100 guests attending.

With the end of winter coming, our thoughts are of the convention. We were so sorry that my health prevented us from going to Washington last year,

but we're both feeling fine now.

We're looking forward to seeing all of you in Philadelphia in July.

Clint says "Hi!"

Lou Peterson
Webster City, Iowa

Getting Acquainted Shortens Distances

During the visits I have had with the Ladies Auxiliary of the National Auctioneers Association and reading their articles in the national magazine, it sometimes seems that Montana is a long way from much of the activity. I have enjoyed attending the conventions for the past five years and urge every auctioneer's wife to do the same whenever possible.

One of the outstanding visits was to our great Western country in Spokane in July and I had the pleasure of visiting with many of you from east of

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION 1965-1966

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Mrs. Clint Peterson, Webster City,
Iowa

the Mississippi. We women in Montana are proud of the accomplishments of our husbands who seem to get such a real enjoyment from their affiliation with the National Auctioneers Association.

The latest thing that our husbands accomplished in Montana was raising a good portion of the money needed for the Rose Bowl Parade Montana float. We are proud of the way they got behind this state venture and the money they were able to send in to the State Advertising Director which in a small way made it possible for Montana to win the sweepstakes of floats for 1966 at the Rose Bowl Parade. While we feel that we are a long way from everyone else, we also feel that we are a definite part of the association.

We auctioneer wives in Montana are looking forward to our convention in Philadelphia in 1966. It also seems that the more we get together, the shorter the distance seems that separates us by state lines and miles.

Mrs. W. J. "Bill" Hagen,
Billings, Montana

Michigan Auxiliary In Annual Meeting

The Auxiliary to the Michigan Auctioneers met at the Jack Tar Hotel, January 20 & 21. Alice Johnson, president presided. A lovely luncheon was served at noon and Patty Smith of Mason, who was an exchange student to Sweden last summer, showed slides she had taken while there. Her narration added much to the interest of the program.

Election of officers, old and new business was acted upon after the social time. Addie R. Miller was elected president, Edna Feighner, 1st vice-president, and for our secretary-treasurer—Doris Stanton remains in that post for another year.

Alice Johnson, the outgoing president will be an honorary director for one more year. Geneva Gates is the publicity chairman, Verva McDonald is chaplain and Dawn Wilbur is the historian.

In the evening the Michigan Auctioneers and the Auxiliary had their banquet together—followed by the fun auction.

The Auctioneers have set up a schedule of meetings and their locations for 1966—we followed suit and are doing the same.

I urge all of you who read this and want to join our Auxiliary, to contact either our secretary or myself—or send your \$2.00 dues to either of us.

Respectfully submitted,
Addie R. Miller, President
8700 Lansing Avenue
Rives Junction, Michigan 49277
Doris Stanton, Secretary-Treasurer
342 South Main Street
Vermontville, Michigan

IF WITH PLEASURE—

If with pleasure you are viewing any work a man is doing,

If you like him, if you love him, tell him now;

Don't withhold your approbation till the parson makes oration

And he lies with snowy lilies o'er his brow.

For no matter if you shout it he won't really care about it,

He won't know how many tear-drops you have shed;

If you think some praise is due him now's the time to slip it to him

For he cannot read his tombstone when he's dead.

More than fame and more than money is the comment kind and sunny

And the hearty, warm approval of a friend,

For it gives to life a savor and it makes you stronger, braver,

And it gives you heart and spirit to the end;

If he earns your praise, bestow it; if you like him let him know it,

Let the word of true encouragement be said;

Do not wait till life is over and he's underneath the clover,

For he cannot read his tombstone when he's dead.

Nobody ever gets anything for nothing, but a lot of people keep trying.



More Service Expected Of Today's Auctioneer

By COL. POP HESS

Most of us who live in the central and northern sections of the U.S. always welcome the month of March. We begin to feel that old man winter is well on his way out until late next fall. All around farms and lawns we start pruning and cleaning up in order to be ready for a nice bright spring and early summer.

We, here in Ohio, were not too hard hit with below-zero weather and snow. However, during the month of February we got some weather that was what one could call real winter. We had plenty of snow, and as of this writing, on February 12, it is still with us, but during the past two days it has been thawing and very wet.

Of course, in my case, I always remember the month of February, as it is my birth month and it seems that as a rule that particular day is a corker for snow and cold. In speaking of my birthday, I received many cards and callers during the week of Feb. 6 and want to say thanks to all, it is wonderful to hear from so many of my friends.

Two of my good friends who made the journey to our town from northeast Ohio, and took time out to visit Mrs. Hess and myself, were Col. and Mrs. Ford Good. We enjoyed the visit very much. It brought back the memories of Col. Good's fine parents whom I knew quite well back in my hay day of auctioneering. Back then, it was his father who was the man-of-the-hour. He was a clerk for all kinds of auctions held in his area of Medina and adjoining counties. Those were the days when all general farm sales were made on six to nine month's credit, by the purchasers giving notes that would be accepted by the banks. Any note Mr. Good would accept was really bankable.

At that time, Col. Ford Good was just a small boy, but he reminded me that he remembers when it was Hess and Hammond, Auctioneers, the auctioneers of that particular time and area. Now, of recent years, Col. Ford Good is an auctioneer in his home area and does a nice yearly run of auction sales in connection with his farm.

Our visit was only too short, as he knew of many of the old-timers who were the salt of the earth in his area, that your writer had handled many sales for.

I admire all young men in auctioneering who make their goal to serve their home area as auctioneer. As it is today the general auction business not only needs the auctioneer for the sale day, but it requires a complete service. All the way from setting the sale date to having the sale properly advertised and seeing that the items being sold are best arranged for the public in attendance to be able to tell the quality and comfort available to them. And, as most sales now are for cash, the auctioneer must furnish competent clerks and close out the entire event. He then hands over to his client all moneys due him, less, of course, the commission the auctioneer gets for his services.

This is far different than it was from early in the 1900's to about 1935. Those were my most busy years for general farm and local sales. The sale date was set by a phone call or a letter, often by folks the auctioneer never knew personally. Sometimes he never saw them before the sale day, and when the sale was over the clerk would round out the total and pay the auctioneer his selling commission.

That commission was never over 2% of the total, and from 1901 through 1920

the auctioneers handling such sales only received 1%, single or double. Many so-called auctioneers would sell on a flat rate of \$10 to \$25 per sale and they were dear at that price.

However, in those days a dollar brought a lot more value and reached much further than it does today.

I hear from many auctioneers trying to get started who need help in finding the goal they should seek in this modern day and age. It is just like many other professions, the goal to seek is that of becoming a complete service auctioneer.

Most of the people today are busy folks. Therefore, when it comes to a sale they know very little about what and what not to do. The auctioneer with a full and complete service is, of course, the man they will contact. This type of setup with a good auctioneer who is in public demand can be a profitable one. Commissions can run from five to twenty-five per cent of the total,

and it is the auctioneer who can judge what it will take in expense to put the sale over and pay him the best for his time and labor who will get ahead the quickest.

As I look back from the years of 1900 on through to this year, I can see that any auctioneer, well-grounded, as the man-of-the-hour in his home area within a radius of 50 miles of his home base, is in a happy and comfortable setting.

This, of course, is not the plan for auctioneers who follow the weekly livestock auctions or those auctioneers who specialize in large livestock or pure-bred auctions. This field takes them to many states and locations and has become a special branch all its own. It is a booming field and a good one to follow. However, it takes many years of building to get to the point where it pays off. The pay is tops, but only about one out of twenty-five auctioneers can hold this line.



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IN UNITY THERE IS STRENGTH

When we look back, it has been the boys who started building a home area goal that developed into the auctioneer-in-demand. In other words, the auctioneer-in-demand in the wide open field of large livestock production or dispersal sales, of such fields as industrial or auto sales. The beginner seldom gets to go far in this class until he has passed the test of home area service well done. It often proves to be that the home area boys live the best and most comfortable auctioneer way of life. They are the ones who keep the home fires HOT.

Many of the suggestions made are in answer to recent letters received from students who have been out of auction school for from one to three years and who have not gone far with the job of auctioneer. Many, I note, want to complain because they are not listed on the top sales bracket not only of their home area but also of the wide open spaces.

The auction school is not fully to blame and in many cases, far from the blame, it is the judgement and planning of the graduated student. It depends on how he lays the foundation on which he is to build his career. After the school term, it is your nest to build. The eggs put in the nest to hatch are of your own choosing. This writer has been through 50 years of service in both local and national selling and has found that the best answer is knowing when and how.

If time will permit, drop in on the sales of auctioneers of fame and follow the movements of their work. This is the way you will find how to improve your own way of working. Or, you may come up with a few points which you can see would improve on your present way of doing things.

I have found myself doing this little business of "visiting." It helps you to get abreast of the different ways of doing things from yesterday right up to the present. I now see that if I were to go back on the auction box in the sale of my specialties, I would have to change my plan of conduct in many ways in order to be in demand. Also surprising, I have found some of today's high fame auctioneers using cer-

tain points here and there which I would try to change into a more workable line of procedure.

Beyond a doubt, many a young man has set in my sale audience and found many things that I was pounding out that he has changed into a more likable way of auctioneering.

The old saying has long been true that the dog that brings a bone to your dog, in turn takes a better one back with him. I once recall a very important sale I was to conduct with purebred livestock. I wanted to know what reaction the audience was having to my manner of presentation as I was in a new area for the first time as the auctioneer in the box. So I took a very good friend with me and planted him in sections where he could hear the comments being made by the group.

Here is the type of thing I got back through him. In one location there was a delegation of women. One said, "I hate that auctioneer, because with every cow he talks about he thinks he has to say "Damn" — he is very sinful." Another woman spoke up and said that he was not "damning" that cow, that it was the mother of the cow he was referring to as "Dam". The woman in question said that she would hate to be that guy's mother-in-law if that is the way he talks about mothers. In another location where there were mostly men and bidders, he picked this up, "He chews up his bids to the point where you can't follow him." Another one said, "He may chew up the money, but he sure is selling them." Another said, "He has too much speed." Still another that, "He may be fast, but look at the average, it's good." One said, "I need time to think before I bid when the prices are in three and four figures." One bidder said, "it seems the ones I want to bid on, he spends more time on than some that most of us don't care for." One man even came up with this one, "If that chap is picking any bids from the top of the tent, so far I haven't caught him doing it, and that is what I came here for, to see if these out-of-state auctioneers actually do that as many folks claim they do. Just to get the high prices." One man said that that is not

a true statement because, "The auctioneers selling this breed are posted on the values, types and also the bidders who are the real buyers. (Very True).

One remark overheard, "He reminds me of our preacher, always asking for more money." One man said, "he is too long making jokes," another that, "he doesn't let his jokes get in the way of good selling;" and still another remarked that he liked the jokes if they weren't too smutty.

In getting back to the ladies, one said, "I'll just bet he is a ladies man," and the grouchy one who was perturbed due to the "Dams" I was using, quipped in retort, "far be it from that, he seems to be damning them." She apparently had still not learned that dam was the true name of a cow's mother. One said, "I'll bet he is a farmer at home," and still another that she bet he did not work at it much. One said that he was told by a man that knew him that he wasn't a drinker of liquor, and a man replied that "From the looks of of his bay window and the pink on his big nose, it appears that your information is wrong."

That was all the information I got from a planted eaves-dropper at a sale of much importance in that state. But I didn't get one word as to whether they thought I was worthy of the sale as auctioneer or not. So I checked up on the old sale record and found that from the date of my first appearance as auctioneer, I was returned to that state during the years following twenty-three different times.

So, after all, the final decision is with the public who are interested in the sale and the breed. However, some of the remarks picked up in that first appearance in the particular state in question were food for thought. Especially those about bid-chewing, tent-roof-bid-picking, description of a cow's mother when the attendance is of a mixed variety and smutty jokes. Any time a sale is held the group could include preachers, undertakers, doctors or lawyers. And, in our profession, these people are the ones we depend upon to make our livings.

May I wish all auctioneers of the land a great year in sales. This year, 1966, that is, by the time you read this in the March issue will be well through three months of its cycle.

Please remember the National Convention this coming July.

Parke-Bernet Lowers Commission Rates

Parke-Bernet Galleries, Inc., has announced that lowered commission rates on furniture, jewelry, books and prints will go into effect on property sold after May 1 of this year. Reduced commission rates have been in effect since May 1965 for the sale of paintings, drawings and sculpture. A Parke-Bernet spokesman viewed the new commissions as a further fulfilment of the promise made in July 1964, at the time of Park-Bernet's affiliation with Sotheby's, that every effort would be made to effect savings and pass these on to clients, in the form of reductions in commission rates.

Peregrine Pollen, president of Parke-Bernet, detailed the new rates as follows:

For furniture, works of art and prints, a commission of 15% will apply to each article which brings more than \$3,000. For articles which bring over \$500 and up to \$3,000, the commission will be 18%; and, for \$500 or less, 20%.

For jewelry, commissions of 12½% will be charged for each article which brings more than \$5,000, and 15% on articles which sell for \$5,000 or less.

For books, autographs and manuscripts, the commission at Park-Bernet will be 20% for all items sold.

As announced last year when Parke-Bernet undertook its first broad reduction in commissions in an avowed effort to attract a greater number of fine art properties to the New York auction market, the rates for paintings, drawings and sculpture remain 12½% on works which sell for more than \$5,000, and 15% on those which bring \$5,000 or less.

Auction Raises \$4,000 for Operation for S. D. Teacher

By DICK YOUNGBLOOD
Minneapolis Tribune Staff Writer

MADISON, S.D. — Bald-headed D. C. Seitz, protesting that it was really for his wife, shelled out \$4 for a \$70 wig here Tuesday.

Virgil Hanlon picked up an antique pot-bellied stove for a mere \$25.

And, in the "buy" of the day, dairyman Norris Seton paid just \$6 for \$8 worth of service for his livestock from the Minnesota Valley stock breeders group.

It was all a bargain for an ailing young man named Paul Oltman, 23-year-old native of Franklin Township Community 10 miles south of here.

Oltman is hospitalized at Rochester, Minn., facing the possibility of a delicate—and expensive—kidney transplant operation at the Mayo Clinic.

Yesterday nearly \$4,000 was collected here at a hastily organized benefit rummage and auction sale to help meet the estimated \$10,000 cost of the operation.

And \$3,300 in cash—donations from throughout Lake County—has poured into Northwestern National Bank here in a little more than two weeks.

This has been the swift response of several thousand residents of this eastern South Dakota farming area to the plight of a young man many of them have never met.

Norman Sather is one who has never met Paul Oltman. Harlan Severson has met him only once or twice.

And both have only a nodding acquaintance with his parents, Mr. and Mrs. Art Oltman, who operate a small rented farm about 15 miles from here.

Yet Sather and Severson were co-chairmen of yesterday's benefit sale.

"We recognized that the family couldn't handle this expense," Sather explained. "Something had to be done, and somebody had to do it."

By Monday there were more than 1,000 auction items and several thousand

rummage items jammed into the Madison armory.

There were a dozen or more television sets and refrigerators, washing machines and clothes dryers, most of them serviceable.

There were 120 dozen eggs, which thankfully went quickly, and more than 150 bales of hay and straw.

There was a pure-bred calf, a pen of hogs, a dozen ducks and a like number of guinea hens, plus several head of sheep whose donor was politely refused when he asked to lodge the sheep in the armory three days before the auction.

And there was a case of diet cola, for which the bidding was brisk.

Nearly 2,000 persons packed the auditorium yesterday as a team of four rapid-fire auctioneers spelled each other through more than eight hours of bidding.

The object of all this attention is a tall, quiet math and science teacher at nearby Wessington Springs, S.D., who was a high school basketball star at Franklin rural high school and is a graduate of Madison's General Beadle State College.

He was stricken shortly before the holidays and is now undergoing tests to determine the advisability of the kidney transplant his physicians feel he needs.

His mother reportedly has been approved as the kidney donor, after Paul vetoed doctors' suggestions that his twin sister, Mrs. Harvey Mathieu of Colton, S.D., would be the more ideal choice.

"She has two small children," Paul was quoted as saying, "and I don't want her to take the chance."

(At the Mayo Clinic, Dr. George A. Hallenbeck said there would be no decision on whether to undertake the transplant until further tests, which might take two more days.

(He said the staff wanted particularly

to be sure of the health of the donor. He said results of such transplants "have often been surprisingly good" when the donor and the recipient were closely related.

(Hallenbeck, head of the clinic's general surgery and surgical research sections, headed the team that removed President Johnson's gall bladder in October.)

If the operation is performed, the blood necessary for it will be given by the Madison Jaycees, members of an emergency blood-donor group called the Vampires.

And if the operation is not performed, leaving Severson and Sather with an embarrassment of auction riches... well, they'd rather not even think about it.

"We'll make that decision when the time comes," Severson said. "Obviously some other worthy cause would benefit."

Committee Named To Revise NAA By-Laws

The Board of Directors of the National Auctioneers Association, at its last meeting, voted authority to the President to appoint a committee to study and revise the By-laws and Constitution of the NAA. The following men have been appointed to this committee:

B. L. Wooley — Chairman
412 Del Rio Drive
Little Rock, Arkansas

Harris Wilcox
17 South Lake Avenue
Bergen, New York

Grover Howell
3901 San Jacinto
Dallas, Texas

Dean Fleming
Atkinson, Nebraska

Bob Penfield
Bowman, North Dakota

Joseph Donahue
607 Harriet Street
Darlington, Wisconsin

A. C. Dunning
416 Dundee Avenue

Elgin, Illinois

Tony Thoruton
1036 East Walnut
Springfield, Missouri

Clint Peterson
Webster City, Iowa

This will be known as the Committee on Constitution and By-laws. B. L. Wooley and I have discussed this committee and its duties several times by long distance telephone and letters. We have agreed that this committee may not meet until the convention in July, however, if a meeting should be in order before the convention, a meeting will be called by the chairman.

We would like to suggest that all members of the committee keep in touch with Mr. Wooley, the chairman, and discuss with him your thinking on this subject. We would also like to suggest that all members of the NAA who think there should be some revision or change in the Constitution or By-laws, to discuss it with the chairman or a member of the committee. Please do this as soon as you can so that the committee will have the benefit of your advice and thinking on this matter.

Writing, revising or changing constitutions or by-laws of any organization is not an easy task, but it is a very important one, and I am sure that the gentleman on this committee with their interest in our NAA, their good judgment, experience and with the help of all members, will do a fine job. One that should be satisfactory and beneficial to everyone.

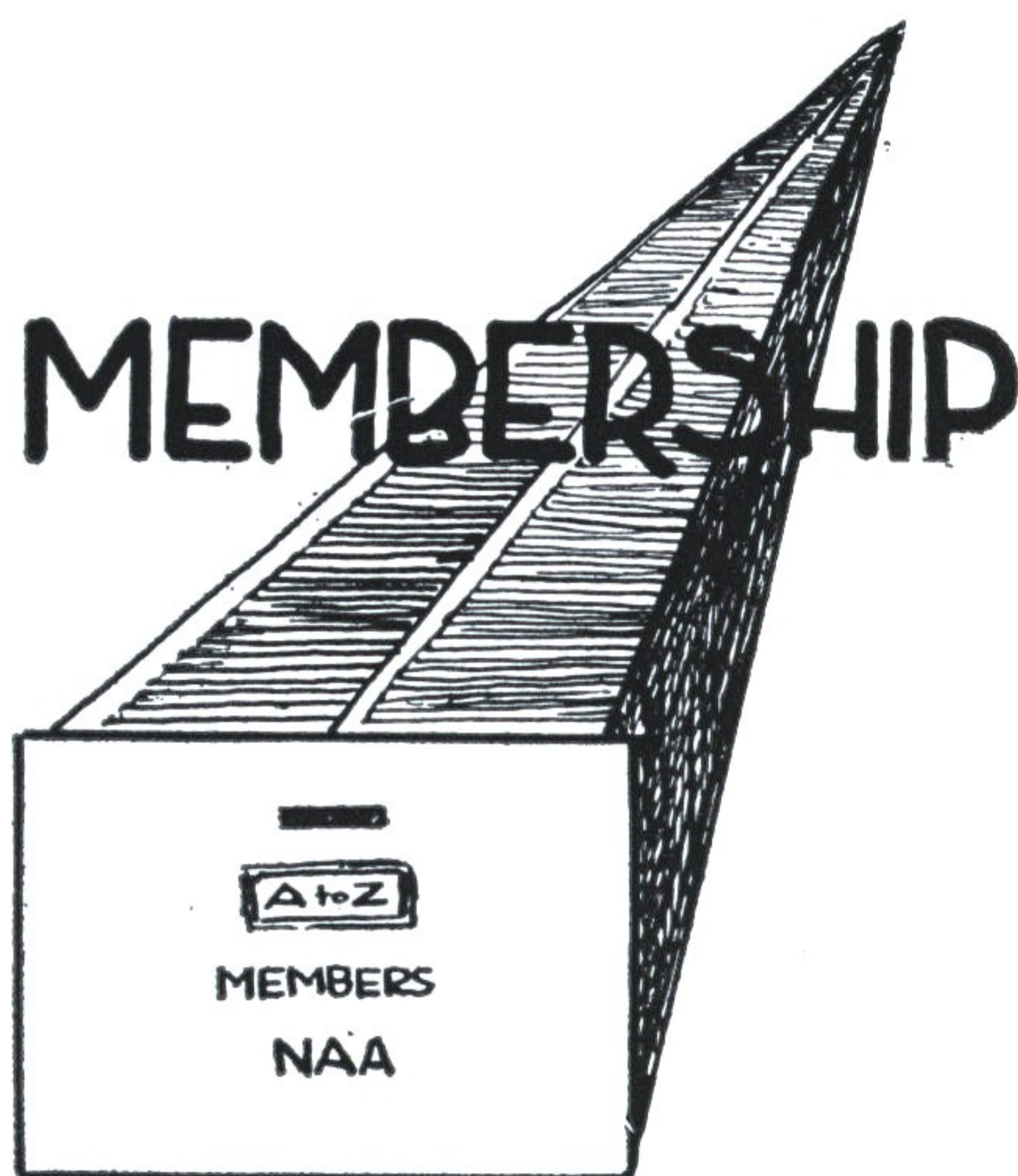
John L. Cummins,
President, NAA

A Rooster to a Chicken, on his morning promenade,

Gaily crowed and deeply bowed with voice both clear and loud,
"Too bad," said he, "that unlike me, when walking you may go,

You cannot greet the folk you meet with loud and lusty crow."

The Chicken tossed her head and said,
"Allow me, Sir, I beg,
to state that though I cannot crow, you cannot lay an egg."



*Memberships Processed
Jan. 16 through Feb. 15*

(* Indicates a new member)

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Vernon I. Cole, Michigan
Mary J. Cole, Michigan
Bob Newton, Ohio
George Roman, Ohio
Fred McFarland, South Dakota
Milton M. Koptula, New Jersey
Gynelle M. Jones, Ohio
Gene Slagle, Ohio
Charles L. Alber, Arizona
Lowell Witmer, Michigan
Chester B. Rector, Ohio
Monroe Goree, New Mexico
*James R. Heater, Florida
Virgil V. Munion, Oregon
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Noble Stokes, Indiana
Earl Hardeman, Wyoming
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*Harold H. Brandt, Missouri
James H. Cummings, Nebraska
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Dan Schlichter, Ohio
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*Bill Patterson, Ohio
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O. B. Harris, West Virginia
Lester Winternitz, Illinois
Stephen L. Winternitz, Illinois

William Hanzel, Illinois
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Ernest F. Damron, West Virginia
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*Elmer "Joe" Evans, Indiana
*C. Eugene Phillips, Indiana
Harold Lee, New York
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E. C. McCracken, Oklahoma
W. T. Wagner, New Mexico
Harold W. Vos, Iowa
Earl Theis, Iowa
A. B. Chatfield, Iowa
Keith J. Armstrong, Alberta
Michael B. Lawrence, Alberta
E. Dewey Anderson, Indiana
Carl C. Stanton, Ohio
Robert L. Eby, Ohio
Jim Buderus, California
John P. Kachmar, New Jersey
Turner Kees, North Carolina
Coyte D. Carpenter, North Carolina

IN UNITY THERE IS STRENGTH

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 Paul E. Rector, New Mexico
 Joseph Finn, Massachusetts
 *Joel L. Burling, Washington
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 *Gordon B. Kerr, British Columbia
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 *Kenneth Aycock, North Carolina
 *Bill Lanier, North Carolina

Pen-Auction Selling At Livestock Market

A "pen-auction" method of selling its short leg animals has been inaugurated by the Lancaster (Pa.) Livestock Market. In spite of a cold day for the first trial of the new method, it seemed to meet the approval of the buyers as well as the sellers.

The veal calves were consigned to an agent. Unloading was in the usual manner by the Stock Yard Company. The consignment was delivered to the scale where it was weighed individually—upon arrival—and turned over to the agent who tagged each animal.

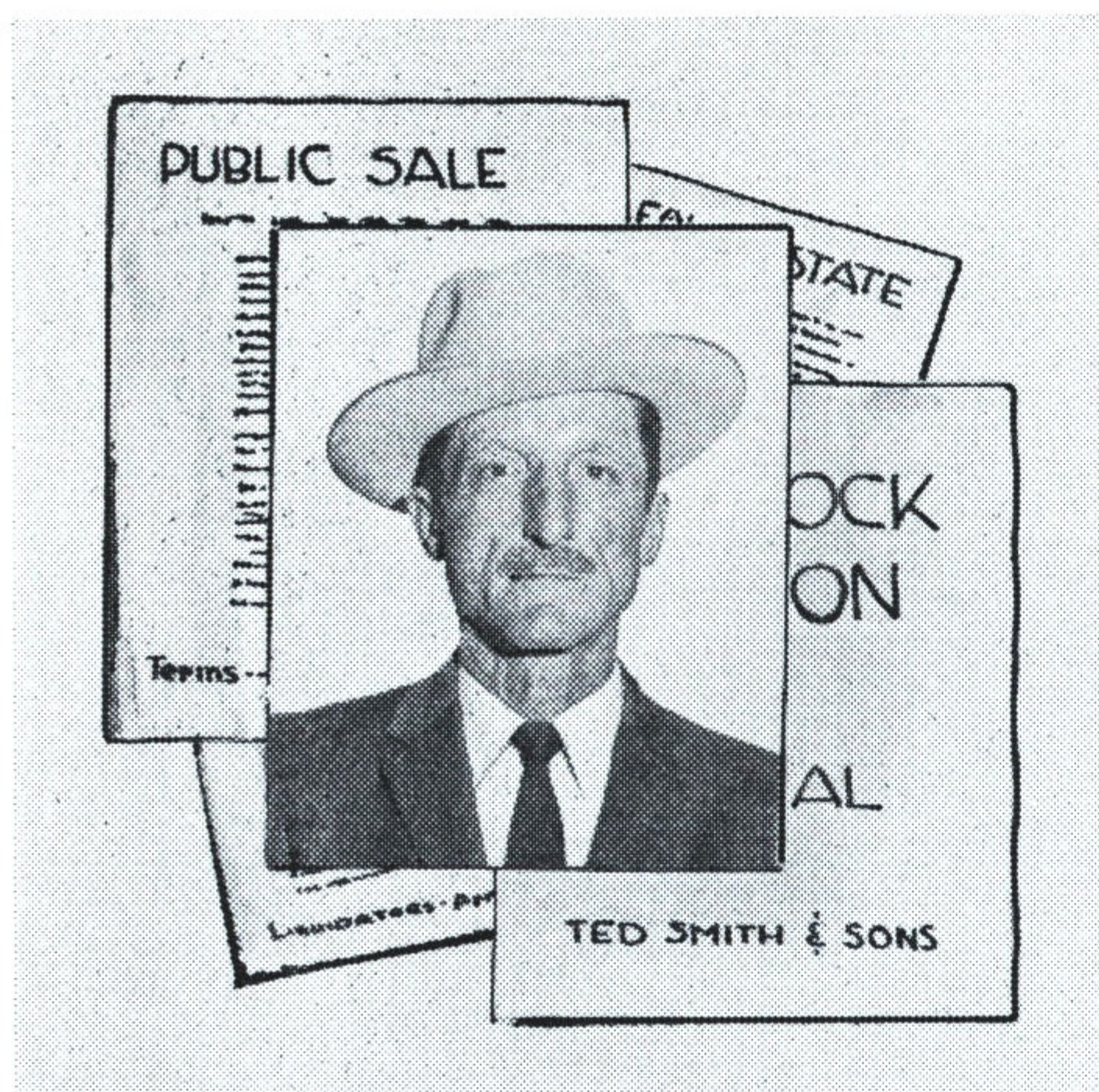
At the beginning of the sale the auctioneer, Tom Matthews, was on a platform in the corner of a large pen along with a clerk, Alfred Thomas, who read off the weights and recorded the sale. Animals were presented individually. Buyers surrounding the edge of the pen bid as was their pleasure. The pace of the sale was real fast for a first day and in 55 minutes 122 head veal calves had been sold.

Sheep followed and were processed in the same manner except they were sold in lots, not individually, and weighed after the sale.

Hogs were consigned to dealers in the usual manner. Starting at 9:30 a.m. they were sorted and weighed in pen lots. Some few were sold as individuals, others in small and larger groupings according to the wishes of the consignor and the judgment of the dealer. A ramp was constructed at the rear of each pen and on it the auctioneer traveled from pen to pen selling each lot to the highest bidder. In this manner 202 hogs were sold in 30 minutes.

NOTE: Auctioneer, Tom Matthews, is a veteran member of the NAA. He gets his mail at Hampstead, Md. He is just one of the many auctioneers you will have the opportunity of meeting at the NAA convention, in Philadelphia, this July.

Auction Shorts



The Article entitled— FLORIDA: Real Estate At Auction, by Col. John R. Fishdick, surely warrants reading and rereading.

I wish to comment on one paragraph which in substance states— "If experience proves that a property will not sell in a price range the Seller wants—then don't list it." This surely is important to carry on a continued Real Estate at Auction business. I also took note of the low percentage of No Sales, which coincides very much with our number of No Sales.

In order to supplement any possible No Sales, we have incorporated into our contract, to Sell Real Estate at Auction, the following paragraph: (It is further agreed that if for any reason a price unsatisfactory to the owner (s) is obtained at the auction of the foregoing property, that the undersigned will then and there list with and give sole and exclusive right to the auctioneer to offer the same for sale and to find a purchaser therefore until _____ for the sum of \$_____, the fee of the auctioneer pursuant to such listing to be _____, less the amount spent for advertising by the undersigned owner (s) in the conduct of the above designated auction.)

Do not lose your nerve. Fear, doubt and hesitency are negative states of

mind which should be discouraged. An Auctioneer should always remember that he is rendering an important service.

Henry Buss

Sioux City Second Largest Market

SIOUX CITY, Iowa — The Sioux City Stockyards, long recognized as one of the nation's most progressive livestock centers, became the country's second largest terminal market during 1965. Figures released this week by the USDA's Market News Service showed Sioux City had replaced South Saint Paul in market rankings during the past year.

The official figures showed Sioux City handled 1,341,127 cattle, 150,069 calves, 1,679,488 hogs and 245,939 sheep during the year. Those figures again made Sioux City the nation's third largest cattle market and fifth largest sheep market for the year, while moving from fourth to third position among the nation's hog markets. The market continued as the largest stock calf center in the nation and the largest stocker and feeder market in the Corn Belt.

Sioux City's total of 3,416,623 head pushed past the 3,134,151 head handled at South Saint Paul, and closed the gap on Omaha, which retained the number one spot among livestock markets. Sioux City Market spokesmen pointed out that Sioux City closed the gap between the two top markets by some 266,000 head during the past marketing year.

The move into second place brought Sioux City from fifth place in 1960 into second place just five years later. The top ranked markets for 1965 were Omaha, 1st; Sioux City, 2nd; St. Paul, 3rd; Chicago, 4th; St. Louis, 5th; St. Joe, 6th; Kansas City, 7th; and Sioux Falls, eighth.

There was a difference of only 118,550 votes between John F. Kennedy and Richard Nixon in the 1960 presidential election.



O. J. "Jim" Mader, Buffalo, Wyo., sells the historic Buffalo Bill Bar at the Sheridan Inn, Sheridan, Wyo., as auctioneer, Dick Yager, Sheridan, watches for bids. Note the portrait of the Famous Scout hanging from the back-bar. The Sheridan County Historical Society paid \$15,000 for the Bar. See story on opposite page for further details of the three day auction.

Auctioneers Beware; Information Wanted

By Kenyon B. Brown

On Oct. 14, 1965, Brown Bros. of Doylestown, Bucks County, Pa. sold at auction the following crops:

150 bu. of corn, 25 tons of hay and 8 tons of straw at a farm auction near Doylestown, Pa. These were brought by a Robert F. Denault who issued a deposit check of \$600.00. The check was on the Lake County National Bank of Painesville, Ohio and on it was the printed name of Robert F. Denault, Morley Farm Stables, Morley Rd., Mentor, Ohio.

After Mr. Denault removed three tractor trailer loads of hay, weighing them at a local scale, in either a borrowed or rented truck with a Virginia license, the deposit check of \$600.00 was returned because of insufficient funds.

Mr. Denault has never returned for additional crops, nor has he ever contacted the auctioneers. The terms of auction were 50% deposit sale day and the balance in full with weight tickets on or before Nov. 15, 1965. All efforts by Brown Bros. to locate him have failed. The people at the phone number he gave as a contact did not know where he could be contacted. He seldom stays in one place long. He is known to frequent Horse Auctions and Horse Shows. He sometimes owns and shows horses. Lots of people, all from the Horsey set, seem to know him or of him but have no knowledge of his present whereabouts. It is believed he now has a job at a horse stable somewhere in Ohio. On Jan. 18, 1966 Mr. Denault still had a checking account at the above bank.

Mr. Denault is still being sought by Brown Bros. and any information as to his whereabouts should be sent to them. Brown Bros. wish to warn anyone doing business with this man to do so only at your own risk and on a cash basis. They hope no one else will be stuck with a mistake costing almost \$1,000.00 as was the case with them. Brown Bros. paid the farmer

in full for all crops sold, expenses and losses as part of their service as agents, so there was no loss to their client.

Sheridan Inn Bar Sells For \$15,000

History was made even while an end to an era was being witnessed in the auction of the contents of the Sheridan Inn, Sheridan, Wyoming. The Sheridan Inn is one of the West's most historical buildings. At the time it was built it was the pride of the area and through the years of its operation it became the hostelry for many of the country's best known citizens.

On January 17-18-19, the chant of the auctioneer distributed the contents of the Sheridan Inn to buyers from all parts of the country. Selling started at 10:00 A.M. each day and continued until 3:00 P.M. Balance of the day was spent in getting the next day's offering ready to auction.

When the auction was completed, 1,867 entries had been made in the clerk's records. Many of the items such as linens, blankets, etc., were sold in half-dozen and dozen lots. Very good crowds were in attendance at each session and prices were considered above expectations.

Highlight in point of interest as well as in value was the Buffalo Bill Bar (pictured, opposite page) which sold for \$15,000 to The Sheridan County Historical Society. The Metz Beverage Company bought the furnishings of The Stockade Room and had donated them to the Society. Bob and Mike Joursek, owners of the building itself, have since donated it to the Historical Society.

Pictures, many by Charles Russell, sold for \$50.00 to \$75.00, mirrors brought up to \$200.00 and lamps sold as high as \$225.00.

People from 49 states and Canada signed the guest register. Two NAA members: O. J. "Jim" Mader, Buffalo, Wyo., and Dick Yager, Sheridan, Wyo., conducted the auction.

Philadelphia: Site Of Historical Residences

By MARY E. HENRY

Longfellow wrote: "All houses wherein men have lived and died are haunted houses. Through the open doors the harmless phantoms on their errands glide with feet that make no sound upon the floors."

If this were true and if we could see these phantoms of the past, what a wondrous scene of our past history they would show us. We could and would then appreciate the sacrifices made by our forefathers that we might have our freedoms which we enjoy.

Many of Philadelphia's historical houses have been preserved, among these some of the following are perhaps the better known ones: the Ross, Solitude, Sweet Brier, Mount Pleasant, Penn, Belmont, Laurel Hill, Lewis, Morris, etc.

The American Flag House and Betsy Ross Association formed to raise money to preserve the building at 239 Archer Street. It accomplished this and presented the house to the City of Philadelphia. The old number and street of this house was 89 Mulberry. To this house Betsy, the eighth of seventeen children in her family, came as the twenty-one year old bride of John Ross. She was well known as an excellent seamstress. The front room of the house where Betsy had her shop is now used for displaying souvenirs. The little hall which led to the rear rooms has been removed. Behind the shop is an entry from which enclosed stairs lead to two upper floors and another flight descends to what was a basement kitchen and dining room. The doors display very fine examples of old latches and hinges.

When the Revolution broke out John Ross volunteered as a guard for the ammunition stores in Philadelphia. Here he was killed when an explosion occurred. At the time the Continental Congress appointed a committee to design a new flag, Robert Morris, General

Washington and George Ross, went to Betsy and asked her help in this matter. Betsy suggested they use a five-pointed star instead of the six-pointed star as she pointed out that the six-pointed star was English and therefore a change should be made. They agreed to this and on June 14th, 1777, Betsy made our first flag. Soon after this, Betsy married Captain Joshua Ashburn. While fighting in the Continental Army he was taken prisoner and removed to England where he died. A fellow prisoner, John Claypoole, after his release, came to Philadelphia with the Captain's personal belongings and was so taken with Betsy that he stayed in Philadelphia and after due time elapsed they were married. Betsy's body was interned in the Friends' Cemetery at Mount Moriah.

In Fairmount Park are six old houses, four of which are standing in their original sites. Of the others, the PENN HOUSE believed to be the first one built of brick in Philadelphia, was moved here from its Letitia Street location. The Penn House was erected in 1682. Penn's House, "SOLITUDE", now is being used for officers and is located in the Zoological Gardens.

Another transplanted house is the large two-story and attic stone building that was the Frankford country home of the Quaker Morris family. Sammy Breck built "SWEETBRIER" on the banks of the Schuylkill River in 1797. Mr. Breck wrote the following in one of his journals: "In my family, consisting of nine or ten persons, the greatest abundance is provided; commonly seventy pounds of fresh butcher meat, poultry and fish a week, and when I have company, nearly twice as much; the best and kindest treatment is given my servants; they are seldom visited by Mrs. Breck, and then always in the spirit of courtesy; their wages are the highest going, and are freely paid them when asked

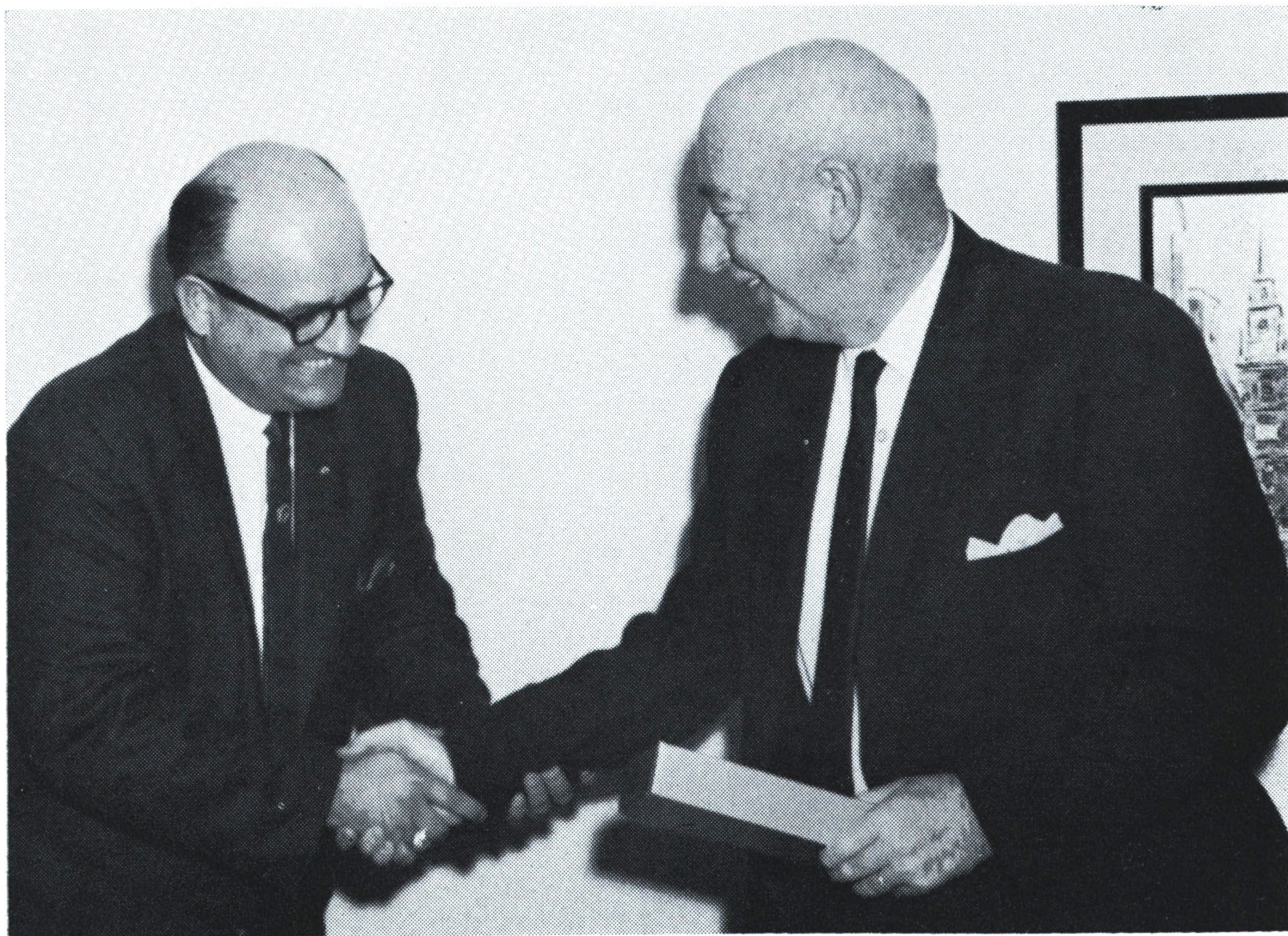
IN UNITY THERE IS STRENGTH

for; yet during the last twelve months we have had seven different cooks and five different waitresses . . . I pay, for instance, to my cook one dollar and twenty-five cents a week; to my gardener, eleven dollars per month; to the waiter, ten dollars, to the farm servants, ten dollars, etc., etc. Now if they remain stead (with meat three times a day) for three or four years, they can lay by enough to purchase two or three hundred acres of land."

The Benedict Arnold (Mount Pleasant) house was built in 1761 by John MacPherson, during the period of Philadelphia's greatest cabinet makers. John Adams, when he dined here in 1775, described it as "the most elegant seat in Pennsylvania — upon the banks of the Schuylkill."

MacPherson had made a fortune by privateering in the French Wars. During the Revolution he volunteered his services with the American Navy but

was not accepted to service. His son, Captain John MacPherson, died fighting in the American assault on Quebec. The elder Macpherson found to his dismay in 1770 that his means were not great enough to maintain his home and he therefore leased the house to Major General Benedict Arnold who was then commanding the American troops in Philadelphia. At a later date, Arnold bought the house and gave it as his wedding gift to his bride, Peggy Shippen. After Arnold's treason was discovered the house was confiscated along with all of Arnold's other property. Edward Shippen, to protect his daughter's interests purchased the house the following year. During this period the house had been leased by Major General Baron von Steuben. Mrs. Arnold returned to America in 1785 and possibly occupied the house. However, she returned to England and in 1792 the house was sold to General Jonathan Williams and it re-



Mayor Al Kay, Meridian, Miss., (right) receives honorary membership in the Mississippi Auctioneers Association. Vice President Bill Tinnin, of Meridian, makes the presentation.

mained in his family until 1853.

In 1868 the house known as the "Dairy" for several years was included in the boundaries of Fairmount Park. In 1923 restoration was begun and the original colors of the house were used, the gardens were re-planted and the house completely restored. The guest chamber, once occupied by Benjamin Franklin, now contains a table with his initials on it.

On the opposite side of the river in Fairmount Park stands the fine old BELMONT mansion. It has had a varied career and served as a restaurant, road house, eating stand, etc. In the autumn of 1926 it was remodeled and opened as a first class restaurant. The original part of the house was built in 1745 by a member of the Peters family, probably William. He was an early colonist and his brother Richard was Secretary of the Land Office under William Penn.

LAUREL HILL, now in Fairmount Park, was well known as the Randolph Mansion and was built around 1748 by Joseph Shute. In 1760 Francis Rawles and his brother-in-law, Joshua Howell, bought it. Rawles died and his widow married Samuel Shoemaker. In 1778, Shoemaker was pronounced by the Americans as being guilty of treason. He sailed for England and all of his property including Laurel Hill was sold. Mrs. Shoemaker, by promising that she would not return to Philadelphia without permission, was allowed to go to England to visit her husband and son. While in England she did much to relieve the suffering of the Americans imprisoned by the British. During this time Laurel Hill was occupied by the President of the State of Pennsylvania. After Mrs. Shoemaker returned in 1781 she occupied the house until an angry mob attacked the house breaking shutters, smashing windows, etc. After this the house was sold to James Parr. In 1828, Rawles re-purchased the house and sold it to Dr. Philip Syng Physick and in 1869, Dr. Physick's descendents sold it to the City of Philadelphia.

The Wister house is entered into from Germantown Avenue. The interior is little changed and is still owned by the Wisters. Much of the old furniture remains and on shelves in the library

many interesting volumes, although some of the rarest volumes have been given to the Historical Society, can be found. The paneled rooms, hand wrought latches and hinges are beautiful. Much of the furniture was made for the early owners from timber cut on their estate. This house is known as "GRUMBLETHORP" and was built about 1774.

A fine old house known as the Old Johnson house made of hand cut native stone was begun in 1763 but was not completed until 1768. This house was for some time occupied by the Woman's Club of Germantown. The Club carefully restored it. Some fine old furniture has been collected and installed. Marks of fierce fighting still may be seen in the house.

The stone NORRIS house was built in 1772, it was occupied by Washington during the yellow fever epidemic in 1793-4.

Beautiful STENTON, in the custody of the Pennsylvania Society of the Colonial Dames of America, stands at 8th and Courtland Streets and is well worthwhile paying a visit to. Upstairs in a closet in the eaves, a secret passage begins, leading from attic to cellar.

These old homes in Philadelphia and the three in Germantown are just a few homes of the past that can be seen. For those who like "antiques," you can look, look and look again.

Colorado Auctioneer, Don Hughes, Dies

Don E. Hughes, 40, Wheat Ridge, Colo., died January 14, in Lutheran Hospital, Denver, after a short illness. He was an auctioneer and a member of the Colorado and National Auctioneers Associations. He had lived in the Denver area for 13 years.

Hughes was born at Stanberry, Mo. He served with Coast Guard during World War II. On July 10, 1953, he was married to Rosalee Hoskins, St. Joseph, Mo., who survives along with a son and his mother.

He was a member of the Masonic Lodge and the Dad's Club of the Wheat Ridge De-Molay.

South Dakota News

By Vernell Johnson

Greetings from South Dakota! This being the last of January, we have been experiencing some very cold weather. For several days the thermometer has been below the zero mark and one day the highest reading was 14 degrees below zero.

The first week of January, a benefit auction was held at Madison, S. Dak. for a teacher of the community who needed a kidney transplant. The sale was conducted by Col. Curtis Price, Madison, who is the present S.D.A.A. President, and Col. George Hanson, Nunda, S. Dak. The items contributed for this auction were of every conceivable nature including live animals. It again proves the point—when people want to turn merchandise into cash they think of an auction.

The Game, Fish, and Parks Department of South Dakota is having their first annual buffalo auction Saturday, Feb. 12, at Custer State Park in the Black Hills of S. Dak. 120 head of choice buffalo breeding stock will be offered including 100 2 yr. old heifers and 20 2 yr. old bulls. Les Price, Superintendent of Custer State Park, and one of the world's foremost authorities on buffalo, selected this offering from the famous Custer State Park buffalo herd that appeared on Telestar and also in major motion pictures including, TOMAHAWK, CHIEF CRAZY HORSE, THE SAVAGE, THE LAST HUNT and HOW THE WEST WAS WON. This is the largest original buffalo herd on the North American Continent—pure strain buffalo, no cross breeding. Foundation stock for the Park herd was obtained from the Sioux Indians and Scotty Philips, pioneer Dakota cattle and buffalo rancher. This sale will be conducted by Col. Jack Churchill, Hermosa, S. Dak. and Col. Fred McFarland, Sturgis, S. Dak. both N.A.A. members.

In spite of the weather we have had sales every day the month of Jan., getting good crowds and very favorable prices. This past week Col. Price and



COL. VERNELL JOHNSON

myself sold the highest priced farm tractor (excluding crawler tractors) that we have ever sold, a 1965 IHC 806 diesel for \$6600 and a 6-16 plow for \$1235. A few years ago a total farm sale didn't amount to any more than the price of this tractor and plow.

Saturday, Jan. 29th, I sold the bred ewe auction at the annual Sioux Empire Farm Show at Sioux Falls, S. Dak. The grand and reserve champion Suffolk ewes, consigned by Geo. Wellner of Miller, S. Dak. sold for \$340 and \$420. These ewes were shown at the Chicago International and were bred to the 1965 Chicago International champion Suffolk ram. The buyer was Dwane Larson of Jackson, Minn.

We have sold several farms at auction the past few months. Sat., Jan. 15th we sold an improved 210 acre farm located near Sioux Falls, S. Dak., for \$273 per acre. The owner had this farm listed with a broker and would have accepted \$250 per acre, which once again proves the auction way.

My wife and I are planning to be in Philadelphia in July and hope that you are, too.

Five Certified Livestock Markets Set '65 Volume Race

Kansas City, Mo . . . Five CERTIFIED LIVESTOCK MARKETS from four states set the pace in volume of competitive livestock market sales by auction in 1965 among nearly 800 such markets throughout the nation. The five pace-setters, according to information released through the industry trade association office in Kansas City, were Norfolk Livestock Sales Co., Norfolk, Nebraska; Amarillo Livestock Auction Co., Amarillo, Texas; Producers Livestock Sales Co., Norfolk, Nebraska; Amarillo Livestock Auction Co., Amarillo, Texas; Producers Livestock Auction Co., San Angelo, Texas; McKinley-Winter Livestock Commission Co., Dodge City, Kansas; and Missouri Livestock Market Center, Mexico, Missouri.

Together these markets competitively sold by auction \$193 million dollars worth of livestock during the year. This is an increase by them of over \$20 million from the previous year.

Norfolk Livestock Sales Co. led all the markets in selling 268,966 cattle, 340,589 hogs, 13,121 sheep and 1,975 horses for a total amount of \$63,810,093. It was also tops in the number of hogs sold.

Amarillo Livestock Auction Co., led in cattle sales with 393,027 head for \$43,539,662. They were followed by McKinley-Winter Livestock Commission Co. which sold 308,865 head of cattle and 3,888 hogs for total sales of \$40,872,378.

Producers Livestock Auction Co. sold the most sheep and goats totaling 581,002 head. In addition, the market sold 128,529 cattle and 5,460 hogs for a total volume of \$22,009,464.

Missouri Livestock Market Center showed the fastest rate of growth among all markets over the last five years selling 109,476 cattle, 189,463 hogs and 21,272 sheep for a total amount of \$22,670,164. This represents more than a 30% increase over 1961 in the total number of livestock sold and in dollar volume.

C. T. 'Tad' Sanders, general manager of the Certified Livestock Markets Association, in commenting on the volume figures as released, stated they represented an encouraging trend during the year indicative of increased confidence in the competitive determination of livestock prices. He stated that in some areas of the country where the trade area basis of competitive livestock markets was not so pronounced that some markets had experienced a lower volume of business. Overall, the volume represented a substantial increase, he said.

Sanders also stated that 1965 was a year in which greater investment had been made in new, modern livestock market facilities throughout the country. He described the trend in this respect as livestock market centers where complete services were being offered to livestock owner customers in relation to those of competitive livestock marketing. He mentioned such services as commercial teletype wire news on prices, truck transportation facilities, feed supply plants, feed lot operations and farm supply stores.

Jefferson Initiates New Radio Program

Col. Riley T. Jefferson, NAA Director, and auctioneer, from Lincoln, Delaware, has initiated a ten-minute daily program on one of the local radio stations.

On this program, Col. Jefferson will comment on various auction sales being held, and other items of community interest. He hopes to build the program to a point where the auction sale announcements will make it self-supporting.

Col. Jefferson will welcome letters from any auctioneers considering a venture of this type.

Enjoyable Meeting Held In Colorado

By Ed Gibson, Secretary-Treasurer

The Colorado Auctioneers Association held their annual Convention January 28th at Denver, Colorado. The meeting was held at the Red Slipper.

About sixty auctioneers and their wives enjoyed a delicious banquet after which the president, Fred Ramaker made a few opening remarks. He then introduced Pete Smythe who served as Master of Ceremonies. Mr. Smythe is a well known radio and TV personality. Entertainment was provided by some of our own group. The address was given by Bernard Hart, Secretary of the National Auctioneers Association. He spoke on auctions and the changes which have been made. It was a very inspiring speech.

We then had a short business meeting at which time we had election of officers. The officers for this year are President, Troil Welton of Wray. Bill Hauschildt of Denver was elected Vice-President; Ed Gibson of Denver was re-elected Secretary-Treasurer. Elected to three year terms on the Board of Directors were: Bud VanBerg, Sterling; Pat Mangan, Berthoud; and Tom Peach, Eagle.

The remainder of the evening was spent dancing and just conversing. We feel it was an evening well spent.

Jewelry Collection Sells At Auction

One of the world's most important private collections of precious stone jewelry, that of the late Margaret V. Haggin, will be sold on the afternoon of March 18 at the Parke-Bernet Galleries, by order of the executors of Mrs. Haggin's estate.

Among the numerous outstanding items in Mrs. Haggin's jewelry collection are a magnificent emerald, diamond and pearl necklace and pendant; the necklace contains about 57 carats of emeralds, 42 carats of diamonds,

and 12 large pearls; the matching pendant-brooch is set with a 14 carat emerald, five large diamonds and eight large pearls. There are also two emerald, diamond and pearl bracelets. Among Mrs. Haggin's jewelry is a unique diamond stomacher from Cartier, which stretches more than twelve inches across with a pendant eight inches long, and which contains a 23-carat pear-shaped diamond and 426 other diamonds. The collection also includes two extraordinary necklaces of natural pearls. It is particularly notable for fine emeralds which are extremely rare in this degree of quality. In all, the catalogue will list 80 pieces of jewelry.

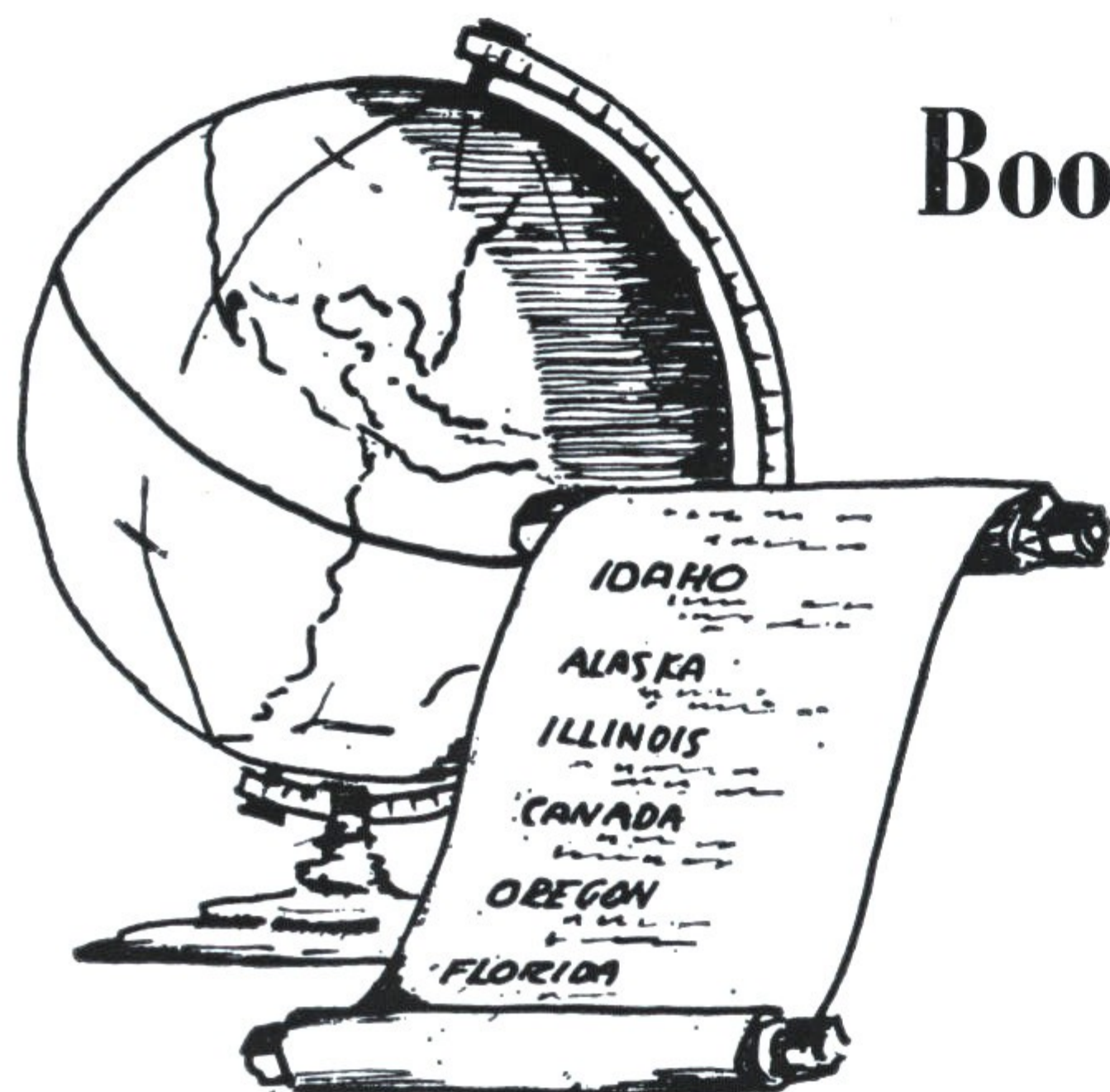
The Haggin jewelry collection will go on public exhibition at Parke-Bernet on Friday, March 11.

Mrs. Haggin was born Margaret Voorhies in Versailles, Kentucky, in 1869, the daughter of George Voorheies of that state. She married James B. Haggin, who died in 1914, and she was a resident of New York City until her death at 96 years of age in June 1965. She was widely known for her philanthropic interests and her concern for education at the secondary and college levels, for the fine arts, and for the sick and underprivileged in Kentucky hospitals and mountain areas. Margaret Hall, a private girls' school located at Versailles, Kentucky, is named for Mrs. Haggin, as is the auditorium in the new Fine Arts Building at Transylvania College, Lexington, Kentucky.

NEED TO ADJUST

Life, too, is a journey. We project goals in order not merely to drift. Yet, if each time we are deflected we become morose or despondent, our days will be filled with misery.

Life's journey, like a vacation trip demands adjustments according to conditions. One often gains resultant benefits which would have been missed by the original project. The ability to determine when readjustment is reasonable is an important skill to learn.—Robert E. Crawford in Cincinnati Enquirer.



Boosters for 'The Auctioneer'

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

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Col. David H. Tracy—Pavilion

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Col. Billy Dunn—Laurinburg

Col. Homer E. Harden—Greensboro

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Cou. W. Craig Lawing—Charlotte

Col. Forrest A. Mendenhall—High Point

Col. Robt. (Red) Mendenhall—High Point

Col. A. T. Morris—Durham

Col. Hugh Simpson—Union Mills

Col. Kenneth W. Teague—Burlington

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Col. Donald R. Florea—Milford

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Col. Herman L. Hart—Bristolville

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Col. O. L. Lansaw—Middletown

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Col. James A. Marlowe, Sr.—Warren

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Col. George Roman—Canfield

Smith-Babb-Seaman Co.—Wilmington

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Col. Steve Steinmetz—Springfield

Col. Ralph VanderVlucht—Toledo

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Col. Clyde Jones—Alva
Col. B. F. Mick—Enid
Col. Jim Richards—Spencer
Col. F. E. Springer—Red Rock
Col. William D. Towler—Yukon

OREGON

Col. Harold E. Ball—Portland
Col. W. G. Haun—Milton Freewater
Col. Donald F. Kennedy—Portland
Col. Virgil R. Madsen—Junction City
Col. C. A. Morrison—Grants Pass
Col. Virgil Munion—Roseburg
Col. S. J. Frey—Sweet Home
Col. Lynn Walters—Clackamas
Col. Forrest Witthar—Portland

PENNSYLVANIA

Col. H. L. Frye—Pleasant Unity
Col. Jacob A. Gilbert—Wrightsville
Col. Ralph W. Horst—Marion
Col. Wylie S. Rittenhouse—Vanderbilt
Col. Wm. J. Wagner—Elizabethtown
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RHODE ISLAND

Col. Harry Gautieri—Providence
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SOUTH CAROLINA

Col. T. S. Bruce, Jr.—Greenville

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Col. Billy Barnes—Ft. Pierre
Col. Curtis J. Price—Madison

TENNESSEE

Col. Richard W. Bethea—Chattanooga
Col. Claude H. Coleman—Madison
Col. Waylan C. Dean—Columbia
Col. Joe Hawkins—Woodbury
Col. J. Robert Hood—Lawrenceburg
Col. H. C. "Red" Jessee—Morristown
Col. James Matthews—Cowan
Col. C. B. McCarter—Sevierville
Col. L. Paul Monks—Fayetteville
Col. Bob Winton—Winchester

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Col. Dudley Althaus—Fredericksburg
Col. Walter S. Britten—College Station
Col. Dub Bryant—Big Spring
Col. K. L. Espensen—Tyler
Col. J. W. Foust—Lubbock
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Col. B. W. Jett—Fort Worth
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J. O. Lawlis Associates—Houston
Col. Paul R. McLaughlin—Lubbock

Col. Joe T. Presswood, Jr.—Houston

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Col. Leon H. Gornto—Norfolk
Col. Melvin Lacey—Dry Fork
Col. James E. Mullins—Pound
Col. Jack Peoples—Chesapeake
Col. Maury Riganto—Norfolk
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Col. J. E. Sutphin—Newport

Tull Realty & Auction Co.—Annandale

Col. Roy Wheeler—Charlottesville

WASHINGTON

Col. Bob Berger—Pasco
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Col. Robert F. Losey, Sr.—Renton
Col. John M. Mullen—Pasco
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Col. Orville Sherlock—Walla Walla
Col. Hugo Ward—Prosser
Col. Si Williams—Walla Walla
Col. Joe Yates—Walla Walla

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Col. Ernest F. Damron—Sistersville
Col. O. B. Harris—Beckley
Col. Robert S. Michael—Morgantown
Col. A. G. "Dick" Miller—Ceredo

WISCONSIN

Col. Lester M. Eue—Beloit
Col. Earl F. Clauer—Mineral Point
Col. John L. Freund—Omro
Col. Fred C. Gerlach—Brookfield
Col. W. C. Heise—Oconto
Col. Willard Olson—Delavan

WYOMING

Col. Thomas Harrower, Jr.—Kemmerer
Col. Dean W. Pruitt—Casper

ELSEWHERE

Col. H. P. Higgins, Huntingdon, Quebec
Col. Arthur O. Robatzek—Swift Current, Sask.

The Ladies Auxiliary to the
National Auctioneers Association

THE MEMBERS SAY . . .



Dear Bernie:

Would you be so good as to mail all issues of our fine magazine, THE AUCTIONEER, to me at Route 1, Dresden, Tenn. Since regular mail takes so long, my parents will air mail it to me. Incidentally, my Dad likes to glance through it first.

Enclosed find an article out of the "Stars and Stripes" regarding an 1861 US. Stamp selling for \$15,000.00. Thought you might be interested.

Since arriving in Germany, in September, I have sold two stamp and coin auctions. The club has asked me to sell two sales in March and one in April. It is not very profitable but it is a good way to travel all over Europe at their expense. Incidentally, one 1955 double die penny sold for \$215.00 at the first sale.

Hope you are all well and in the best of health.

Sincerely,
Ken Travis
With the American
Red Cross in Germany

* * * *

Dear Bernie:

I hope you and your family are fine as we are all in good health. I continue to be busy in my business and could do more if I had the time.

I am sending for two more binders

and including my Booster Page listing at the same time. Will be leaving soon for Escanaba, Mich., and it is snowing but I run the Livestock Auction there, every Wednesday, so cannot let the snow bother me. Every Tuesday I sell at Menominee, Mich., so I always have two sales a week. Saturday, I have a farm sale and hope this cold weather lets up by then.

I have also acquired another job having been elected to the Board of Directors of our local bank, so that's a job every Friday, plus the appraising on other days. It's fun to be busy but it doesn't give a person a chance to take a trip south in the winter.

Hoping you luck and happiness in the future, I am,

Sincerely yours,
Walter C. Heise
Oconto, Wis.

* * * *

Dear Bernie:

Enclosed find \$15.00 for dues and Booster Page. I really look forward to "The Auctioneer."

Had a very good 1965 and 1966 looks better.

Yours truly,
Freeman F. Glenn
Jeddo, Mich.

* * * *

Dear Bernie:

Thanks for your recent letter and the information contained. It's a lot of help to be able to get this information from you.

Things have been real busy and the sale schedule for 1966 looks like it's going to be even bigger than last year if that's possible. I figured up the other day and in 1965 I travelled over 500,000 miles selling horse sales. That included 126 sales in 31 states, Canada, Mexico and Argentina.

I'm looking forward to the National Convention this year. I've been to a lot of conventions but I've never gotten more good out of any of them than I did out of the National in Spokane, last year.

Again, thanks for the help.

IN UNITY THERE IS STRENGTH

Yours truly,
Dean H. Parker
Auburn, Calif.

* * * *

Dear Bernie:

Enclosed is check for 1966 dues and Booster Page.

1965 has been a wonderful year and we are looking forward to a better one for 1966. We have been busy the past month getting our youngest daughter married. She was married Dec. 19 and will now live in Columbus, Ohio. We may be through your country occasionally now as we will have to visit some to satisfy Mother.

Hope that all is well with you and you will have the happiest year ever.

Yours truly,
Clyde Jones
Alva, Oklahoma

* * * *

Dear Sirs:

A little late on my dues but here they are. Sales are few and far between for me but I'm getting one now and then. Trying to get started can be mighty discouraging but I enjoy every opportunity and the enjoyment can help make up for a lot of disappointment. Here's hoping '66 brings better results.

Sincerely,
Dean Waterman
Harvel, Ill.

* * * *

Dear Col. Hart:

You will find my check for my dues and Booster Page listing, enclosed.

I want you to know I look forward each month for "The Auctioneer" and the fine job you gentlemen are doing. I hope some day to have the pleasure of meeting you.

Yours truly,
Jack Peoples
Chesapeake, Va.

* * * *

Dear Bernie:

This is one check which I enjoy writing—for 1966 membership dues and Booster Page listing.

No matter how many years we have been in business we can always learn something new. I enjoy every issue of THE AUCTIONEER and find it very helpful.

I attended a very interesting meeting recently of the New York State Auctioneers Association at Hotel Syracuse, under the able direction of President Lewis Bronstein. We discussed the proposed license law for the state and other vital subjects.

Best regards,
Herb Fox
Horseheads, N.Y.

* * * *

Dear Sir:

My membership in the NAA expires January 1st. Please find enclosed a Money Order for \$15.00, \$10.00 for membership renewal and \$5.00 to have my name on the Booster Page.

I look forward to "The Auctioneer" each month and especially to Pop Hess' message. He sure has some good judgment about the auction business.

I am looking forward to seeing you folks in Philadelphia, in July. We are closing out a good year. It was good to meet you personally in Winston-Salem, last summer.

Yours truly,
A. T. Morris
Dunham, N.C.

* * * *

Dear Bernie:

Just a note from Wyoming to renew my subscription to "The Auctioneer" and to pay my dues for 1966, plus the Booster Page. I do enjoy the magazine and get many ideas from fellow auctioneers. I find that auctioneering and real estate go hand-in-hand. The practice of real estate auctioneering has not caught on too well here. I see a great future for it, however.

I would also like for you, if you have the time and material, to send me information on the organization of State Associations. We had an association at one time but it collapsed for some unknown reason. I can see the need for everyone pulling together and helping each other in order to make our National Association stronger. If you have a roster of Wyoming auctioneers who belong to the NAA, please include same. A set of by-laws and rules and regulations would also be appreciated.

Hoping to hear from you soon, I remain,

Dean W. Pruitt
Casper, Wyo.

* * * *

Dear Bernie:

We are writing to give you some appreciation from West Texas. "The Auctioneer" is constantly improving each month. If I can get my business going like you have the magazine, we might make it.

The articles from John Fishdick and Kenyon Brown are our kind of reading. They sure are enjoyed.

This seems the proper place to congratulate Charles Corkle. In 1964 I was under his guidance for two weeks. That was the most pleasant two weeks I can remember. He is certainly everything they say he is.

It must have been wonderful at the Pennsylvania convention, excepting the food, which must have been terrible. You boys sure look sick in the picture. The Colonel himself, G. H. Shaw, once told me, "Boy, you have to SMILE."

Oh yes, Mr. Editor, whatever you do, please don't print something that will get a man off in a storm because we are liable to try it sometime.

Did you notice that Willie Howell could have left her name off of her article in the February issue and it would have been just as easy to identify. That was from the wife of Grover Howell just as sure as I am picking this typewriter and misspelling these words. She is really what we call devoted.

I Bid Sincerely yours,
Dwayne Moses
Ralls, Texas

Private opinion creates public opinion. Public opinion overflows eventually into national behavior as things are arranged at present, can make or mar the world. That is why private opinion, and private behavior, and private conversation are so terrifyingly important.

— Jan Struther

New Record Prices In Holstein Auction

The Holstein Sale of Stars at the Royal Winter Fair, Toronto, Can., last November established a new North American record average for the Holstein breed of \$3,277.88. The 26 animals brought \$85,225.

The previous North American record was \$3,154, established at the dispersal sale of the Sheffield Farms Holstein herd at St. George, Ont., in 1960. Tom Hays, Oakville, Ont., managed both sales.

Highest price paid was \$15,200. This was for Sunny Spruce Reflection Kerk, a 6-year-old cow consigned by Floyd and Orton Eby, Elbydale Farm, Kitchener, Ont., and purchased by F. Roy Ormiston of Brooklin, Ont. This was the highest auction sale price of the year for a Canadian Holstein.

The grand champion female at this year's Royal Winter Fair, Citation Tara Hills Baroness, sold for \$10,000. Consigned by R. Peter Heffering and James J. Houlihan of Tara Hills Farm, Millbrook, N. Y., she was purchased by Don Marcos Ortiz of Mexico City.

Of the 26 head sold, 16 went for export; 22 head brought at least \$1,000, with 12 of these exceeding the \$2,000 mark.

1861 U.S. Stamp Sold For Record \$15,000

NEW YORK — A rare 12-cent U.S. stamp, struck in 1861 but never put in use, brought \$15,000 at an auction. It was a record price for the issue.

The black stamp, only a few of which are in existence, bears a portrait of Washington and was obtained by an ancestor of the unidentified seller from a high government official.

Raymond Weill, a New Orleans collector, purchased the highly prized stamp at a four-day auction of American stamps at H. R. Harmer Co.

Leroy Van Dyke's Son Drowned In Accident

The funeral for Ray Leroy Van Dyke was held at Nashville, Tenn. He was drowned when the ice on the lake at his home broke, February 12. He would have been five years old April 21.

He was the son of Leroy and Sue (Greathouse) Van Dyke, both well known in livestock and auction circles. Leroy, a radio and TV personality and star in country and western music, was formerly on the field staff of the Corn Belt Livestock Journals, in Illinois.

His popular recording, "The Auctioneer", started him on a successful career in the entertainment field. He was on the Program of the National Auctioneers Convention in Houston, in 1961.

The Van Dykes have another son, Lee, four months old.

IN MEMORY OF TOM BERRY
Who Passed Away March 28, 1962
The Comrad that once marched
with me
or dared adventure keen
My spirits Comrad still shall be
Though silence intervene
The mate with whom I once have
shared
Some banquet of the soul
Can never from my heart be
spared
Though seas between us roll
This quality of love
As part I take to be
Of that safe treasure laid above
And immortality
—Wife and Family

CASH REWARD

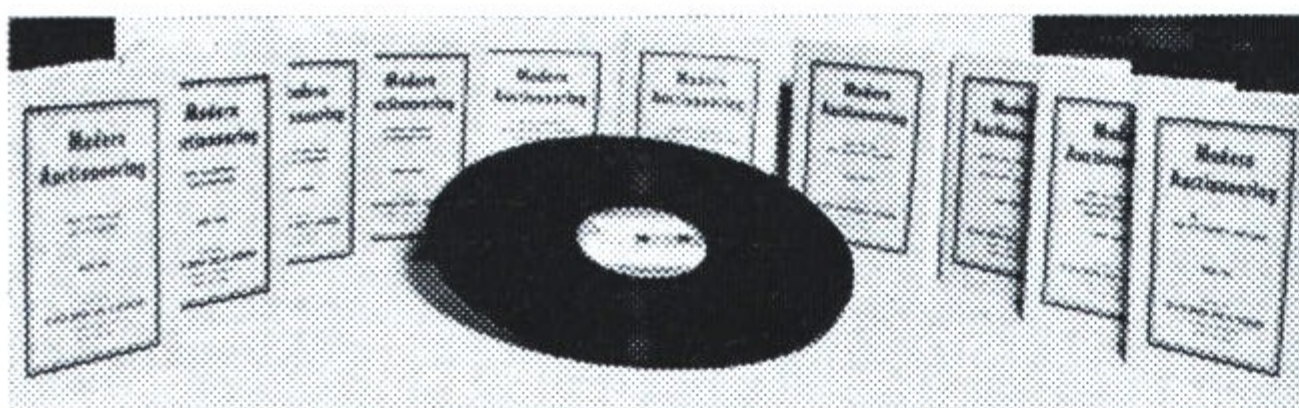
for information leading to my purchase of a large stock of old Player Piano rolls, located in any part of the World.

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Kemah, Tex. 77565

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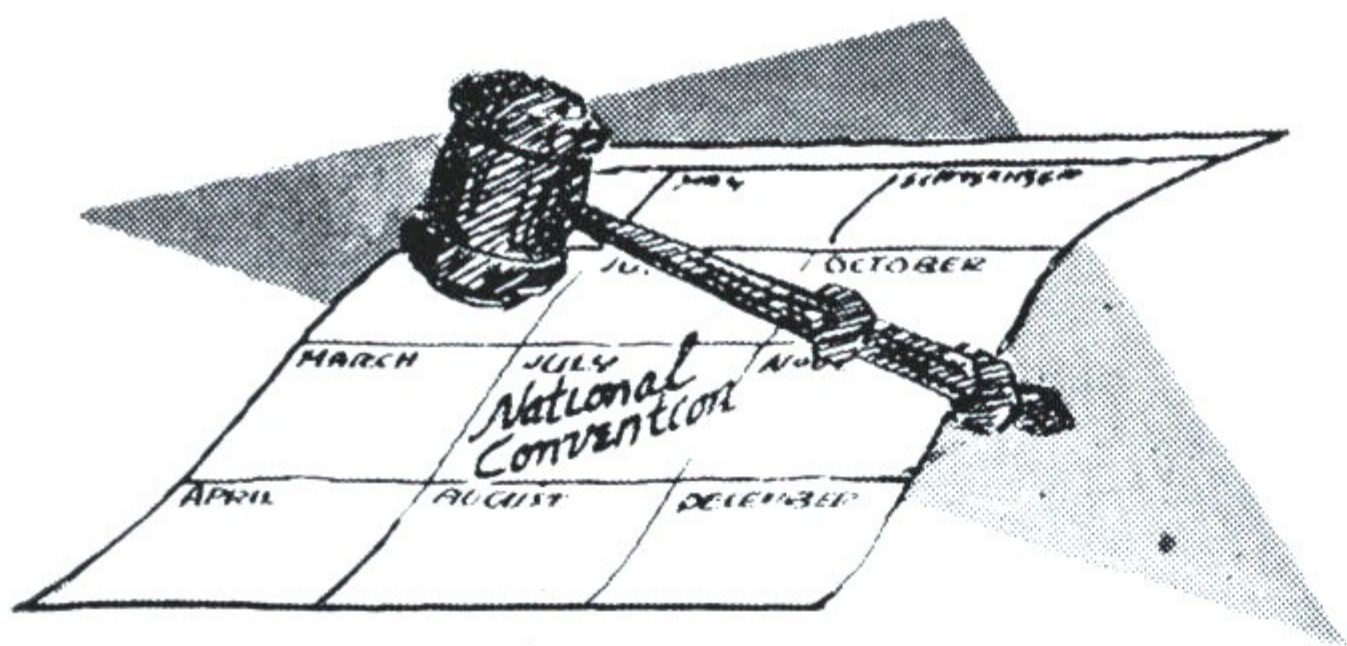


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Convention Dates



May 1 — Missouri Auctioneers Association, Missouri Hotel, Jefferson City

June 10-11-12—South Dakota Auctioneers Association, Sheraton-Cataract Motor Inn, Sioux Falls.

June 11-12—Ohio Auctioneers Association, Atwood Lake Lodge, Dellroy.

July 14-15-16 — National Auctioneers Convention, Bellvue Stratford Hotel, Philadelphia, Pa.

July 23-24—Mississippi Auctioneer Association, Hotel Markham, Gulfport.

This column is being published as a courtesy to the various State Auctioneers Associations. Please see that "The Auctioneer" is notified of the date and place of your convention. Only regular Annual or Semi-Annual meetings will be listed in this calendar. — Editor.

Twin Ring Selling At Livestock Market

By BOB NAPIER
Mexico, Mo., Ledger

MEXICO, Mo.—Two sales at once will be a standard practice now at the Missouri Livestock Market Center in Mexico. The Center this week put into operation its second sales arena, the only such setup in Missouri and one of only a few in the nation.

The second arena marks the continued expansion of the market and will provide five fat hog sales a week. The new arena, designed specially for hogs, will be devoted entirely to butchers. It will free the old arena for two fed cattle sales a week, plus sheep, feeder pig and stocker and feeder cattle sales once a week.

The new arena opened last Monday with its first sale of 1,100 hogs. Tues-

day's receipts were down to 500 because of a snow storm and the fact that it was the first Tuesday hog sale.

Ed Buckner, vice president of this Certified Livestock Market, said "We don't expect to reach our full expected volume any time soon because of the general shortage of hogs." He added that the demand for more hogs and the increased use of the center by farmers made addition of the arena necessary. The center opened six years ago with one butcher hog sale a week. It was increased to two, then three as the flow of hogs increased. Packer representatives picked up in attendance—two packer representatives and two commission buyers moved here permanently — and prices rose. Now farmers get prices equal to Chicago and East St. Louis markets without the added freight expense. Tuesday's top, for instance, was \$29.80.

When the center opened it pioneered the use of automatic scales which weighed the animals in the ring, averaged the individual weight, took bids, computed them and the weight, flashed total bid by hundredweight and by lot and recorded the whole thing on paper.

Heated and air conditioned, the arena seats 75 to 100 persons. It has its own entrance at the southeast end of the center grounds, and is served by a new set of pens.

Auctioneer Injured Seriously In Fall

Col. Wilbur S. Brock, President of the West Virginia Auctioneers Association, suffered a near fatal fall in late January. He fell from a scaffold, landing on his head on a concrete floor.

Col. Brock did not regain consciousness for a week after the accident. He is now recovering from a fractured skull, a back injury, fractured wrist and a lacerated ear.

Those wishing to send messages of cheer to Col. Brock may address him at: 100 Ninth St., Point Pleasant, W. Va.

Directory of State Auctioneers Associations

Arkansas Auctioneers Association

President: B. R. Tucker, 9307 Sunset Lane,
Little Rock
Secretary: Milo Beck, 110 W. Walnut, Rogers

Colorado Auctioneers Association

President: Troil Welton, Wray
Secretary: Ed Gibson, 7947 Quivas Way,
Denver

Idaho Auctioneers Association

President: Jim Messersmith, Rt. 2, Jerome
Secretary: Paul L. Owens, 6316 Tahoe, Boise

Illinois State Auctioneers Association

President: Dwight Knollenberg, Mason City
Secretary: George W. Cravens, Box 187,
Williamsville

Association of Indiana Auctioneers

President: Victor Carpenter, Ladoga
Secretary: Fran Hamilton, Rossville

Indiana Auctioneers Association

President: Egbert M. Hood, 1505 Poplar St.,
Anderson
Secretary: Everett E. Corn, 119 N. Main St.,
Fairmount

Iowa State Auctioneers Association

President: Lynn Byerly, Glidden
Secretary: Lennis W. Bloomquist, R. R. 2,
Pocahontas

Kansas Auctioneers Association

President: C. W. "Bill" Crites, 339 W. 6th
St., Junction City
Secretary: Richard M. Brewer, Mt. Hope

Kentucky Auctioneers Association

President: E. I. Thompson,
151 N. Upper, Lexington
Secretary: Mrs. Adrian Atherton, 45 Public
Square, Hodgenville

Maine Auctioneers Association

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

Auctioneers Association of Maryland

President: Sam W. Pattison Rae, 407 N.
Howard St., Baltimore
Secretary: Jack F. Billig, 16 E. Fayette, St.,
Baltimore 21202

Massachusetts Auctioneers Association

President: Kenneth J. MacLeod, Box 1373,
Norton
Secretary: John Hilditch, Box 52, Southville

Minnesota State Auctioneers Association

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Secretary: Alvin Payne, De Graff

Michigan Auctioneers Association

President: Everett Miller,
Rives Junction, Mich.
Secretary: Garth Wilber, Route 3, Bronson

Mississippi Auctioneers Association

President: J. L. Henderson, Box 26, Gulfport
Secretary: Bennie J. Blount, Box 847,
Meridian

Missouri State Auctioneers Association

President: Don Albertson, Green City
Secretary: Roger Hollrah,
2795 Zumbuhl Rd., St. Charles

Montana Auctioneers Association

President: Clyde Bush, Box 991, Great Falls
Secretary: W. J. Hagen,
Box 1458, Billings

Nebraska Auctioneers Association

President: Ralph Kuhr, Blair
Secretary: Henry Rasmussen, St. Paul

New Hampshire Auctioneers Association

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

New Jersey State Society of Auctioneers

President: B. G. Coats, Box 166, Deal
Secretary: Ralph S. Day,
183 Broad Ave., Leonia

New York State Auctioneers Association

President: Lewis Bronstein, 35 Niagra,
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Secretary: Donald W. Maloney,
518 University Bldg., Syracuse 2

Association of No. Carolina Auctioneers

President: W. Craig Lawing,
212 Gumbranch Rd., Charlotte
Secretary: Eugene Carroll, Jr., R.R. 1
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Secretary: Bob Steffes, Arthur

Ohio Auctioneers Association

President: Hobart W. Farthing
1426 Fostoria Rd., Findlay
Secretary: Newton E. Dilgard, Room 9,
Farmers Bank Bldg., Ashland

Oklahoma State Auctioneers Association

President: Quinton Jenkins, 830 N. 15th St.,
Clinton
Secretary: V. K. Crowell, P. O. Box 8776,
Oklahoma City

Pennsylvania Auctioneers Association

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Box 388, Doylestown
Secretary: Margaret Berry,
210 Main St., West Newton

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President: Curtis J. Price, 423 N. Egan Ave.,
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Dr., San Antonio
Secretary: Grover Howell, 10223 Garland
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100 Ninth St., Pt. Pleasant
Secretary: Wilson E. Woods,
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President: J. C. Horney, Wytheville
Secretary: Dennis Ownby,
1301 Hermitage Rd.,
Richmond 20

Washington State Auctioneers Association

President: Bill Johnson, 330 West Roy,
Seattle
Secretary: Bob Berger, Pasco Airport, Pasco

Association of Wisconsin Auctioneers

President: James Heike, Mondovi
Secretary: LeRoy Teske, 110 N. Pearl St.,
Berlin

THE LIGHTER SIDE . . .

IN DESPERATION

Table Waiter: "May I help you with that soup, sir?"

Patron: "What do you mean, help me? I don't need any help."

Table Waiter: "From the sound, I thought you might want to be dragged ashore."

MODERN

The light that burns in the window
Shines brightly as days of yore

But it's not for the
Wandering boy it shines—
It's Grandma we're waiting for.

SIGNS

They passed a Jewish delicatessen and one boy asked his friend (pointing to the Kosher insignia), "What's dat?"

Said his friend, "To you — dat don't mean nothin'. To me dat don't mean nothin'—but to them dat means "Duncan Hines!"

SH. DON'T TELL ANYBODY

A man who had purchased a fine looking horse soon discovered that the animal was blind, and after several weeks he succeeded in disposing of her, as the defect did not seem to lessen her speed nor detract from her general appearance.

The next day the new owner of the horse appeared.

"Say, did you know that mare you sold me is stone blind?" he asked.

"Yes, I know it," replied the former owner with an easy air.

"You didn't say anything to me about that when I bought her." said the buyer with a reddening face.

"Well, you see," replied the other, the fellow who sold her to me didn't tell me about it either, and I just concluded he didn't want it known!"

COMPLICATIONS

"I am sorry to hear that your dad was injured on the ranch last month. When will he be able to return to work?"

"Not for a long time because last night he said compensation had set in."

ON THE ROPES

"I've got 4 men on the string," the gorgeous blonde told the brunette. "Can you boast of that many?"

"No," said the quiet little brunette, "I only have one, but I've got him on the ropes."

HAVE PATIENCE

"Oh, I'm so miserable said the young wife. My husband has been out all evening and I haven't the faintest idea where he is.

"My dear, you mustn't worry." said the grass widow. "You'd probably be twice as miserable if you knew."

PSEUDONYM

Old Lady: "And what is your name my good man?"

Convict: "999."

Old Lady: "Oh, but that's not your real name."

Convict: "Naw, that's only my pen name."

BODY AND BRAIN

A stout little fellow discussed his tennis game with a friend.

"When my opponent hits the ball to me my brain immediately barks out a command to my body: "Race up to the net" — it says, 'slam a blistering drive to the far corner of the court, jump back into position to return the next volley'."

"Then what?" asked his friend.

"Then," sighed the rotund one, "My body says, ::Who—me?"

SHARP REPARTEE

The one-armed stranger winced as the barber nicked him again. But the razor wielder chattered on unnoticed.

"Haven't you been here before?" he babbled.

"No," said the stranger, glowering. "I lost my arm in a hunting accident."

NOTHING SO SHOCKING

Let's face it, trial marriage

Goes on all the while —

Year after year, it's

Trial after trial!

THINKING ALL THE TIME

An Englishman, Sir Roy Welensky said to one of his African boys: "Sixpenny, go down to the club and see if I am there. As the boy went off, Sir Roy turned to a companion and said, "And these are the chaps who want self government."

Sixpenny returned. "No, you're not at the club, boss," he reported.

Later Sir Roy's companion heard Sixpenny talking to a friend. "Sir Roy," he said, "thinks he is a clever man. He is a stupid man. He sends me down to the club to find out if he is here. And he could have found that out by telephone."

TAKING CARE OF ONE PROBLEM

Friends of a 40-year-old bachelor who loved good food asked him why he had never married.

"I can't find the right girl," he answered.

"What kind of girl are you looking for?" they asked.

"I want a girl that's 6 feet, 3 inches tall and weighs 110 pounds.

"Why that type?" asked his puzzled friends.

"Well, there's one thing I don't ever want discussed around my future home," he said, "and that's dieting!"

THE LAST WORD

Success nowadays is making more money to pay taxes you wouldn't be paying if you hadn't made so much money already.

THAT'S ROUGH

A small boy was walking along the street crying bitterly.

"What's the matter, Danny?" a neighbor called out to him.

"Mother lost her psychology book and now she's using her own judgment."

A TIP FOR DAD

Once again, the father wound up on the losing end of the family hassle around the dinner table.

"Everybody gets their way around here except me!" "What do I have to do to get my way just once!"

His small daughter, Sandra, tugged at his sleeve. "Papa," she whispered, "cry a little."

REASONS

Millie: "I hear that you are not going to marry Bill after all? Why is that?"

Tillie: "Oh, Father thinks his position isn't good enough and mother thinks he is too old for me. My aunts think he is too good-looking to make a satisfactory husband and my Uncle Jim says he has heard rumors about him. My cousins tell me he is a flirt and . . ."

Millie: "Yes, yes, and what do you think about it all?"

Tillie: "Oh, I think I ought to wait until he asks me."

ONE WAY TO FIND OUT

A man shuffled up to the hospital reception desk and asked if it were possible to see Ezra Cain.

"I'm afraid not," said the nurse on duty referring to her chart.

"Can you tell me then, how Ezra Cain is doing?"

"He's doing very well," said the nurse again eyeing the chart.

"Boy, am I glad to hear that!" said the visitor. "I've been lying in that ward for a week and nobody would tell me a darn thing, so I got dressed and came down here to find out. I'm Ezra Cain!"

A BABE IN ARMS

The father told his teenage daughter that he wanted her home from her date by eleven o'clock.

"But, dad," she complained, "I'm no longer a child."

"I know," answered the father. "That's why I want you home by eleven."

WILLING TO CHANCE IT

A church service was proceeding successfully when an attractive young widow who was seated in the balcony became so engrossed and excited that she leaned out too far and fell over the railing. Her dress caught in the chandelier and she was suspended in mid-air. The minister noticed her undignified position and thundered to his congregation: "Any person who turns to look will be stricken blind."

Whispered one man to his companion: "I'm going to risk one eye."

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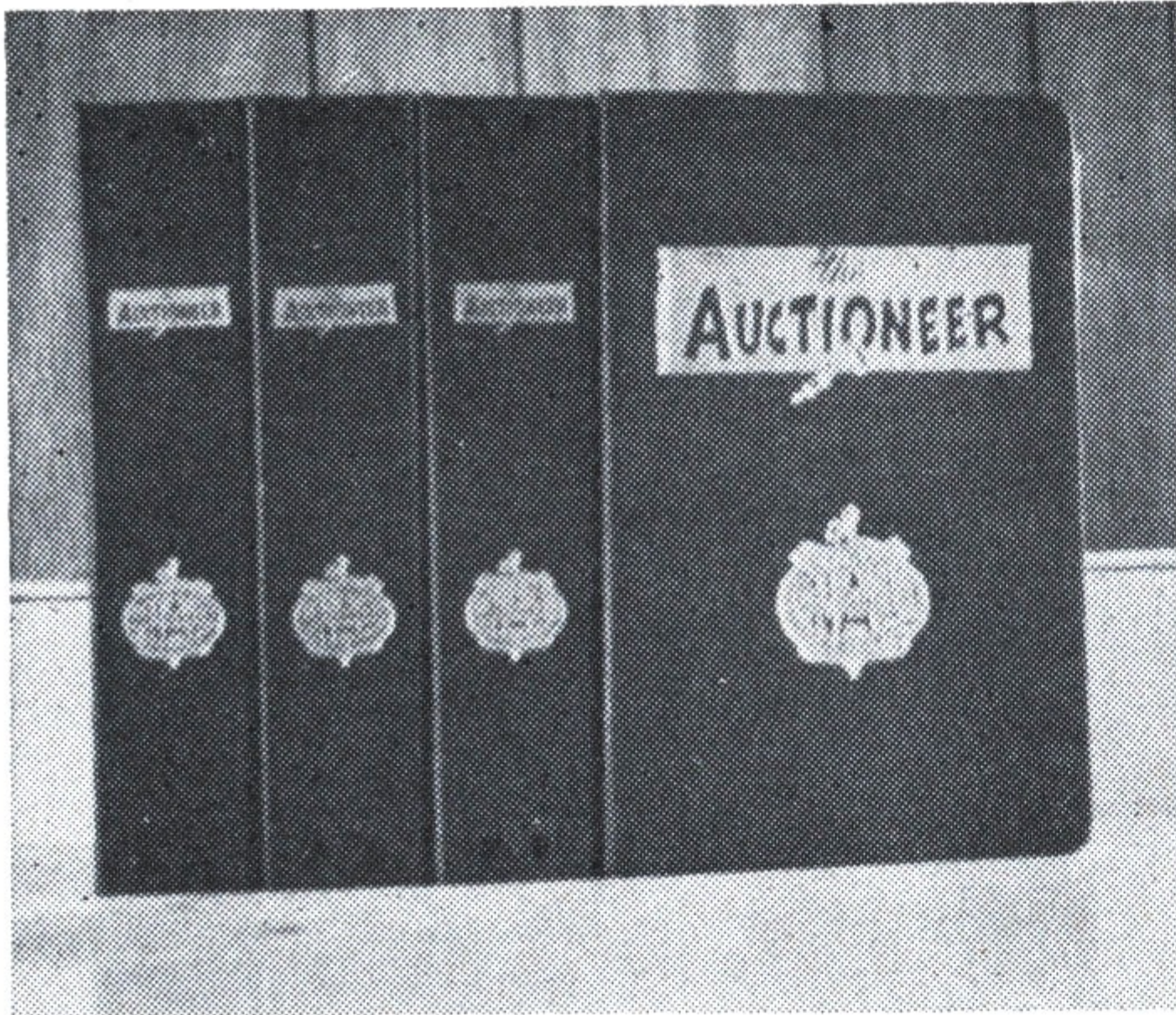
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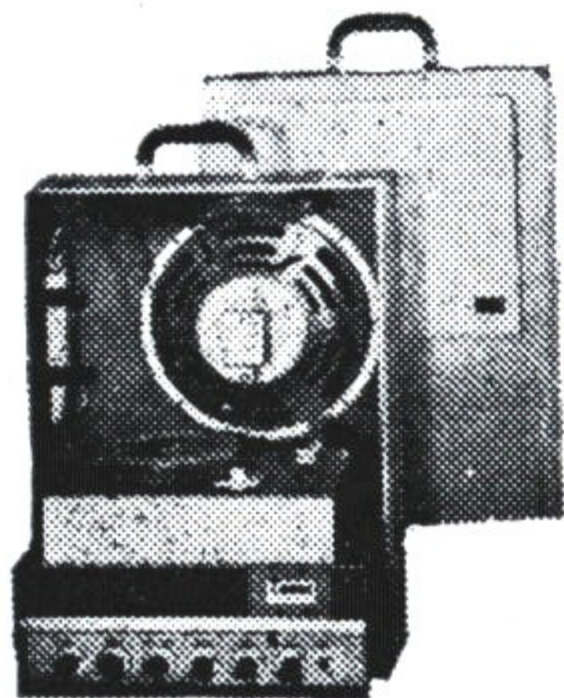
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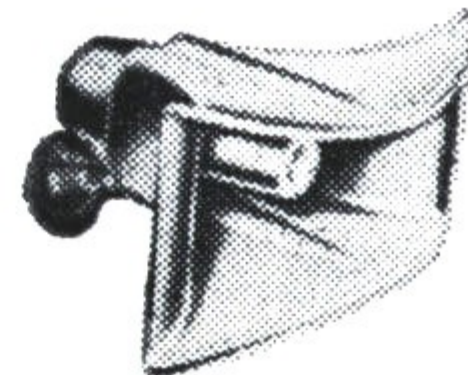
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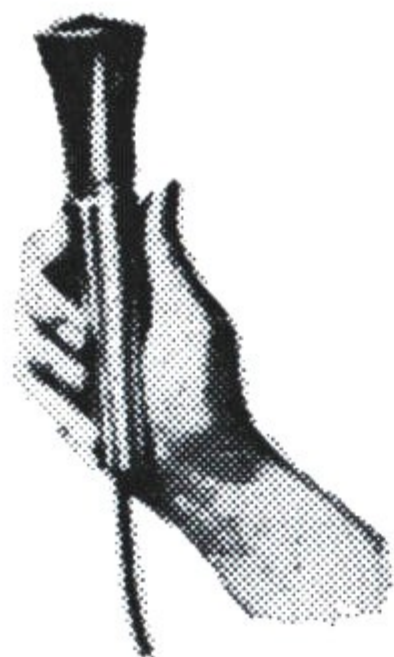
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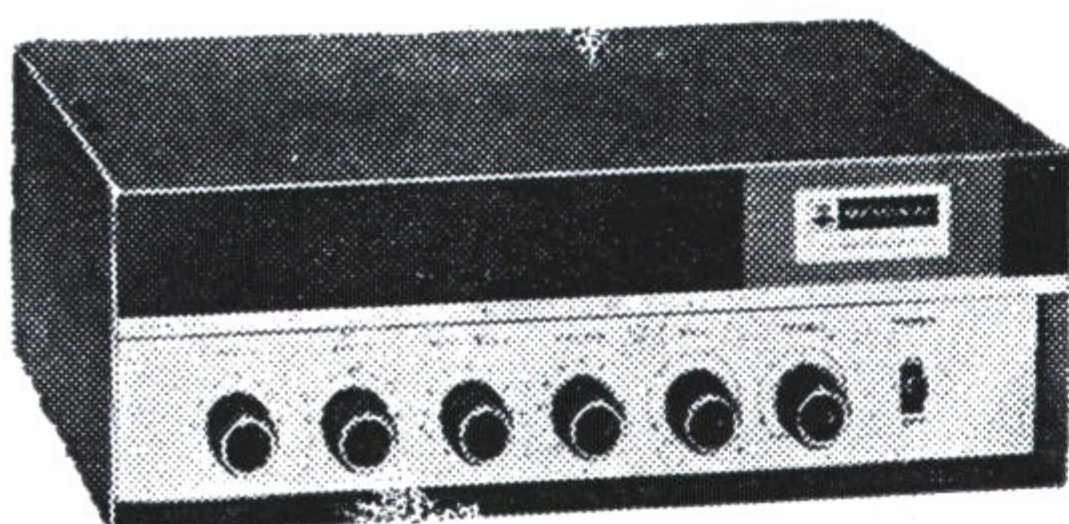
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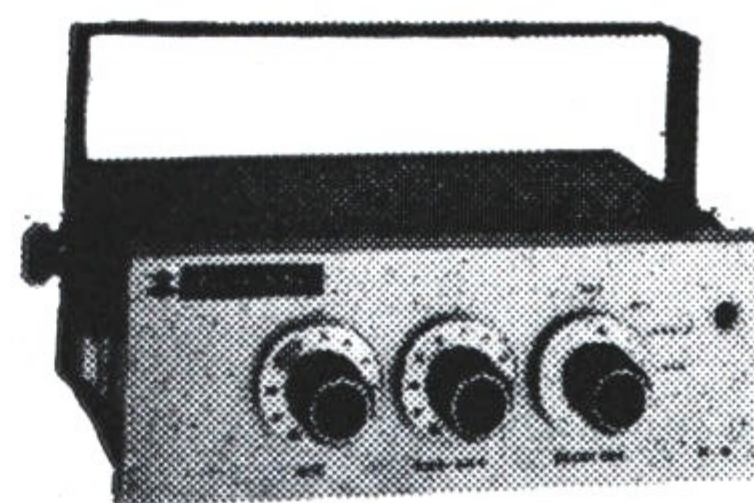
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