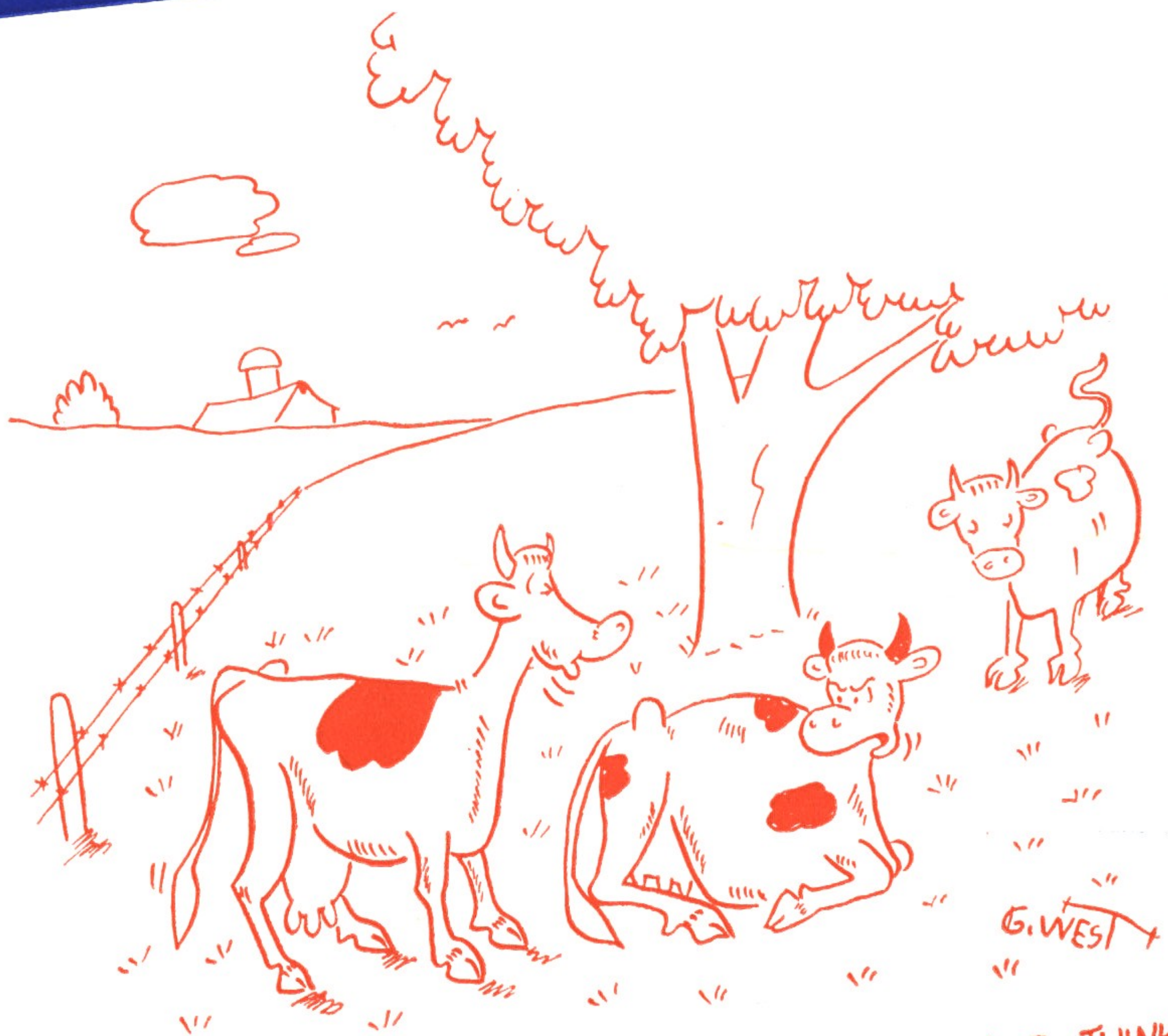


# *the* AUCTIONEER



" --- AND IT JUST MAKES ME BURN WHEN I THINK  
OF THE THINGS THAT AUCTIONEER SAID ABOUT ME  
WHEN I WAS IN THAT SALES RING."



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## **The Auctioneer**

803 S. Columbia Street

Frankfort, Indiana



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# Michigan...

## Bigger Than Texas

**First of a series of six articles by Col. Wm. O. Coats which will appear in "The Auctioneer" to better acquaint you with the wonders and achievements of the host state of the 1957 National Auctioneers Convention.**

As a state, Michigan is tops in many fields.

Like, making cars . . . mining iron and salt . . . growing cherries and beans . . . making chemicals and pharmaceutical supplies . . . and entertaining vacation visitors.

And we're a great state in other ways, too . . . a leader in education . . . a model in conservation of wildlife and natural resources . . . a pioneer in transportation progress . . . a leading agricultural state . . . and a land amazingly rich in the lore of American history.

We've got the largest state east of the Mississippi in land and water area . . . the longest shoreline of any state in the union . . . more than 11,000 inland lakes for our summer and winter playgrounds.

We are one of the fastest growing states in the union, and still going strong. Our population jumped 21 per cent in the 1940-50 decade, making us the seventh most populous state in the country. Currently the U.S. census bureau ranks Michigan as the fastest growing state in the midwest.

Atop our state capitol in Lansing fly the flag of the United States and the flag of Michigan. When you see them, remember that in the 366 years since the first European explorers stepped foot on Michigan territory the flags of France, England and Spain have also fluttered over our soil.

If Michigan had nothing more than mere size, we would have plenty to brag about.

The flag of Michigan proclaims dominion over 57,022 square miles of land area and nearly 40,000 square miles of water surface—a total of 96,720 square miles.

Our nearest competitor in size this

side of the Mississippi is Georgia with 58,786 square miles of territory.

Our land area covers 36,787,200 acres—larger than England or Austria . . . twice the size of Ireland . . . nearly five times as big as Switzerland.

Look at it another way: Ironwood and Monroe, Michigan, are as far apart as Detroit and Asheville, North Carolina—about 500 miles in a direct line. Also . . . Detroit is farther from Houghton, Michigan than it is from Baltimore, Washington, D.C. or Louisville, Ky.

Moreover . . . Ironwood in the Upper Peninsula is farther west than St. Louis, Mo. and Port Huron is as far east as Greenville, South Carolina.

Michigan has the longest coastline of any state in the Union.

Its 3,121-mile shoreline is equal to the Atlantic coastline all the way from Maine to Florida and longer than the Pacific coastline from Canada to Mexico.

Our broad expanse of Michigan territory embraces 40 per cent of the water surface of four of five great lakes. In that respect we are far ahead of our neighboring states, for second-ranking Wisconsin controls only 10 per cent of the Great Lakes surface.

The four Great Lakes which wash our shores, connect us by inland water routes with seven other states—New York, Pennsylvania, Ohio, Indiana, Illinois, Wisconsin and Minnesota, as well as the Canadian province of Ontario.

We have 11,037 inland lakes—ranging from small bodies of 10 acres of water surface (the smallest we count as a lake) to the 31.3 square mile Houghton Lake in Roscommon County.

Our streams and rivers traverse some 36,350 miles, almost one and one-half times around the world. Many of them



are navigable for ships of commercial tonnage.

Of all the states we are indeed entitled to the proud claim of Water Wonderland, the slogan we imprint on our Michigan license plates.

## State Auctions 197 Land Parcels

TRENTON, N.J.—The State Highway Department has advertised 197 excess parcels of land it owns for public sale.

Commissioner Dwight R. G. Palmer described the sale, held on December 13, as “the first fruit of a continuing study aimed at putting surplus departmental land holdings back on local tax rolls.”

He said the department intends to periodically hold similar sales as the means of “clearing the books” of the many “tail ends” of land it takes title to when buying up tracts needed for highway construction.

The parcels included in next month’s sale, Commissioner Palmer said, range in size from a few square feet to over three acres and are spread among 19 of the state’s 21 counties.

No estimate of total value of the group was released by the department. According to a department spokesman, however, some have little value except to adjacent owners due to their small area and irregular shapes, while a few have been appraised as high as several thousand dollars.

In addition to advertising the sale in newspapers in each county of the state, the department will circularize real estate boards throughout the state, county clerks, and private individuals who have written the department within the past year concerning one or more of the parcels to be put up for sale.

Commissioner Palmer said the “mass sale” technique was decided upon in order to assure the department of “at least breaking even” with the combined costs of acquisition and sale of properties.

He said that as far as department records indicate this sale was the first of its kind in more than 40 years of Department history.

January 14, 1957

Mr. Bernard Hart,  
803 S. Columbia St.,  
Frankfort, Indiana

Dear Bernard:

The Michigan Auctioneers Association is planning a one day State Meeting on Sunday, March 17th, 11 o’clock a.m. at the Hotel Olds, Lansing, with luncheon at noon, a business meeting and Committee Meeting to complete final arrangements for the 1957 National Auctioneers Convention.

The Michigan Auctioneers Association is making extensive plans to have the 1957 Convention the best yet. We have a number of surprises in the making to offer the National Officers.

Michigan, the Water Wonderland, offers many sight seeing trips in July or any other time of the year. Many of our Auctioneers are very busy at this time of the year, but of course the busy ones are the ones we depend on to get things done and we expect many of them at the Convention.

The Hotel Olds in Lansing, Mich., where the State and National Conventions will be held, is directly across the street from the Capitol Building and only one block from the main business section. Our meeting rooms will be separate from the Banquet room, to avoid the confusion of holding meetings and meals in one room. There is ample parking space within one block — either garage or parking lots.

There are excellent highways leading to Lansing, and good rail, air and bus connections from every part of the nation.

Bring the family to Michigan in July and see how many things in which Michigan leads the nation besides automobiles.

Yours very truly,  
C. B. Smith



# They're Planning Mighty Big Doings When The N.A.A. Comes To Michigan

By COL. B. G. COATS

How time does fly. In just six months another convention will have been arranged for and every Auctioneer has the opportunity and privilege of meeting with and enjoying the fellowship of one another, of listening to a program that has been carefully planned for the benefit of all regardless of what phase of the auction business you may be interested in. Now six months is a mighty short time, so why not now start to make your plans to attend this great event with your wife and family. I haven't missed a convention in twelve years and I have yet to learn of an Auctioneer who has attended but what has profited by his presence.

An Auctioneer from Michigan never exaggerates. By the time you think you have caught him up in a tall story the state of Michigan has made good his claims. A Michigan Auctioneer never brags, he insists. What is solemn fact in Michigan merely sounds like fiction to Auctioneers who are mad because their ancestors didn't homestead in this wonderful state.

Seriously speaking, Michigan Auctioneers are justly proud of their state. They don't have to exaggerate about those many assets that make Michigan one of the best publicized states among the forty-eight.

They're all set to prove that Michigan rates this publicity when hundreds of N.A.A. members will pour into the state come July 1957. With its great size, wealth, natural resources and historical background, Michigan naturally fascinates every Auctioneer. Perhaps it is the colorful and romantic history or the great industrial enterprises of the state that inspires this great interest: again it may be the down-to-earth friendliness of the Michigan Auctioneers, who take special pride in their reputation as fabulous hosts.

Whatever the reason, Auctioneers in

other states have a special curiosity about this lusty, growing giant. To many, Michigan is the living symbol of Industrial America. Others think of Michigan as a great summer resort with its many lakes and virgin forests. Yet others think of Michigan as the Automobile capitol of the world. The National Auctioneers Association and the Michigan Auctioneers Association is booming in that state, because the Auctioneers display the same aggressive spirit in working for their organization as they do in spreading the fame of their beloved state.

Members of the N.A.A., their wives and families and every Auctioneer in the United States, their wives and families are certain to find their visit to Michigan this summer a most delightful experience. At this early date I do not know what city has been selected but we will all be informed in ample time to make all necessary arrangements and reservations. Whatever city is selected will be well qualified to meet our every requirement.

If the thought of warm July weather disturbs you — forget it. There's more air conditioning than you will ever find in several eastern and northern states combined. They whipped the humidity condition in Michigan long before cities of the Mason-Dixon line discovered the blessings of air-conditioning. Why, because of its aggressiveness. I have visited Michigan many times during the summer months and never experienced the need of air-conditioning. But like everything else, they have it just in case.

Known for its culture and urbanity Michigan nevertheless retains the friendly, easy-going atmosphere of the midwest. When the N.A.A. arrives this summer the Michigan Auctioneers Association will be ready with a big Michigan style welcome. And that's big



Colonel, because any Michigan Auctioneer will tell you that's the only way they know how to do things in that remarkable industrial and commercial empire, skyscrapers and startling stamina.

When the convention closed in Kansas City, Mo., in July 1956, the Michigan Auctioneers started to work on the 1957 convention and they have never relented. Michigan being so centrally located and with its excellent highways, air terminals and all forms of transportation facilities a record attendance is anticipated. Why not start now and organize a group from your state and when you have a sufficient number charter a plane, or pullman car. You will be given special rates and you will find that your trip to the national convention is very inexpensive. Hope to see all of you in Michigan come July 1957.

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**"Enjoy your magazine very much."**  
**Ralph D. Zimmerman, Walkersville, Md.**

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## **Necessity—Mother Of Invention**

A Queensland sheep rancher has started a "chemical warfare" to beat a strike of sheep shearers now in its sixth month.

B. O. Elsey, owner of the Belmore Station near Yelarbon, Queensland, and his manager, E. G. Hall, a former chemist, have patented a process under which wool is removed from sheep by a chemical spray.

The inventors say the spray breaks the wool fiber at skin level and does not damage either the sheep or the wool. A few days after spraying, the wool can be stripped mechanically by "rubber fingers" fitted to a runway.

One rancher has already cancelled a request for shearers to clip 7,000 sheep because he now is using the chemical spray.

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# **1957 National Convention**

**By Col. E. T. SHERLOCK**

**The Michigan Auctioneers Association is holding meetings and planning the coming National Convention to be held in the Hotel Olds, Lansing, next July 18-19-20.**

**They plan promotion of a convention program, new and different. This will be especially appreciated by Auctioneers and their families who have attended a number of national conventions in the past. It seems at the end of each national convention that the possibility of producing another to surpass or even equal it was very remote, yet invariably each exceeds those proceeding—in splendor, interest and attendance. Michigan being a wonderful vacation land, as well as a great agricultural and industrial state, has the material in wide awake Auctioneers and all other requisites to produce an outstanding convention, to which a world of Auctioneers are looking forward with great anticipation.**

**It is not too early to make plans to attend this convention. And it is real courtesy any time to invite other Auctioneers and their families to attend and send their names and addresses to our National Association Secretary.**





Snow and ice seriously cut the attendance of the Missouri Auctioneers Association, but it did not decrease the enjoyment of those who did attend. From left to right at the Speakers' Table are: Col. Guy Jageman, Treasurer; Shelby Kahrs of the Kansas City Weekly Star; Col. Olen Downs, Vice-President; Col. Ray Sims, President; Col. Bill McCracken, NAA Director; and Col Joe Horn, Secretary.



# Sincere Ramblings - - -

## Of Just One Director

By COL. HENRY F. WILBER, Bronson, Mich.

After the Holiday season one must get down to this serious business and per request will try to get an article out for "The Auctioneer", my first attempt. Just what is wanted for reading in our National magazine is a question. I like to read about the other fellow's experiences, just how some have made the grade and anything pertaining to our BUSINESS. I presume I am average in my likes and dislikes so that is what my article will be.

We, my son Garth and I, of Wilber Auction Service, have enjoyed a very profitable year (s). Although this is rather the dull season, future prospects look good for the Auction business. We work three regular livestock sales per week as well as household, purebred livestock, farm sales, appraisal of real estate, etc. We enjoy helping fellow Auctioneers when needed. We operate Community sales and new merchandise sales at our place of business, known for miles around as the WHITE STAR. The junior partner, Garth, has a real-estate brokers license and I hold a salesman's license. It seems quite a struggle to convince property owners that the AUCTION sale is "the way to dispose of property (other than personal). We have sold several farms of various sizes at auction and at above expectations of the owners. Same applies to other real estate.

It is our policy that successful sales of such property, at auction, can come only by promise of absolute sale regardless of price. When the public realizes and is convinced that the auctioneer will not accept an assignment otherwise, then that auctioneer has the confidence of the buying public and the top dollar is reached on such sales.

### State Meetings

In the State of Michigan every effort is being made to hold meetings at places conveniently located, in fact the State

has been set up into four districts with officers elected and meetings held. State meetings are again scheduled and a meeting of the Board of Directors has just been held for the purpose of laying the ground work for the meeting with the National President when further plans will be formulated for the National Convention to be held in the city of Lansing in July 1957.

In the District as well as the State meetings, the favorite topic of discussion seems to hinge around the Auction and Auctioneer's license laws.

I predict the future will bring such a law and we, who have so much at stake, certainly should have a hand in the formulation of such a law, or laws.

### What Makes An Auctioneer?

Is it schooling for a few weeks at some recognized Auctioneer School? Is it training under some well established, successful Auctioneer? Just what does give any man or woman the right to claim the title of "Auctioneer"? We are told, urged and pleaded with to bring others into our organization's membership. As we see it, anyone who sends in the ten dollar membership fee with some other auctioneer, who is already on the membership list, as sponsor, receives the National membership card, no other questions asked, and he is a member of an organization, nationally known.

Some gentleman decides he wants to become an Auctioneer, perhaps because you or I have been an inspiration, and asks to work with you. All right. He has a few sales along by your side, good friends to encourage him, pats his back and tells him what a good job he is doing and he gets chesty, puts his sign out, goes out soliciting business (I've never thought our business should be handled in that way), cutting prices (of course there are exceptions to all this)



# IN UNITY THERE IS STRENGTH

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and making promises an experienced man couldn't even keep, and what have you? Your own throat cut, the auctioneers, as a whole looked down upon because judging is done on the basis of that one Auctioneer's mistakes. Is it fair to your clients, when they ask YOU to sell their sale, to push some inexperienced auctioneer on to them? Most farmers, in this locality especially, have their life savings tied up in the sale of their farms and personal property, therefore want the man with the experience to get him that top dollar, on every item to be sold. We have enough to contend with, natural elements, condition, age and usability of such articles popularity (and it does help if he is well known, respected, etc.) of the owner without jeopardizing further the client's chances for a bang-up sale.

It looks like an easy way to get rich to so many young (and sometimes much older) men but we wonder how many realize the struggles so many of us older ones, who started young, have had to contend with?

Most of them want to start in where we are about to leave off.

## My Own Beginning

I am, I guess, what most call a natural. I did go to school for a term but only because I thought a diploma might help to get me across. I began selling my father's livestock in our barnyard when I was about 12 years of age. I followed an older successful Auctioneer, (in fact the only established Auctioneer for miles around) thru sales where he occasionally let me sell the "Trash" and I was grateful and this continued for several years. I wasn't even conceited enough to do any advertising (didn't have money to, anyway) as my "years of experience (which I didn't have) top dollar man, member of this and that, etc.," but was following each auction, when I had time from my other jobs (needed to earn my livelihood) to learn all I could as to what made Mr. Auctioneer the top notcher, that he was.

His one weakness, as far as I ever knew, was the bottle and one day while (trying) selling a large auction just a

few miles from my home, he embibed too freely and was running the bids up, down, backwards, forward, remarks unbecoming to any profession. The owner stopped the sale and called me. I went in and finished the sale and although I never received a cent for the sale (the other auctioneer collected), it made me, as far as being known, as the man WHO COULD SELL AND FOR TOP MONEY.

I know every other person can't have the same experience, and I wouldn't want them to have (to wait) BUT, OPPORTUNITY KNOCKED AND I HAD PREPARED MYSELF, and was ready. My good wife and I have made many sacrifices and they have all paid off. It seems to me that those who really want to get into the Auction business, if they would first take up clerking, ring men, or start from the bottom it would be to their advantage in more ways than one.

## Started Son In Business

We have two sons, Quenten and Garth. When Quenten, our oldest, was four years of age, he could lingo at no end but as time went on he lost all interest except clerking and there is none better. Garth, who is three years younger, never seemed interested until returning from three years overseas. He came at me with, "Dad, I've taken orders from others long enough, I want to follow you in the Auction business." He had clerked sales many times so when that service was requested, he was given the job, otherwise, he acted as ring man.

For about three years he served in that capacity until I decided to attend a double header ball game in Detroit (120 miles) and was late getting back for our 7:30 o'clock community sale. The wife told Garth it was up to him to start the sale and he replied that we had no clerk. (She isn't one to shirk). She told him she never had but she could try. When I returned, an hour late, the sale was in full swing and with a "Hi, Pop" the auction continued and thus the partnership was bound and I honestly believe that was about the happiest moments of our lives — Our dreams and hopes realized for a continuation of the business for years to come. Now Garth is the father of three



sons (so far) and the oldest, Brent, now 9, has been selling the first article at our Community sales for the past three years and has promise of a fine personality, (a big help) sense of humor (very essential), wit and a love for the game.

I fully realize that every young man cannot have the same experience as Garth has had but the pattern could be followed very much the same in acquiring experience. Again about membership — Yes, we would like a bulging membership but shouldn't it be with a membership of proven auctioneers? How many other organizations take in members who are not proven in their profession? Again the question — Who is qualified to call themselves an Auctioneer? A continuous circle and about all I can see to an advantage in a huge membership of which to boast is the amount of money in the treasury. Just what is ten dollars nowadays if it gives you the privilege of calling yourself a member of a National organization? I know this will bring forth pondering, more questions and, I presume, criticism, however, good constructive criticism should be good for all members.

#### How It Looks From Here

Farm prices are holding up well, all things considered, around here although I believe the top dollar is much harder to get on most items — the bidder seems to want to start at 10 to 20 percent, instead of 60 to 70 per cent of the final bid. Fresh and springer (grades) are selling upwards to \$300.00 and a little over, which is very good for here. Young cattle are high accordingly. Ewes around \$20.00, hay—\$20.00 to \$25.00 per ton, corn—\$1.25, oats—80c and straw scarce and therefore very high.

Now fellow members, bring your wife, children and come to the National Convention here in our beautiful State of Michigan. Our officers and members promise their very best to make it interesting, profitable and enjoyable. The Ladies Auxiliary has some special events planned and they will work with their National Auxiliary to put forth every effort for you-all.

YOU'LL FIND A LITTLE BIT OF HEAVEN HERE IN 1957.

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**803 S. Columbia St.  
Frankfort, Indiana**

## NO SALE

By COL. B. G. COATS

During an auction sale of odd bits of land by the State Highway Department in Trenton, N. J., Thomas F. McGirr, a realtor of Montvale, Bergen County, bid \$2 for a "tract" two feet wide and five feet long just west of Route 69 in Washington, N. J., adjacent to the Lackawanna Railroad overpass, and thought he had bought it because there were no other bids. He told reporters he planned to present the plot to the Governor of New Jersey on the theory that the state's Chief Executive ought to own a piece of New Jersey real estate, but he was later told that there was no bid on record, and the department returned his \$2 check.

There is nothing more foolish than to try to be reasonable about love.



## Expert - Or - Bluffer

By COL. CARMAN POTTER, Jacksonville, Ill.

You have undoubtedly heard of an auctioneer conducting a type of auction completely unfamiliar to him and yet achieving what was considered to be a very successful sale. This is probably the exception rather than the rule.

For example: if you sell antiques for the first time and have no knowledge of antiques whatsoever, you may have a successful sale in the eyes of some, however, all else being equal, a student of antiques should be able to collect more dollars for the seller.

Nearly anyone looks superb on a sale where the commodity is in demand and the crowd is in a buying mood, but it takes an expert to warm up a small, cold crowd not particularly wanting anything that is being sold. Under such circumstances it is very difficult for the auctioneer to look good, yet he may work more diligently and with greater determination than when the going is smooth.

It is the opinion of the writer that far too many auctioneers fail to equip themselves with proper or thorough knowledge of what they are selling. Do not be misled by this statement. A successful and capable auctioneer need not have a college education, but he does need to have a thorough knowledge and understanding of real estate, livestock, furniture or whatever he intends to sell.

Far too often is the word "good" used in describing an article for sale. It may be used because the auctioneer hasn't the ability to accurately describe the commodity. In other words, if we are more specific in our description of articles and use less general terms, the results will be rewarding.

A Purebred Livestock Auctioneer does not accidentally become popular and in demand. He must, among other attributes, know livestock and be able to point out the outstanding features of each animal. He must know pedigrees and how to read them. He must know what breeders are looking for and those



Col. Carman Y. Potter

features about which breeders are most critical. He must attend many sales, shows, demonstrations, etc., to learn as much as he can about a certain breed or class of livestock. And all this, to be sure, cannot be accomplished in a few days, weeks, or months. It takes years of persistent effort. Furthermore, we can never learn all there is to know about any breed of livestock.

Similar training and experience is necessary for the auctioneer who aspires to be tops in selling real estate, furniture, farm sales, or whatever. We can profit by standing before the mirror and examining ourselves. If we are not measuring up, then every effort for improvement should be made. We shall discover that more respect and honor will be conferred upon the auctioneer and the auction profession.



## Washington Market Closes Permanently

NEW YORK—The doors of the city-owned Washington Market — a place where you could buy whale or buffalo steak—closed forever New Year's Eve.

The city contends it is losing \$137,000 a year on the 144-year-old landmark on Lower West street. It will sell the building to the highest bidder. A modern loft or industrial structure probably will rise on the site.

"This is a heavy blow to all of us," commented David Sperling, former president of the Washington Market Merchants' Assn.

He said the unique feature of the market was that it brought together, in 48 stalls under one roof, specialty food stores with a wide range of products.

Sperling is proprietor of a butcher shop which provides whale steak (for the Scandinavian Lenten trade) at 79 cents a pound; buffalo, fresh raccoon and opossum at 65 cents a pound, and delicacies such as cottontail rabbit, jack-rabbit, bear, elk, moose, caribou and ptarmigan.

The Grossi brothers, Tony and Frank were equally unhappy about having to move their vegetable stand.

"I have traveled all over the world," said Frank, "and every city and little town has a public market. But the greatest city in the world should not have a market?"

"Washington Market was established on this spot in an open shed in 1812. This building was put up in 1883. It is a landmark, a sight for tourists to see."

Grossi wondered whether the politicians would "sell the Statue of Liberty for old bronze next."

David Condiotti, operator of an exotic grocery, said he thought the city's action unfair.

A teacher leading a class on a sight-seeing tour paused to read labels on cans and bottles at Condiotti's stand.

"Look at this, children," she said, "Here is alligator soup, barbequed nutria, octopus fillets, rattlesnake paste, bumblebee in soy sauce, seaweed powder, sea urchins, cherry blossoms

and lily bulbs, not to plant, to eat."

Condiotti remarked:

"I also got fish caviar shipped under refrigeration from the Black Sea—\$32.50 a pound. To you maybe that's a luxury.

"But to my customers from Wall street it's a necessity. That's what Washington Market means."

## It's Auction Time

Written by Walt Mason

Submitted to "The Auctioneer"

by Col. Dick Kane, Wisner, Nebr.

"This is the time of auction sales, when farmers sell their junk;

Regardless of the rains or gales, the auction brings a lot of males to blow their hard earned plunk.

I never knew an auction yet upon a sunny day, it's always either cold or wet;

When I go home I need a vet to drive my ills away.

I much admire the auctioneer, who braves the rain and snow; his smile extends from ear to ear, he springs the gags I used to hear some forty years ago.

We stand around, a dismal group, upon the frozen lawn, and buy a churn and chicken coop, and hear the long drawn plaintive whoop of "Going! Going! Gone!"

"We buy up loads of moldy hay and scythes and grinding stones, and whiffletrees and chips and whey, and mangy hens too old to lay, and horses mostly bones.

We buy old pumps and rusty plows, and sick, moth eaten sheep, superannuated sows, and bony, prehistoric cows, because we think they're cheap.

To get things cheap, I dare maintain, is mankind's chief desire;

And so we stand out in the rain, and bid on useless things and vain, bid like a house afire."

"Even though I am no longer active as an auctioneer I enjoy reading 'The Auctioneer' and will always be interested in what is happening to the 'Colonels'." John L. Whitman, Chatsworth, Ill.



## Auction At The "Dumb Corner"

Reprinted from the Pittsburgh (Pa.) Press—Submitted by Col. Tom Berry

"All right now ladies and gentlemen, if you will step this way and give me your attention, we will proceed to sell these goods to the highest bidder in time for everyone to get home and milk the cows."

As the auctioneer stood on a wide, low wagon for his opening speech, we were observing a great Pennsylvania institution, the farm auction sale. As an economic machinery of trade it has been important for at least a century: and as a form of oratory, it is unmatched anywhere.

### "The Farther, The Dumber"

"Term of sale: Cash," went on the speaker, "and all sales are final. In case of disputes over bids, the articles will be resold. Speak up loud and clear if you want to get your bids in, or give a signal. Don't be waving at your Aunt Emma or you may find out you've bought something you didn't want."

"Remember, you are now in the Dumb Corner, one of the most charming sections of Somerset County. We want you to enjoy it while you are here. Up this road a couple of miles you will find Laurel Falls, a beautiful place. The farther back you go, the dumber she gets."

Nobody is ashamed of living in the Dumb Corner (they mostly spell it "domb" to agree with Pennsylvania Dutch) because it wasn't any slur on the people that gave the district its name.

On the original survey, the corners didn't meet, a thing not uncommon in work of that day. And the people of the district, who must have become tired of being called "dumb Dutch," christened it in honor of a dumb survey.

Most of the people of the district are still Pennsylvania Dutch. And the crowd included plenty of picturesque Amish and Mennonite costumes in addition to the visitors and "gay Dutch," who dress in more usual fashion.

### Sale Moves Fast

An auction is a social occasion as well as a business matter, and on a side porch of the old farm home a church

society was selling sandwiches, pie and pop. Many whole families had come to the sale, and children were playing about the yard or gazing wide-eyed at the bidding. An Amish baby in her long, dark dress and big bonnet, looked cute as a button.

There is sadness in a teddy bear with one eye and a worn scrub board that speaks of honest toil.

Questions arise.

Whose spirited grandmother produced a painting of flowers? Did grandpa make the crude frame?

A middle-aged woman wearing a blue kerchief sits far back with a curious assortment surrounding her. It's mostly dinnerware. She looks at certain pieces—a glass chain, a broken pitcher, a tall and ugly vase.

There is a feeling of fellowship and mild excitement. The crisp autumn air stirs thoughts of well being and, sometimes, groups gather in conversation, forgetting temporarily the upcoming auction.

But then it becomes obvious that the sale is on in earnest.

In the hands of a good auctioneer, a sale moves fast. And James R. Johnson of Garrett is a man who doesn't pinch back on the sack.

### Best 'Til Last

A good operator always holds back his finest item until near the end of the sale to keep the crowd staying. But he gets off to a fast start by knocking a few things down with breath-taking speed, and doesn't wait too long to get to some of the good ones.

He always has a line of quips and jests. Col. Johnson (an auctioneer nearly always has some title) could always get a laugh with a wise crack about the Dumb Corner, or with a mouthful of Pennsylvania Dutch, which he fired as if the words were buckshot.

There's something for every taste in a farm sale: Tools, harness, old wagon wheels, stoves. Around any Pennsylvania Dutch farm you're certain to find lots of old jugs and crocks. Scattered across



# IN UNITY THERE IS STRENGTH

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the yard, when the day is fair, are pieces of furniture, and in the house are chairs, dishes, books, and all sorts of other household plunder.

At any sale, some of the people come with definite things in mind. As soon as their items are sold, whoever buys them, these are ready to go home. For them, the sale is over, regardless of what remains. Others stay to the end with a true spirit of adventure. And among these, even in the Dumb Corner, are the antique collectors, amateur and professional.

It is a game where anybody with a few bucks stands on a perfect equality with everybody else. Fair play, no holds barred, and snappy action.

Interest increases as the sale moves away from the outbuildings toward the homestead. All follow the auctioneer over the cluttered grounds from one point to another.

Around the house the auctioneer moves, selling as he goes, an alert clerk keeping a record of each item, the buyer and the price. Within a few minutes of the sale's end, all accounts are posted.

A small hutch table brings spirited bidding and a good price of \$41. But an antique hand loom, complete and massive, won't sell because of its very size. Finally somebody offers a dollar, and it is the only bid. A worm-eaten old dough-box sells at a better price than a magnificent and perfect spinning wheel.

There is much to be attended to about this farm. The land and buildings will need a strong will to keep them up—or perhaps a businessman will buy the place and overcome its problems with money. Soon perhaps, the fences will be mended and painted white, the barn again a bright red.

As the afternoon gets hot, many of the crowd drink at the cool spring in the back yard. Others, who might not mind the common cup, look at the drainage pattern and sanitary facilities, and go for soda water, instead.

Around 6 o'clock the final item, a haircloth suite you couldn't have given away in 1920 sells for close to \$300, and everybody starts to settle up and go home.

It's then you realize for the first time

that the surrey with the fringe on top hasn't been sold and wasn't for sale. Horses are brought out of the barn, and an Amish family drives away in it.

Others of the "plain Dutch" are leaving in buggies or wagons though a few of the less strict use autos. The rest of the crowd is driving off in machines that vary from stake and pickup trucks to a Model A Ford 25 years old, and the latest thing in station wagons and sports cars.

It's all ended. An orange sunset reveals stark loneliness about the old home as three or four lingering customers contemplate its history or talk over their purchases.

By the time supper is over in Somerset, one antique dealer already has some of his purchases on display there. He's particularly proud of the hutch table.

"I'll get that refinished and 'ship it East," he says. "In Boston some interior decorator will get \$300 for that piece."

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## QUOTES

**Marriage:** That process of finding out what sort of a guy your wife would have preferred.

**Small town:** Where the neighbors watch your wife for you.

**Collision:** When two motorists go after the same pedestrian.

**Debutante:** A young lady with bride ideas.

**Chivalry:** The attitude of a man toward a strange woman.

**Communist:** A fellow who will gladly divide his hunger and thirst with you if you'll divide your salami and beer with him.

**Bachelor:** A man who is crazy to get married—and knows it.

**Thrift:** A wonderful virtue — especially in ancestors.

**Gold digger:** A gal who doesn't care whose means she lives beyond.

**Golfer:** A guy who can walk several miles toting a hundred pounds or more of equipment but who has junior bring him an ashtray.

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If all the economists in the world were laid end to end, they still wouldn't reach a conclusion.



# Auctioneering In Texas

By W. J. (BILL) WENDELIN, Henderson, Texas

The Auction method of selling both real and personal property has never become nearly so popular in Texas as in other parts of the United States. The public has never quite accepted the idea of selling at public auction. The average person, when forced to liquidate his business or personal property because of various reasons, is at a loss as to how to get any value from it.

Each year there are more and more auction sales of various kinds but the trend is very gradual. It will be a long hard pull but by having faith in our profession, in the public, and in the auction method the people could and would accept this type of selling.

Unless all Auctioneers in Texas do more and more advertising and promote our profession and our National and State Associations so as to make the people more auction minded, we should not expect the general public to accept us in a professional service.

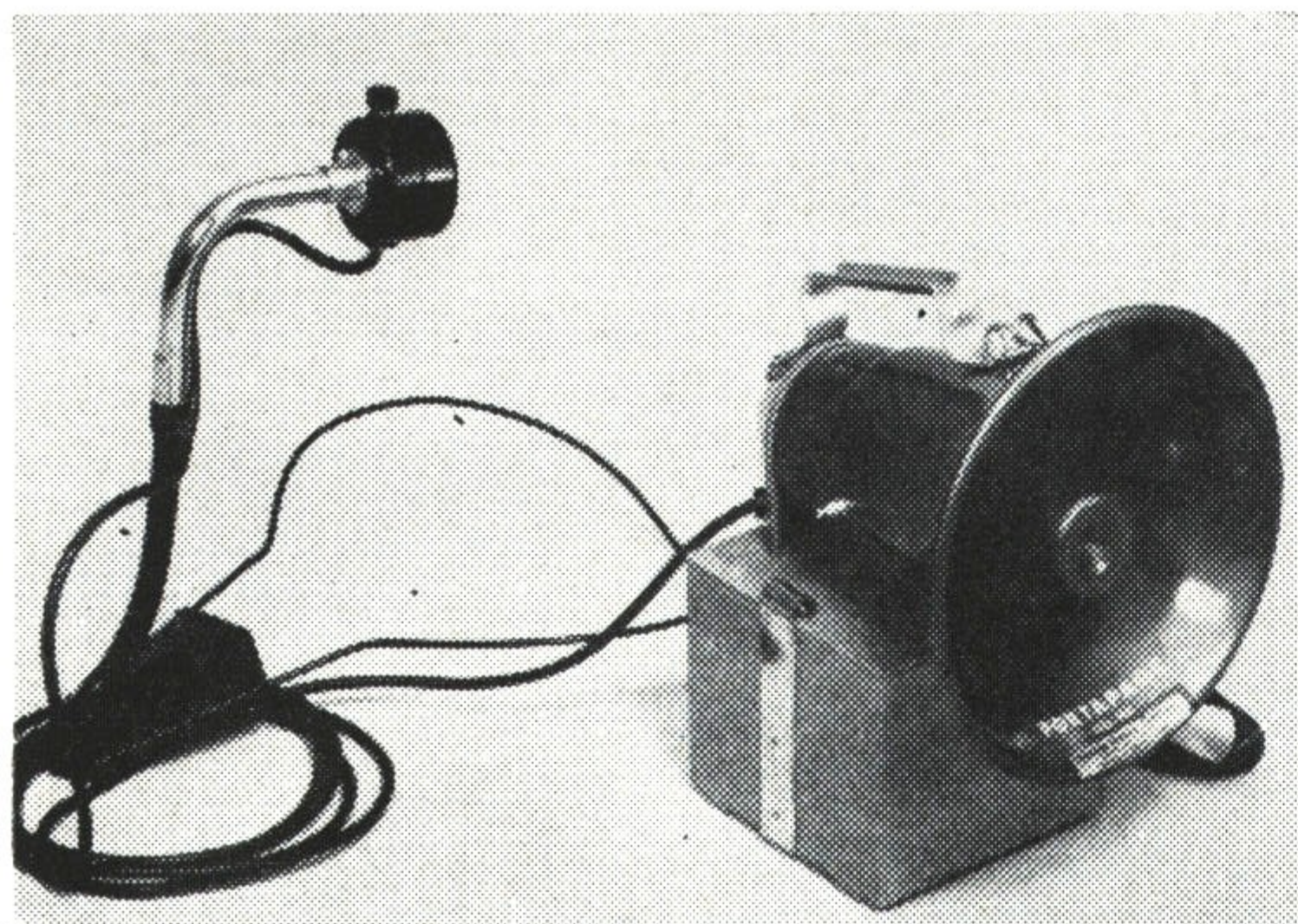
Livestock auction markets occupy a comparatively important place in the Texas livestock marketing system. According to the Livestock Sanitary Commission of Texas, there were 168 live-

stock auction markets in operation in Texas this past year. Although a few of these markets were established before 1930, the greatest growth has occurred during the past decade. In comparison to the many years livestock auctions have been in operation throughout the midwest you can see why people are not as auction-minded as they are elsewhere in the United States.

In 1952 there were sold through the various auction barns, 3,566,157 cattle and calves, 853,694 sheep and goats, and 554,126 hogs. Due to drouth conditions I feel this figure has been much more the past several years. There are also thousands more head of livestock sold at registered sales throughout the state each year.

Conductor: "Sorry, soldier, but we have just learned that the station where you intended to get off has just burned to the ground."

Disgusted Sergeant: "Oh, that's all right. They'll have plenty of time to get it rebuilt before this train gets there."



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# Your Wishes Can Set Course Of My Actions

By COL. POP HESS



Old fashioned winter weather is prevailing here in Ohio on this January 14, 1957, with the thermometer hovering around the zero mark and plenty of snow on the ground. Everyone is feeling fine around our camp and we are busy as usual on our Farm Sale Program with more new sales coming in daily. Our auctioneer friends over the state are advising they are heavily booked for the next few months—and that is always good news for all who make their way through life in the conducting of public sales.

Yesterday, January 13, at Columbus, Ohio, the Auctioneers Association of Ohio held their annual winter meeting with a bumper attendance of men as well as members of the Ladies Auxiliary. A good program, big dinner at noon, guest speakers and election of officers was the agenda of which you will find in a more detailed report from the Secretary, Gene Slagle, elsewhere in this issue.

Ohio auctioneers can look proudly on their State Association, now past ten years old without much sickness within its functions. As you may remember, this writer has lived to see two former Ohio Auctioneers Associations die as well as one National Association—and attended all three funerals.

For years I have in my columns, month after month, pounded State and National Associations to get strong and stay put—so for this column I will drift off on other lines—but reserve the right to get on your backs if I see any indications of slipping in organizations of auctioneers.

A subject about which to write and

catch your interest becomes a problem. In the past years I have hit on so many items that it is hard to keep from repeating myself. Also, some of the things I think about in my 50 years experience you wouldn't want to read about.

I have my old 50 year ledger in my desk, listing each year the day and date of each auction I conducted in that period. It is interesting to take this book and thumb through it and on many pages true stories of what happened at many of these sales come back to me. Sometimes I think it might be good to run some of these in my column without using actual names or locations. Would you like to read them? The only way to decide depends upon how many letters I receive between now and the time for my March or April columns. Just drop a card to **Pop Hess, Radio WFRD, Worthington, Ohio**, expressing your wishes. Some of them are very comical, some sad and others that never should have happened. It will include auctioneers and people with whom I was in contact, stories about my competitors and their good favors as well as their bad stunts. So boys it is up to you. If the response is poor then no go—I am not hankering for extra work.

The pages of this publication needs more news from every state. I am glad to note that our editor took note of my suggestion in the January issue (Page 36). If full advantage were taken of this opportunity it would provide good reading for auctioneers, sales managers, etc., and help keep a dry diaper on our publication.

By the way, my Farm Sale Program here at WFRD is now on its eighth year



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and in this we have periodically put new pep and life into it. We make it a point in our announcements, which are heard in all sections of Ohio and parts of adjoining states, **every important livestock and general farm sale held in Ohio.** We have built this program from scratch to the top of its type by injecting new opening themes and new wording. At this time we are very happy as we have in our files a nice little disk recorded by the World's Greatest Hillbilly Auctioneer, LeRoy Van Dyke. How he got it to me is a mystery but one day the girl in charge of our records and music called me to her department and said, "Pop, here is a recording for you." She played it and it was a hum-dinger, so as we come on the air to announce from 10 to 20 sales each morning, this recording will be much on the program and we are very grateful to LeRoy Van Dyke for making this special record.

Our program is on daily the year around although in December and January we are cut down on time as our station does not sign on until 7:15 a.m. in those two months. The other 10 months we are signed on much earlier. February through November our program is on for a full 15 minutes commencing at 6:45 a.m. daily except Sundays. In December and January we are on for 10 minutes Monday through Friday at 11:50 a.m. and for 15 minutes beginning at 7:45 a.m. on Saturdays.

How would you like to have 400,000 folks in your sale attendance? While that would be out of the question it is very possibly for me to tell that many people about your sale, direct from my mike. We even list the auctioneer and his address, a publicity for auctioneers that pays off both for them and for their sales. This is proven by test. The program is now in its eighth year without a miss—each week day since October 1949—and going strong. Some say Radio is on its way out with TV but that is not correct. We find the sales records for last year in Radio tops all years in radio sets purchased throughout the land. The farmer and livestock man has time to listen and work at the same time. Seldom is he at the right point to see and hear both at the same time, especially

in the morning when he is doing chores or eating breakfast.

Well, that little commercial answers some remarks overheard and written into a letter reaching my desk. Is Radio on the way out to make room for TV? Both are good and always will be and some day some chap will invent one that will set on top of your head, tell the story and show the picture while you are at work, eating or sleeping, as we live in a great country giving birth to new inventions every day. What is in store for us the next 50 years this writer will not attempt to say in this year of 1957.

Let me hear from you.

January 17, 1957

**The Auctioneer**  
803 S. Columbia Street  
Frankfort, Indiana

**Dear Editor:**

My subscription to the **Auctioneer** expired in December 1956. Enclosed you will find check for \$6.00 to cover renewal. Be sure to send me the 1957 January issue. I have been in the auction business since 1920, sold over 200 sales in 1956. Am a graduate of the Jones Auction School of Chicago, now out of existence but it was considered as one of the top-notch schools at that time. I wasn't old enough to vote when I finished the course. My first subscription to an auctioneers paper was the "International Auctioneer," (1920) published at Peoria, Ill., by J. Wilbur Read. Those were the days when this paper had rough going, and then came a time when it ceased publication. I must say that the present "Auctioneer" has reached the top from the standpoint of a first class magazine. More power to you!

Yours very truly,

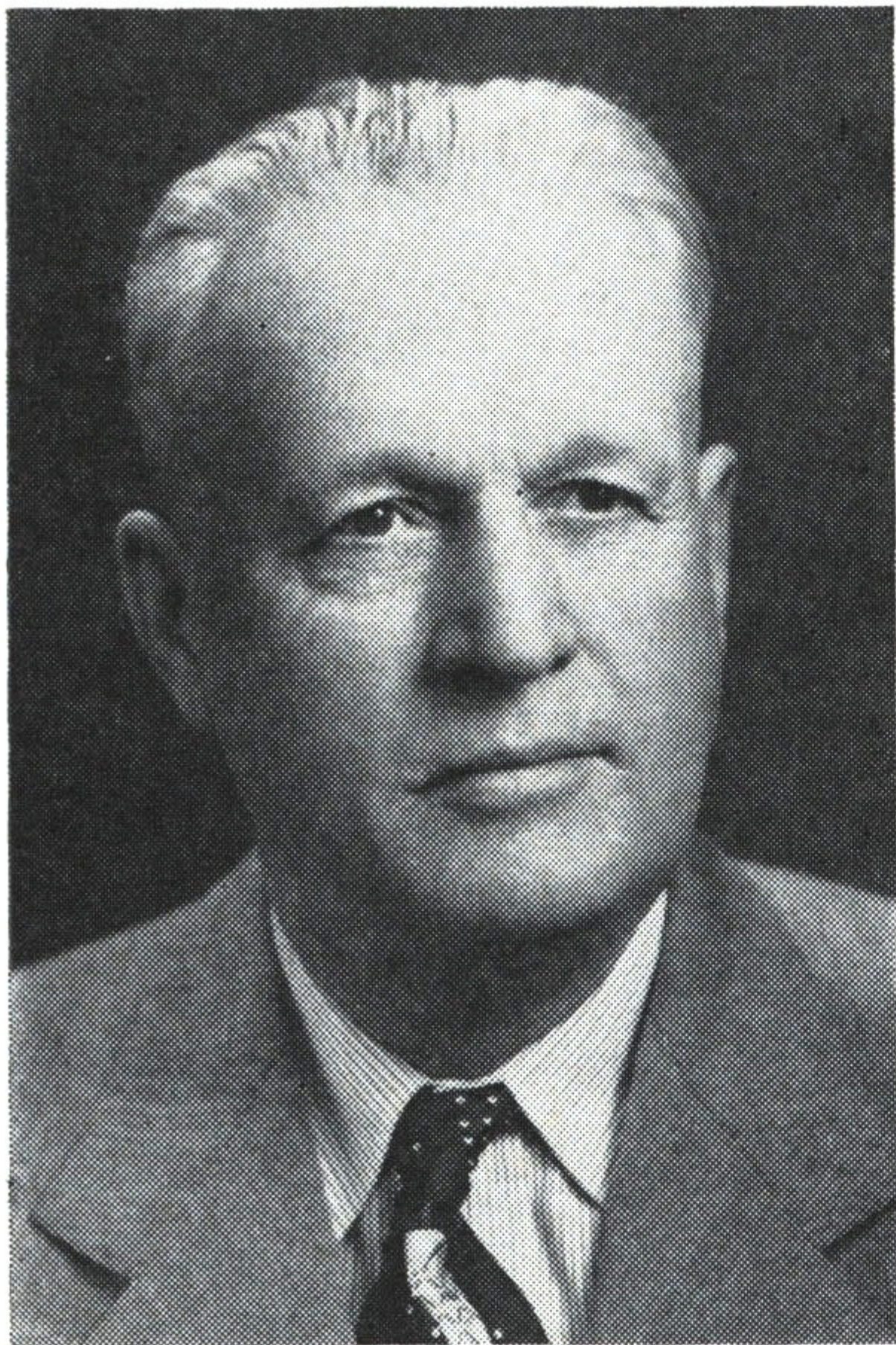
**Albert O. Maas**  
Box 111,  
Millville, Minnesota



# Nebraska Auctioneers Take Seats In State Legislature

By COL. JAMES W. MARTIN

The Nebraska Auctioneers Association is proud of its auctioneers, not only in the field of chosen profession, but also in the prominence they have achieved in the political field. Three Nebraska Auctioneers took oaths January 1st, 1957 in the Nebraska Unicameral Legislature in Lincoln, Nebraska namely, Col. Dwain Williams, Broken Bow; Col. John Donner, Elgin; and Col. John Aufenkamp, Julian.



**COL. JOHN AUFENKAMP**

When January 1st rolled around it was merely routine for Col. Aufenkamp to take oath as this is his sixth year of serving as Senator of the second district. Col. Aufenkamp is one of the older auctioneers in point of service in Nebraska, having been in the auction profession for forty years. He has conducted all types of auction sales including farm, real estate, commercial and purebred livestock sales. It was his good fortune to have conducted the horse sales at two

of the leading horse markets of the world namely, Omaha and Kansas City in the earlier days. Col. Aufenkamp handled thousands of horses and mules in the days when they were our chief source of agricultural power and in the days they were in great demand by the United States and foreign countries. He has judged many of the top flight Horse and Mule expositions throughout the midwest.

Col. Aufenkamp served 12 years as County Commissioner of Nemaha County and as a school board member of the Julian schools for 20 years.



**COL. JOHN C. DONNER**

Col. John C. Donner, Elgin, Nebraska auctioneer was the successful candidate to gain a seat in the Senate from the 27th district in the last November's election.

Col. Donner, a graduate of the American Auction School of Kansas City, Missouri in 1936, is presently engaged in



## IN UNITY THERE IS STRENGTH

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the auction field. He specializes in general farm, livestock and real estate sales. Besides auctioneering, John produces "Barr Cross" hybrid seed corn on his farm and maintains a herd of one hundred purebred Shorthorn cattle. He has served 15 years on the board of directors of the Antelope County Agricultural Association.

Senator Donner, married and the father of three teenage daughters, has served as a member of the Elgin village council and also as the mayor of the city. Besides Col. Donner's busy schedule, he finds time for many recreational activities such as golf, hunting, archery and bowling.



**COL. DWAIN WILLIAMS**

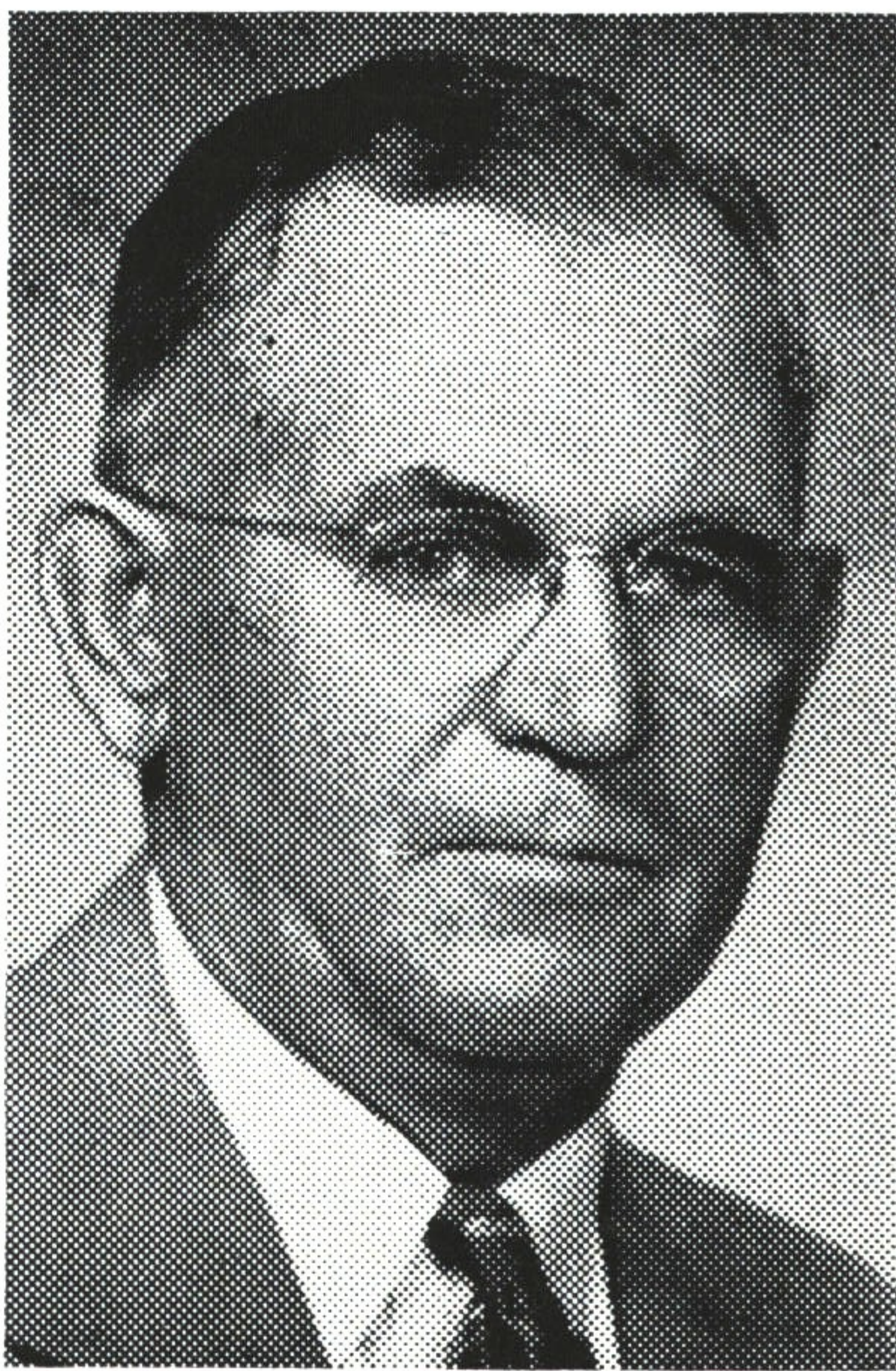
Col. Dwain Williams was elected senator from the 35th legislative district last November by an overwhelming victory carrying 23 of the 29 precincts.

Col. Williams graduated from the Missouri Auction School in 1924. Since that time he has conducted general farm, livestock and real estate sales throughout central Nebraska. For many years he operated the Arcadia Livestock Commission Company. While in Arcadia he was active in civic affairs, serving on the city council and in the office of mayor. From Arcadia he moved to Chap-

pell where he was associated with the Chappel Livestock Commission Company for a period of two years. For the past six years he has been a partner in the Central Nebraska Livestock Commission Company of Broken Bow, one of the largest auction markets in Nebraska. He has served two years on the Broken Bow city council and one full term as mayor, being re-elected mayor in last April's election.

The mayor has also been very active in sports circles having served as assistant manager of the Broken Bow independent baseball team and as head manager several seasons.

Senator Williams, a longtime member of the Nebraska Auctioneers Association, carries an enviable record with him as he joins the Nebraska unicameral legislature January 1st.



**COL. FRANK SORRELL  
CANDIDATE FOR GOVERNOR**

Nebraska auctioneers were especially proud of Col. Frank Sorrell, of Syracuse, Nebraska who was the Democratic candidate for the governorship of Nebraska last November. However, unsuccessful in his venture, Col. Sorrell is to be commended on the good clean and earnest campaign he conducted. He made



one of the strongest bids made by a Democratic candidate in many years. In 1938 he was elected state senator from the second district and served 8 consecutive years in that capacity.

Col. Sorrell came to Nebraska from Missouri in 1914 at the age of nineteen. He farmed until 1930 when he entered the auctioneer profession in connection with the insurance, real estate and loan business. In 1934 Frank was elected executive secretary of the Otoe County Fair Association and presently holds the same position. He has been very active in city government having served as mayor, member of the city council and president of the chamber of commerce. Col. Sorrell, while a member of the state legislature, was chairman of the government committee and a member of most of the major committees of the senate. In 1946 and 1948 he was the Democratic party's nominee for Governor and in 1948 lost the election by a very small margin.



## NEBRASKA AUCTIONEER HEADS STATE ASSOCIATION OF COUNTY OFFICIALS

Col. Frank Smith, St. Edwards, a Boone County Commissioner, was elected president of the Nebraska Association of County Officials at the sixty-second an-

nual convention held in Omaha in December. He succeeded George H. Fleming of Sidney.

Col. Smith, a successful auctioneer and long time resident of St. Edwards, is a Charter Member of the Nebraska Auctioneers Association and has never missed a State Convention. He is also a member of the National Auctioneers Association.

## Abilene, Kansas Firm Joins ANLAA

KANSAS CITY, Mo. — The American National Livestock Auction Association announced from its headquarters that the Reynolds Livestock Auction of Abilene has become a participating member of that organization.

Abilene, Kansas was the first railroad shipping point to make it possible for the large numbers of cattle of the sparsely settled Southwest to find their way to the more populated areas east of the Mississippi River.

The American National Livestock Auction Association is the national service organization of the livestock auction markets in the country. It is composed of individual auction market owners and operators from 41 states, together with the state associations of those markets affiliated together to represent the auction market industry and its livestock consignors.

Headquarters of the Association are maintained at Kansas City where the administrative staff is headed by C. T. 'Tad' Sanders, executive secretary, and Jim Kirkeminde is field representative. E. W. Alberding, Kiowa Sales Co., Kiowa, Kansas is president.

The Reynolds Livestock Auction at Abilene is owned and operated by Weeks Reynolds and his son Raymond. July of this year will mark the end of the first quarter century that this livestock auction market has been in operation.

Cattle sales are held each Friday throughout the year.

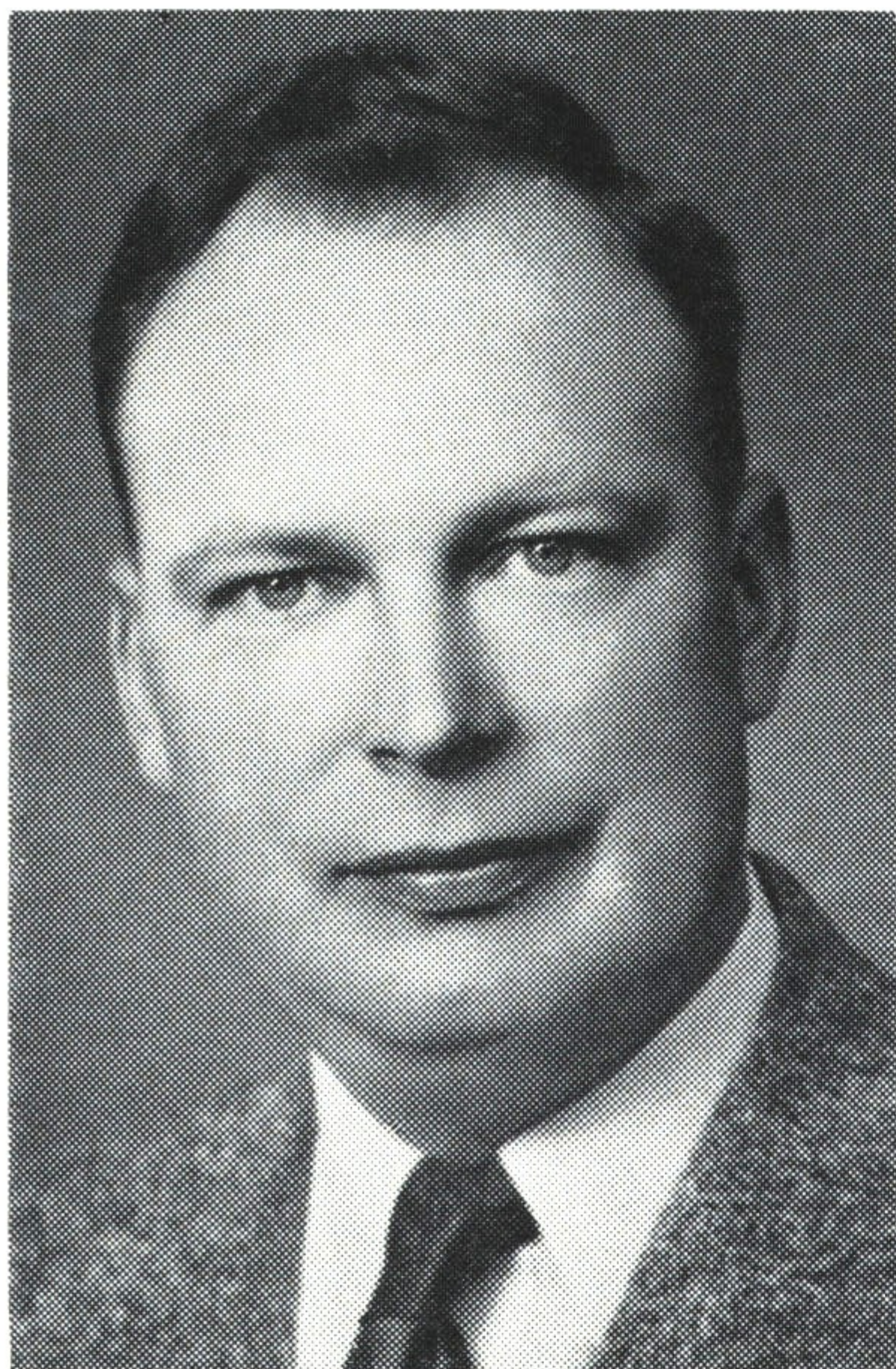
Some men's idea of practicing economy is to preach it daily to their wives.



# Indiana Auctioneers Hold Their Greatest Convention

By COL. GEORGE SKINNER

The members of the Indiana Auctioneer's Association got off to a **sliding** start for the new year when they held their annual state convention at the Warren Hotel in Indianapolis on January 7, 1957. In using the term sliding, I mean exactly what the word implies. The temperature was just a few degrees above the zero mark and a heavy snow both days before the convention made all roads in the state very icy and many members from the northern part of the state were snowbound. Despite all the bad weather we had a very nice turnout with over 100 members, their wives and visitors attending.



Col. Curran Miller

Things got under way at 9:30 a.m. on the Mezzanine with members registering and the ladies of the Auxiliary serving coffee and rolls to all. The call to order came at 10:30 a.m. The president, Col. Curran Miller, Evansville, stated he was

very pleased to have representation from so many points in the state under such bad weather conditions. (Some members made the drive the day before and stayed overnight at the hotel.) At 10:40 the Invocation was given by Rev. Walter C. Maas, Indianapolis. Following the invocation I introduced the city comptroller, Mr. Boswell, who welcomed the auctioneers to the capitol city.

## Speakers

By 11:00 a.m. the convention got down to real business when the president introduced Col. Don Smock of Indianapolis who did a very fine job of covering the purebred livestock sales department, pointing out that the opportunities in that field are far between. When they do arise the auctioneer must be ready and turn in a real day's selling for the men who employ him. At 11:15 a.m., Col. Frank Wakefield of Lebanon introduced Col. Hugh Miller, Evansville, who spoke on "One year in the Auction Profession." He is the son of our president, Curran Miller, and works with his father. He was also the youngest auctioneer to register for the convention — age 14.

By 11:30 a.m., the convention was really rolling when the president introduced Col. Jim Liechty, Berne, covering "Automobile Auctions" substituting for Col. Earl Bales, Muncie, who reported in by long distance phone that he, too, was snowbound.

## TV and Radio

At this point (11:45 a.m.) things get a little bit hazy as yours truly accompanied by Col. Lewis Smith, Cicero; Col. Don Smock and Col. Herman Strakis, Maywood, left the convention for a television interview.

Meanwhile, back at the convention hall, Col. Herman Sigrist, Fort Wayne, Past President of the National Auctioneer's Association, introduced Col. Earl Ellis, Washington, who spoke on "Furniture Auctions."



# IN UNITY THERE IS STRENGTH

## Luncheon

At noon the luncheon was served (I was informed but I didn't get any). At 12:30 Col. Smith and Col. Smock returned to the convention while Col. Strakis and I stayed for a radio interview over WFBM.

Calling the convention back to order was Vice President Col. Jim Liechty. (Col. Curran Miller was in a cab on his way to another radio station interview.) Col. Louis Beezley of Westport introduced Col. Walter Murphy, Lebanon, pinch-hitting for Col. (snowbound) Ray Booth, Buck Creek, on farm sales. I would like to point out here that Col. Murphy did himself proud on very short notice, emphasizing honesty to the public.



**Dr. Joe Green**

## State Veterinarian

At 1:15 p.m. Col. Miller met Col. Strakis and myself for another radio interview over WIBC. (Still no lunch.)

By 2:00 p.m. I returned to the convention site where Dr. Joe Green, State Veterinarian, Dr. Phillips of that office and Dr. Barnes of the Federal Livestock Health Service were covering the "Auctioneer's Responsibility Regarding Sanitation." During this talk they cleared up some questions for the members regarding the difference in the state law for cattle sold at a farm sale and through the sale barn. I will try to cover this completely in some future article in **The Auctioneer**.

At 2:20 p.m. Col. Egg Hood, Anderson, introduced Col. Kenneth Wyant, Noblesville, who spoke on "Real Estate at Auction." 2:40 p.m. saw Col. Miller introduce Col. Elbert Allyn, Poseyville, who spent a very interesting 15 minutes on "My Experiences in the Auction Profession." At 2:55 it was my turn on the block to express my views on "How to Improve our Profession." (Author's Note: Still no lunch.) More about this part of the convention in another issue of **The Auctioneer**.

## Business

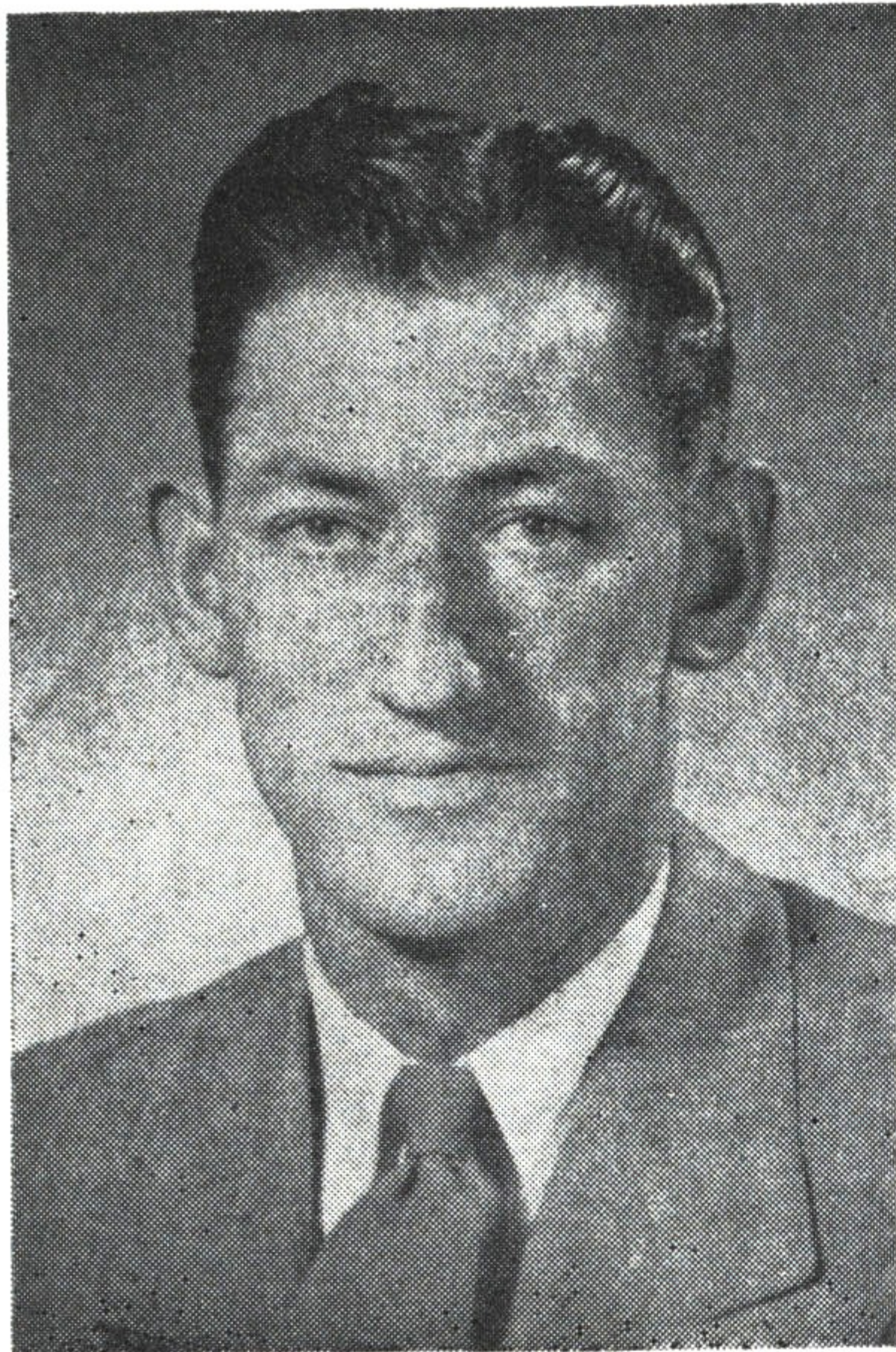
At 3:10 p.m. the business meeting and election of officers got under way. Col. Lewis Smith, Secretary, gave the minutes of the past meetings and a report on the happenings at three board of directors meetings that were held throughout the year. Col. Herman Strakis, Treasurer, read the financial report for the year and stated that the books were balanced as of that date. Both reports were voted and accepted by the membership.

Under the heading of new business came the appointment of Col. Egg Hood as chairman of the picnic committee and the city of Anderson as the site of the picnic. The date was left open for the time being but will be in early June. A motion by Col. Roy Crume, Kokomo, to create the office of Publicity Director for the Association to be appointed by the president was seconded by Col. Egg Hood and approved by the membership.

## Election of Officers

The nominating committee reported and election of officers was held and the following were elected: President, Col. Lewis E. Smith, Cicero; Vice President, Col. James Liechty, Berne; Secretary, Col. George W. Skinner, Indian-





**Col. Lewis E. Smith**

apolis; Treasurer, Col. Herman Strakis, Maywood. New directors: Terms expiring 1960: Col. Curran Miller, Evansville; Col. Frank Wakefield, Lebanon, and Col. Ernest Neimeyer, Crown Point. Terms expiring 1959: Col. Don Smock, Indianapolis; Col. Roy Crume, Kokomo and Col. Egg Hood, Anderson. Terms expiring 1958: Col. Ray Elliott, Portland; Col. Louis Beesley, Westport, and Col. Elbert Allyn, Poseyville. The meeting was adjourned at 5:00 p.m.

### **Banquet**

6:30 p.m.—The Grand Banquet. Family style fried chicken with all the trimmings. (Author's Note: I ate first time today.) Following the dinner the outgoing president, Col. Curran Miller, introduced the guest speaker, Mr. Rice Kello, vice president of Lockyear's Business College of Evansville, who informed and entertained the membership with a fine speech entitled "Bends or Breaks." The presentation of awards was made as follows: Col. John Jerrall, Lafayette, the oldest auctioneer present, 85 years old, and it was learned that he and Mrs. Jerrall celebrated their 1st (FIRST) wedding anniversary in November, 1956. Youngest auctioneer present award went to Hugh Miller, 14 years

old. Col. Earl Ellis received the prize for the first auctioneer to register at the convention. The gavel was then presented to the newly-elected president Col. Lewis Smith, who asked for the continued support of his fellow officers and the membership to make 1957 the biggest and best year ever for the INDIANA AUCTIONEER'S ASSOCIATION.

Note: Col. Carman Y. Potter of Illinois, who is a member of the board of directors of the NAA, stopped by the convention. Although he was unable to stay for the entire program, he expressed his best wishes to the Indiana Association for a successful year.

## **Turner Herefords Average \$3,169**

SULPHUR, Okla.—Hereford enthusiasts from more than 20 states jammed ring-side at the annual auction of Turner Ranch registered Herefords here on Dec. 13. Bulls and females sold to 15 states, from California on the west to New York and Virginia on the east.

Buyers paid \$15,000 for a half-interest in one bull, \$12,500 for a half-interest in another, \$20,000 outright for a third.

Ben Smith of Corona Hereford Ranch, Corona, Calif., was one of the most aggressive bidders on females, though he wound up with only one, a \$1,400 typey daughter of TR Zato Heir mated to the popular 'TR Royal Zato 27.

The \$15,000 for a bull half-interest was shelled out by a combination of five nationally-known breeding firms: Turner & Thornton, Ft. Worth & Borne, Texas; Woody Hereford Farm, Barnard, Kan.; Dr. Noel Bailly, Ft. Worth; Hi Point Farms, Romeo, Mich.; and Bianchi & Sanford, Macon, Mo.

### **Sale Summary**

31 bulls .....	\$132,010; avg. \$4,258
20 females .....	29,600; avg. 1,480
51 head .....	161,610; avg. 3,169
Top bull (½ int. only) .....	15,000
Top female .....	3,000

### **Auctioneers**

G. H. Shaw, Gene Watson, Pete Swaffer.

Don't smoke in bed — the next ashes that fall on the floor may be your own.



# Membership Cards Being Issued At A Record Setting Pace

You have kept us busy the past thirty days in renewing memberships and issuing new memberships. Even though many of our friends are or have been enjoying Florida vacations we in the office have had our noses to the well-known grindstone — and we like it. Now that we have built up this momentum let us keep it going. Let us sell and sell and sell to every auctioneer in America and not let up until every one is a member of the National Auctioneers Association.

Following are the names of those to whom we issued Membership Cards during the period from December 16 through January 15. The asterisk indicates a renewal.

\*Col. William S. Jameson, Arizona  
Col. Harold E. Vaughn, Ohio  
\*Col. Harold E. Ball, Oregon  
\*Col. John A. Case, Indiana  
Col. Jerry D. Popplewell, Missouri  
\*Col. Claus E. Beck, Minnesota  
\*Col. Paul W. Baumberger, Ohio  
\*Col. Dale A. Dean, Michigan  
\*Col. David S. Blew, 2d, New Jersey  
\*Col. O. J. Mader, Wyoming  
\*Col. Kenyon B. Brown, Pennsylvania  
\*Col. A. J. Billig, Maryland  
Col. David B. Creger, Colorado  
\*Col. George E. Collins, Georgia  
Col. John D. Ullrich, Kansas  
Col. Jacob J. Ulrich, Kansas  
\*Col. John H. Dieken, Illinois  
\*Col. Glenwood Adams, Ohio  
\*Col. T. Lynn Davis, Georgia  
\*Col. John E. Crawford, Pennsylvania  
Col. Stanley Bates, Michigan  
\*Col. Don Estes, Texas  
\*Col. Merl Knittle, Ohio  
\*Col. W. F. Artrip, Jr., Virginia  
Col. R. Singer Silverthorne, Michigan  
\*Col. Gordon A. Drury, Wyoming  
\*Col. Kenneth Bozeman, Texas  
\*Col. W. L. Carter, Virginia  
\*Col. John F. Donovan, Illinois  
Col. Frank R. Handy, Indiana  
\*Col. Lloyd Mount, Washington  
\*Col. T. C. Jensen, Nebraska  
\*Col. C. M. Brandenburg, Ohio

\*Col. A. W. Hamilton, West Virginia  
\*Col. J. Robert Hood, Tennessee  
\*Col. G. R. Green, Minnesota  
Col. Robert Newton, Ohio  
Col. T. R. O'Farrell, Maryland  
Col. Robert E. Youngs, Michigan  
Col. Earl J. Martin, Illinois  
Col. Oliver L. Horton, Kentucky  
Col. W. Virgil Meador, Illinois  
Col. Paul Rothwell, Ohio  
Col. J. C. Clem, Tennessee  
\*Col. John A. Cox, Iowa  
\*Col. Martin E. Dixon, Ohio  
\*Col. Leonard Austerman, Illinois  
\*Col. David B. Kriser, New York  
\*Col. H. C. Jessee, Tennessee  
\*Col. Avery E. Forke, Nebraska  
\*Col. H. D. Forke, Nebraska  
\*Col. Edward Kwok, California  
\*Col. Fred W. Smiley, Michigan  
Col. Faye S. Fisher, Indiana  
\*Col. Forrest R. Mendenhall, N. Carolina  
\*Col. Ben T. Greenfield, New Jersey  
\*Col. Albert L. Frauhiger, Ohio  
\*Col. Al W. Hazen, Ohio  
\*Col. David H. Gladstone, Virginia  
\*Col. Arthur R. Borton, Ohio  
\*Col. Kenneth E. Bumgarner, Ohio  
\*Col. Hugh J. Gorman, Illinois  
\*Col. Guy Jageman, Missouri  
\*Col. Meyer Gronik, Wisconsin  
\*Col. Clayton Dykema, Illinois  
\*Col. Ken Barnicle, Missouri  
\*Col. Guy L. Pettit, Iowa  
\*Col. O. L. Lansaw, Ohio  
Col. Robert L. Honeycutt, Jr., North Carolina  
\*Col. Ralph W. Horst, Pennsylvania  
\*Col. George E. Michael, New Hampshire  
\*Col. Bob Smith, New York  
\*Col. Owen V. Hall, Ohio  
\*Col. Lou Winters, Ohio  
\*Col. Howard B. Overmyer, Ohio  
\*Col. Irvin B. Bowman, Ohio  
\*Col. Oris A. Cornwell, Ohio  
\*Col. Emmert Bowlus, Maryland  
\*Col. George Swinebroad, Kentucky  
Col. C. E. Reed, Colorado  
\*Col. W. D. Atkinson, Ontario  
\*Col. Emerson Marting, Ohio



# IN UNITY THERE IS STRENGTH

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\*Col. George Vander Meulen, Michigan  
 \*Col. Dale Hanshaw, Indiana  
 \*Col. K. L. Espensen, Texas  
 \*Col. Charles D. Garrison, New York  
 \*Col. Dan Johnson, Connecticut  
 \*Col. George Borum, Illinois  
 \*Col. J. B. Robinson, Iowa  
 \*Col. Fred B. Fox, Michigan  
 \*Col. Cliff Probst, Louisiana  
 \*Col. Lyle Sweet, Texas  
 \*Col. T. J. Moll, Illinois  
 \*Col. Frank Tharp, Nebraska  
 \*Col. Alvin Freemont, Florida  
 \*Col. Anthony P. Zifcak, Rhode Island  
 \*Col. Victor W. Haynie, Indiana  
 \*Col. Melvin E. Liechty, Indiana  
 \*Col. Eugene R. Hargis, Tennessee  
 \*Col. M. M. Goldberg, Louisiana  
 \*Col. Ray Tuttle, Illinois  
 \*Col. Don Lloyd, Wisconsin  
 \*Col. H. H. Van Syoc, Iowa  
 \*Col. Tommie Jeffreys, Texas  
 \*Col. E. Dewey Anderson, Indiana  
 \*Col. Ray Sims, Missouri  
 \*Col. Rolland Featheringham, Ohio  
 \*Col. G. H. Shaw, Iowa  
 \*Col. Lyle D. Woodward, Colorado  
 \*Col. Russell Kruse, Indiana  
 \*Col. Ralph L. Zabel, Illinois  
 \*Col. Clyde White, Tennessee  
 Col. Phil Goldstein, Massachusetts  
 Col. C. Paul Jones, Pennsylvania  
 \*Col. B. A. Reemstma, Iowa  
 \*Col. George Roman, Jr., Ohio  
 \*Col. Alvin Van Loh, Illinois  
 \*Col. Elmer M. Severson, North Dakota  
 \*Col. Norman G. Warsinske, Montana  
 \*Col. Gary W. Cain, Ohio  
 \*Col. Alvin Kohner, Minnesota  
 \*Col. George C. Naylor, Maryland  
 \*Col. Art Roberts, Kentucky  
 \*Col. Chas. B. Kimberley, Iowa  
 \*Col. Arthur West, Pennsylvania  
 \*Col. W. O. Sargent, Ohio  
 \*Col. Clare H. Brown, Jr., New York  
 \*Col. Watson Van Sciver, New Jersey  
 \*Col. Paul Griffiths, Iowa  
 \*Col. Anthony J. DiBenio, New York  
 \*Col. Colonel Sparkman, Oklahoma  
 \*Col. A. W. Thompson, Nebraska  
 \*Col. Joseph M. Goldberg, Illinois  
 \*Col. Arthur Gordon, Illinois  
 \*Col. W. E. Weaver, Ohio  
 Col. Amon H. Miller, Indiana  
 \*Col. Joseph Rosenberg, Illinois  
 \*Col. Frank D. Harz, Kansas  
 \*Col. Irving B. Rosen, Texas

\*Col. Donald Zicht, Nebraska  
 \*Col. C. O. Emrich, Nebraska  
 \*Col. Ray Gevlinger, Wisconsin  
 \*Col. Charles F. Ackerman, Michigan  
 \*Col. Angus A. Simpson, North Carolina  
 \*Col. Vincent A. Stenger, Ohio  
 \*Col. Glenn Casey, Michigan  
 \*Col. Ernest C. Weller, Nebraska  
 \*Col. Theo. A. Merkt, New Jersey  
 \*Col. Harold B. Lee, New York  
 \*Col. L. C. Garrison, Ontario  
 \*Col. Harry W. Thrower, Texas  
 \*Col. Leon Ruff, Nebraska  
 Col. Donald S. Rogers, Indiana  
 \*Col. John E. Janes, Rhode Island  
 \*Col. Gus Warnecke, Pennsylvania  
 \*Col. Herbert Van Pelt, New Jersey  
 \*Col. Frank Van Veghel, Wisconsin  
 \*Col. Peter Van Veghel, Wisconsin  
 \*Col. Hobart W. Farthing, Ohio  
 \*Col. Lewis E. Smith, Indiana  
 \*Col. Lester Winternitz, Illinois  
 \*Col. Stephen Winternitz, Illinois  
 \*Col. Fred C. Gerlach, Wisconsin  
 \*Col. Ralph Rosen, New York  
 \*Col. V. A. Kibler, Ohio  
 \*Col. J. Hughey Martin, Illinois  
 \*Col. Samuel J. Giordano, Michigan  
 \*Col. Orison R. Siebert, Illinois  
 \*Col. Irv Wagner, South Dakota  
 \*Col. Vernon I. Cole, Michigan  
 Col. Mary J. Cole, Michigan  
 \*Col. Carroll R. Kirby, Jr., Virginia  
 \*Col. Clarence E. Davis, Indiana  
 \*Col. Marlyn W. Thomas, Indiana  
 \*Col. Earl Ellis, Indiana  
 \*Col. Milford Campbell, Indiana  
 \*Col. H. J. Caldwell, California  
 \*Col. Tim B. Wyatt, Alabama  
 Col. Gywin E. Sponsler, Illinois  
 \*Col. Robert H. Gilman, Jr., Illinois  
 Col. Robert E. Towne, Kansas  
 \*Col. J. E. Russell, Illinois  
 \*Col. Si Williams, Oregon  
 \*Col. Charles Corkle, Nebraska  
 \*Col. Jack N. Tromanhauser, Iowa  
 \*Col. Samuel W. Savedow, Florida  
 \*Col. Charles Vosburgh, New York  
 \*Col. Joe Herard, Iowa  
 \*Col. Edward H. Ahrens, Illinois  
 \*Col. Ray Hudson, Illinois  
 \*Col. Walter Holford, Illinois  
 \*Col. Leonard Kriser, Illinois  
 Col. John Andrews, Ohio  
 \*Col. Jacob C. Finer, New York  
 \*Col. Clarence E. Latham, Ohio  
 \*Col. Ray Linder, Ohio



## THE MEMBERS SAY . . .

Gentlemen:

I note with concern the adoption of an ordinance by the City of East Dubuque, Illinois, which just about entirely eliminates auction sales and the practice of Auctioneering. I feel that this ordinance in a city 1500 miles removed from my business and residence is a direct affront to my dignity and self respect. I believe that concerted action by ALL of the members of the Association should be taken to retain capable legal council to contest this ordinance on the grounds that it is unconstitutional and extremely discriminatory, and it deprives an auctioneer of his moral and legal opportunity of earning a living.

We can only hold the respect of our fellow business and professional men if we fight for our belief in the right. If we are to be esteemed in our communities we must act when someone or some group relegates us through legislation to the level of peddlers. Our indignation should be shown in the form of rebuttal by taking immediate legal action to clarify our position as bona fide and highly ethical members of one of the oldest professions in history. If we choose to take it lying down, we will only earn the disdain of our fellow business men and we will merit what we get.

It would be very easy for each member of our Association to contribute \$5.00 per year for a fund we could call our legal fund, the money to be used to fight legislation that is detrimental to our business. Also, for legal fees for the purpose of instigating court action when and wherever it was necessary. Acting as a group, we could achieve what it would be improbable that a single auctioneer would attempt, since legal fees and court costs often run into thousands of dollars.

I cite my legal action and case in Circuit Court against the City of Norfolk and the State of Virginia in a case similar to that of the East Dubuque ordinance, and again in my action in the case of the Association of Antique Dealers vs. Hoffman, which case was

tossed out of court by the judge. By winning the above cases I can now hold my head high. I resent and will fight for the right of any HONEST, ETHICAL AUCTIONEER to conduct an honest business. I have no patience with racketeers and none of the above statements should be construed as applying to any but bona fide auctioneers, not the fly by night variety whose shady dealings has made it possible for statutes to be enacted that has caused us big headaches.

Respectfully yours,  
Harry L. Hoffman  
Norfolk, Va.

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Dear Bernie:

Am enclosing a check for my 1957 dues so I will be sure to be "on the beam." Also, I want to tell you again how much we folks from Missouri appreciated your coming to our convention. Needless to say, we were all heart broken about the weather spoiling what would have been a grand meeting but your attendance softened the blow. We hope to meet again in the spring and I am sure that will be better. Also, many of the boys from here are looking forward to the National Convention in July.

My sales have been about normal this year and some of the boys have gone above average. I have been reading where the Government is trying to close out a lot of Real Estate they now own. I wish we could launch some type of campaign to sell them on the auction way. I feel sure we can sell it much higher than by sealed bids. Perhaps someone will come up with something. I wrote the General Services Administration in our town and received an application to fill out, so perhaps if some auctioneer in each town would do that we could cause them to become interested in us.

Hoping you and yours and all the gang everywhere had a nice Christmas, I remain,

Sincerely yours,  
Guy Jageman  
Independence, Mo.



# IN UNITY THERE IS STRENGTH

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Dear Col. Hart:

I am enclosing my check for \$10.00 to cover my dues for membership in the NAA, of which I am very proud to be a member for the past two years. I believe that through this organization our profession is going to be recognized, especially in the legislative branch of our government. Perhaps we can curb some of the passing of some discriminating laws against the exercising of our profession.

We have an ordinance in our city prohibiting auctions at night, also an ordinance which limits any auction house to 30 sales each year, yet we pay a fee of \$35.00 a year for city license and \$25.00 for a State License. We are also bonded, which means another fee.

I have no objections to the licensing of auctioneers so long as it is for the betterment of the profession, meaning of course, that any licensed auctioneer shall meet certain qualifications. I believe that an untrained or dishonest man can do a lot of harm to our profession, because as you know, every bad auction is a black mark on the auction profession.

It has been proven time and time again that an auction is the best means of any liquidation. It is not my desire to keep any man out of the auctioneer's profession, but I would like to see good auctioneers and I believe that the answer is through licensing.

I can look back over my 35 years in the auction business and recall some mighty great men in that profession. To name a few: Col. Harve Duncan, Col. P. M. Gross, Col. Bob Harriman and many others including one of the great greats, Col. A. W. (Art) Thompson, who is a member of this organization. It is men of that caliber that we want in the auction profession.

Happy and Successful  
1957, NAA  
Martin E. Dixon  
Toledo, Ohio

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Dear Col. Hart:

Enclosed herewith the sum of ten dollars which is for 1957 dues in the National Auctioneers Association, truly the greatest Association in the world today, for all Auctioneers. It gives me great

pleasure in renewing my membership and in doing all that I can to strengthen and advance our Association.

I would like to take this opportunity to inform you of the Directory of Auctioneers Blue Book which we in the Michigan Auctioneers Association have just recently published and distributed in the mails through the efforts of our M. A. A. Secretary, Col. Marry J. Cole of Mt. Morris, Mich. She has done a wonderful job on this directory and is certainly to be commended for it.

I am also taking this opportunity to express my sincere appreciation to you for your wonderful work done on the December issue of "The Auctioneer." Well done, thou good and faithful editor.

Sincerely yours,  
Fred W. Smiley,  
Saginaw, Mich.

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Dear Col. Hart:

I guess my December issue of "The Auctioneer" must have gotten lost in the mail during the Christmas rush. I enjoy it very much and hate to miss a copy, so would you send me another copy.

Yours truly,  
Jim Rife  
Lawrenceville, Ill.

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Dear Sir:

Enclosed is a check for ten (\$10.00) dollars to cover my 1957 dues for the Association.

I have enjoyed "The Auctioneer" very much this year. It's just like the World's Fair, it gets bigger and better every year. Keep up the good work. I think every Auctioneer should belong to the Association and receive "The Auctioneer" each month. It brings all the Auctioneers over the U.S.A. much closer together and lets us know how the fellows in other parts of the country are getting along.

Yours truly,  
Forrest A. Mendenhall  
High Point, N. C.

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Dear Col. Hart:

I am sending ten dollars to the most wonderful Association in America. Please accept it as a small favor for the honor of being a member of such a fine organization.



# IN UNITY THERE IS STRENGTH

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May the New Year (1957) be full of hope and prosperity for every Auctioneer member is my sincerest wish. Let our slogan be "Full Speed Ahead."

Yours truly,  
Irvin B. Bowman,  
Greenville, Ohio

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Dear Col. Hart:

Am enclosing check for \$10.00 dues for 1957. I wish to compliment you on the excellent job you are doing for the Association.

I have enjoyed a good year for 1956 and have around 50 sales booked for the first four months of 1957. Most of these are sales of farm machinery and are scattered over Pennsylvania, New York, Tennessee, Maryland and North Carolina, with more being planned. I also held seven sales of farm machinery of my own here at Marion, and drew equipment and buyers from a wide area. The farm machinery auction business is growing fast.

Wishing you the best of everything for 1957, I remain,

Sincerely yours,  
Ralph W. Horst  
Marion, Pa.

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Dear Sir:

Sorry I didn't get the "Booster" check off sooner, but with deer hunting, holidays and completing our plans for a month's vacation in Florida and a small island south of Cuba, it was neglected.

The Auction business in southwest Michigan is good, the demand is steady to stronger on most items. Farms are selling very good while older houses in town are getting cheaper and harder to sell.

H. C. Jessee came up from Tennessee to help me on one sale. It sure helps to have an out of state Auctioneer on the sale bill, the crowd was tremendous. We got \$55,000 for a 30 acre farm, two older type houses and the tools.

I think "The Auctioneer" gets more interesting with each issue. Keep up the good work. Enclosed find \$5.00 for the Booster Page.

Yours truly,  
John M. Glassman  
Dowagiac, Mich.

Dear Sirs:

Enclosed is my check for \$15.00 covering my 1957 dues and a year's listing on the Booster Page. I enjoy "The Auctioneer" very much and think our organization is doing a wonderful job. I have received some fine ideas from reading your publication. I am 28 years old and have been a licensed auctioneer for 14 years and have sold more than 2,000 auctions, starting with livestock for the first seven years and am now selling antiques and real estate.

Respectfully yours,  
W. F. Artrip, Jr.  
Winchester, Va.

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Dear Col. Hart:

Again it is time to renew our Membership in the N. A. A. It is great receiving "The Auctioneer" and reading of what the Brother Cols. are doing over the 48 states in the Union.

Being a member of the "Show-Me" State Association I look forward to our meetings and will be also looking forward to seeing so many Cols. at the July 3-day Convention in Michigan.

Enclosed is check to cover my dues for 1957 and keep me on the Booster Page for Missouri.

Yours for Continued Success,  
Col. Ken Barnicle  
Rock Hill, Mo.

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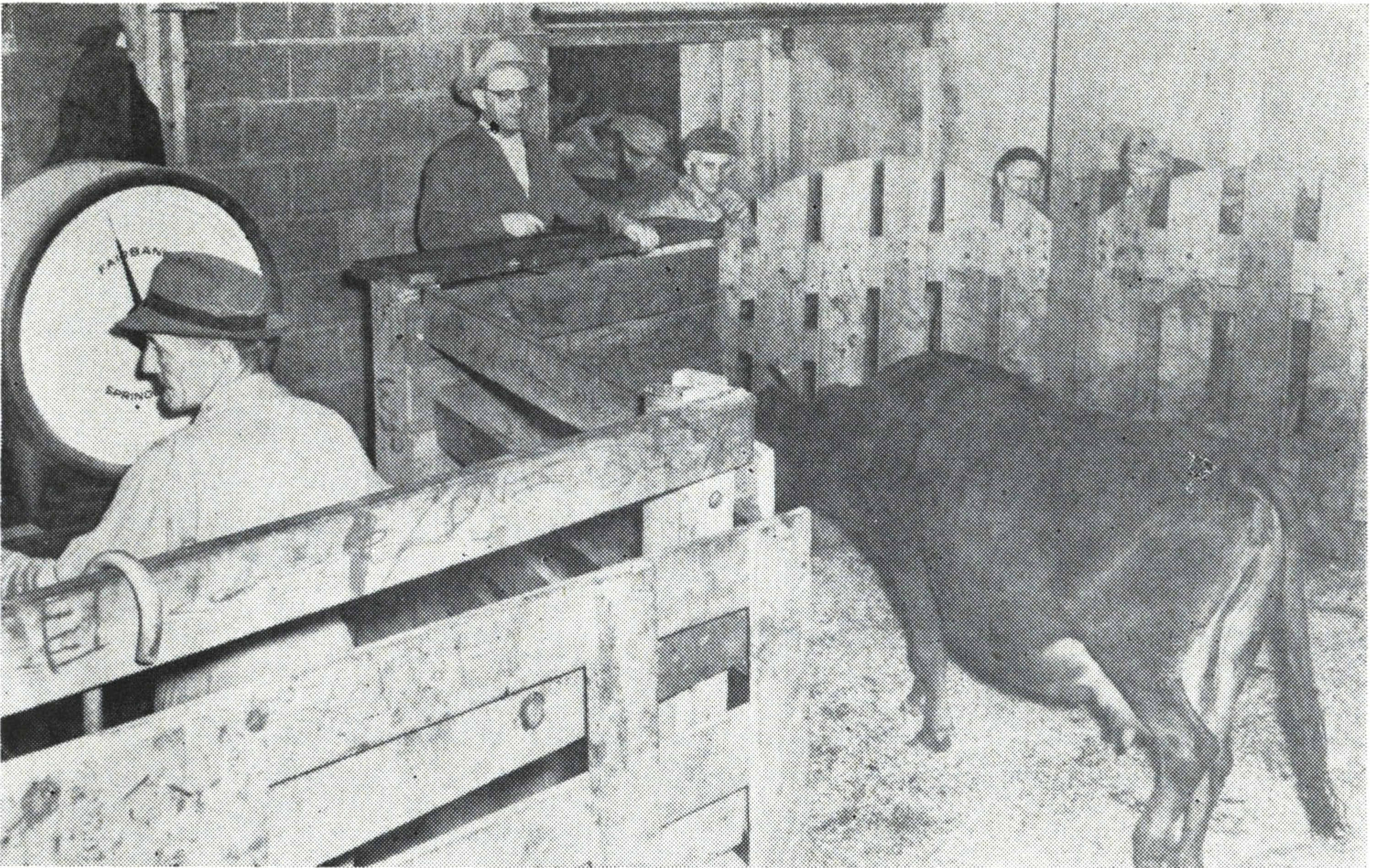
## Directory Issued Of State Auctioneers

A Directory of Auctioneers has been published and distributed by the Michigan Auctioneers Association. Called the "Blue Book" and listing auctioneers by counties and services offered, this book is a handy reference to those anticipating the need of an auctioneer. A section is devoted to paid advertisements in order to help off-set printing and mailing costs.

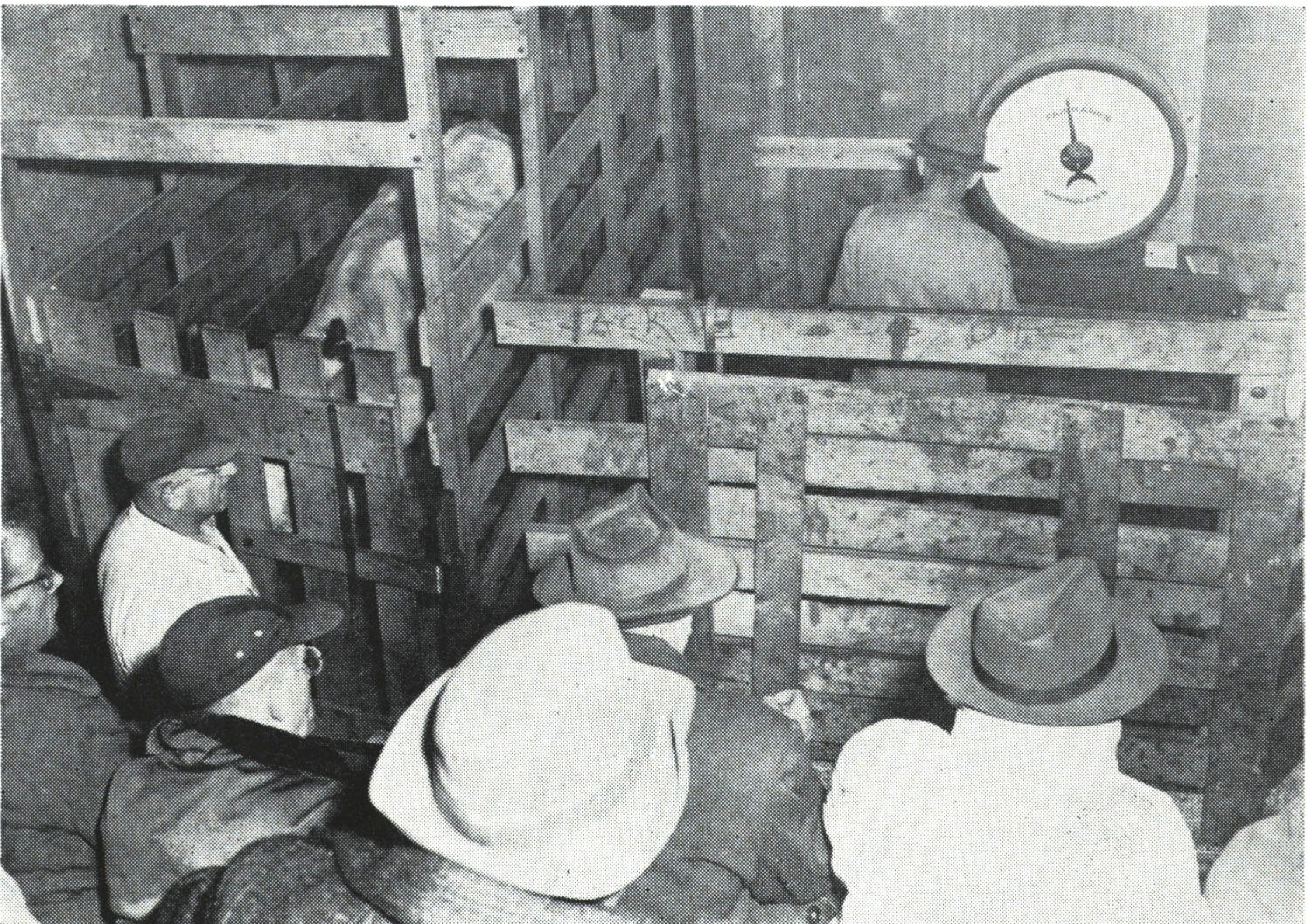
Mary J. Cole, Mt. Morris, who is Secretary-Treasurer of the Michigan Auctioneers Association has mailed this book to attorneys, banks, probate judges and sheriff's offices throughout the state.



# IN UNITY THERE IS STRENGTH



**NAA member, Col. Morris Weinstein is well known by all the major buyers of livestock in the area.**



**Buyers watch the big scale dial record weights of cattle before they enter the sales ring.**



# Fire Struck, But Could Not Stop Horton Auction; It Now Boasts \$150,000 Business Annually

Pictures and story through courtesy of The Walden Citizen Herald, Walden, N.Y.

MIDDLETOWN, N.Y.—For generations, the Horton family have been livestock dealers. John Horton, present owner of the Wallkill Livestock Market, puts it this way: "It's just like a disease, this business. I make my living at it, like my father and grandfather before me. But I wouldn't have it any other way. It's my life." About seven years ago, John Horton got tired of making the rounds from farm to farm, accepting consignments of livestock and marketing them. "I was lazy," he says with a shrug, "so I built my own market center."

That is how the Wallkill Livestock Market began. On Nov. 18, 1949, it received its charter and started business.

## Weinstein Auctioneer

Of course, with a large scale market center, an auctioneer was needed. Morris Weinstein, whom his boss considers "one

of the best", has conducted every auction since.

A professional auctioneer since 1930, Weinstein explains, "I always check the market reports for price trends. Prices fluctuate daily, and a good auctioneer has to be on his toes."

## Market Low

Right now, he comments, the market is lower than usual. This time of year, farmers cull their herds, and auction off their extra livestock. So — and here's a tip for the housewife — livestock is selling much lower now than during the other months of the year.

Commenting on the national economic scene, Weinstein adds, "The market is less fluid, and prices much more stable than they have been in years for this time of year."

## Largest in Area

The business grew and prospered until



More than a million dollars worth of business a year is transacted in this office. Here a consignor is receiving a check from Mrs. Morris Weinstein. Marion Horton and Marjorie Smith look on.





A part of the more than 38,000 cattle sold each year at the Wallkill Market Center heading for the waiting trucks that will transport them to the largest slaughter houses in the east.

it became the largest of its kind in this part of New York State. Then, unexpectedly, a fire destroyed the building in which livestock are kept. This was June, 1955.

"We can't let this stop us," John Horton said, determined not to miss a single scheduled auction. Borrowing a scale and getting hold of some lumber, he had his men erect pens and stalls. The livestock arrived, and Weinstein auctioned off the animals, sitting on the pen doors instead of his usual auctioneer's booth.

#### **Never Missed a Sale**

Today, John Horton proudly comments, "We've never missed a day's business." Within two months, a new building had been completed.

Every Monday and Thursday, 25 to 100 buyers representing some of the largest

packing houses in the state crowd the sales ring.

#### **Begins Early**

Sellers bring them in to the market beginning at 5 a. m. and before, where they are consigned to the management. The rest of the story is as complex as any Wall Street operation.

Each animal is tagged with a number, on a ticket fastened to his ear. The number is recorded with the name of the owner. After the animals are weighed (the weighing is done at the auction itself, in full sight of the buyers) and sold, the weight, the number assigned to the animal, the seller's name, and the buyer's name, are recorded on a sales slip. The sales slip is turned in at the office, and credit for the sale is given to the original owner of the animal, less



## IN UNITY THERE IS STRENGTH

the commission.

### Tagging Helps

By this process, animals can be sorted out and distributed to their new owners. And, since the numbered tag remains on the animal until slaughter, if the animal should be shown to be diseased, the original owner may be traced, and his herds inspected by officials to determine whether other livestock is infected.

Today, John Horton can boast that his market does a yearly volume of \$1,500,000. It sells more than 38,000 separate items of livestock annually.

Philosophizing, the owner of this million dollar concern recalls, "And to think I started all this because I didn't want to work hard. I thought I'd be getting off easy."

So John Horton, the man who wanted

"to be lazy" but just couldn't manage to, accepts his ironic fate with a happy grin.

Col. Weinstein is a member of the New Jersey Auctioneers Association and the National Auctioneers Association.

Both my husband and I have enjoyed the past year's issues of 'The Auctioneer' immensely. In closing our books for the year I find we have again increased our number of sales and also our income. We both love the work and work as a team when possible.

"We did not get to the Convention due to illness but still have hopes. Hope everyone has a very Prosperous and Happy New Year." Mrs. Marie Anderson, Knox, Ind.



A customer confers with owner, John Horton (right). An enterprise Mr. Horton started in order to "take things easy" now is a million dollar business.









Above, Col. John Hall, Celina (the tall man) presents the gavel to newly elected president of the Auctioneers Association of Ohio, Col. John Andrews of Beach City. Col. Gene Slagle, Marion, secretary-treasurer (left), and Col. John Watson, Pataskala, vice-president look on.

On the opposite page is the group that attended the Annual Winter Meeting of the Auctioneers Association of Ohio, held in Columbus, January 13.

## Ohio Auctioneers Hold Annual Meet

By Col. Gene Slagle

The Ohio Auctioneers' Association held their annual meeting at the Seneca Hotel in Columbus, Ohio on January 13. Pres. Owen Hall of Celina, Ohio, retiring president of the Association, was in charge of the meeting.

Col. John F. Andrews of Beach City, Ohio was elected president and Col. John C. Watson of Pataskala, Ohio was elected vice-president. Col. Gene Slagle of Marion, Ohio was re-elected secretary-treasurer of the Association. The secretary's reports showed the Association had 108 members in 1956 and a larger membership is anticipated for 1957.

A banquet was held at noon, and to open the afternoon program, the Honorable Bill McKinley, American League umpire of Kinsman, Ohio, gave a very interesting talk in regard to his experiences. A film of the National Auctioneers Association Convention in 1956 at Kansas

City, Missouri was shown, which highlighted many of the various activities of the national meeting. Col. H. W. Sigrist, past President of the National Auctioneers Association of Ft. Wayne, Indiana, gave a very inspiring talk on his experiences in the auction business.

In spite of heavy snow and bad driving conditions in the northern part of the state, the meeting was well attended and a very worthwhile day was enjoyed by all present.

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"I have and am still having good business, selling sales nearly every day. I sold a \$22,000 sale on the 3rd of December for the A and B Tractor and Equipment Co. here at Lubbock. Mr. Adams, the manager, was well pleased with the results of this first monthly auction. Next sale will be January 2nd."

"I hope to meet all you fine people some time."

Ken Bozeman, Lubbock, Tex.



## “The Auctioneer”

By Col. E. T. Sherlock

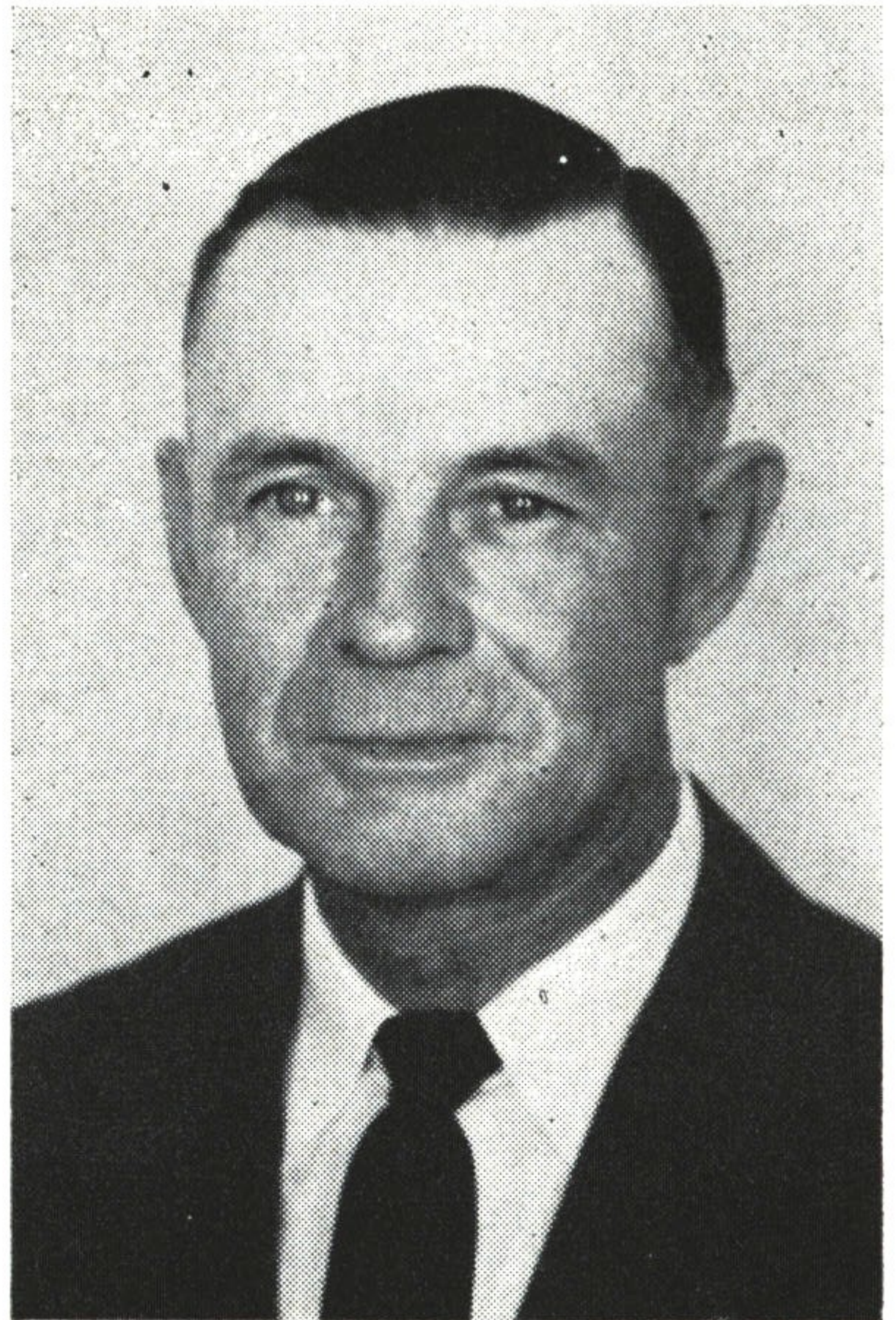
The first one half of this current year for the N.A.A. has passed — hurriedly it seems — recording a certain amount of progress and bringing to light a principal factor greatly in need of attention and support for the future welfare of our organization.

Fortunately the environments of this publication encompasses a vast, rich undeveloped field, possessive of unlimited material for composition — a list of enthused readers within our professional circle and a world of potentials who want volume as well as excellence in a publication — and that is the problem.

“The Auctioneer” has advanced a long way since “the pamphlet days of struggle for existence,” and is today the challenger of the pride and ambition of every member of the National and State Auctioneers Associations to take pen in hand and contribute otherwise to the expansion and welfare of “His Own Publication.” In retrospect—the progress of this publication is a highly creditable reflection of the capabilities, interest, and effort of those who were aware in its infancy of the import, indispensable influence it has in the growth and welfare of the National Auctioneers Association through solicitation and indoctrination of membership.

While we recognize this solid faith, sincere loyalty and effort of those principally responsible for the advancement and excellence of our publication today, we are mindful of the vast supply of material which has not been forthcoming to grace the pages of a first class publication; however, under the prevailing circumstances of editing a magazine through the uncontrolled custom of unremunerated voluntary contribution, (which is the system of many fraternal and trade publications) rather than by an organized commercial system of news editing — we cannot point to omissions, neglect, or responsibility of any person or group of persons for lack of material contents to regularly produce a sizable issue.

These circumstances have accustomed



our fine editor, Col. Hart, somewhat to facing extreme difficulties, which could in time bring our publication and organization to realization of an extremely serious crisis — nurturing stagnation — the most lethal enemy of organizations.

Fortunately this condition does not exist at least to any alarming extent at this time and can be easily averted by assistance of members of the N.A.A. and Ladies Auxiliary who enjoy reading and showing “The Auctioneer” and would like to see it expand and become a larger, better publication. This ambition should be an inducement to them to contribute to the material contents of their publication.

Qualifications of a columnist are not necessary to be a contributor of material for publication. Articles written in your own style on various topics are generally acceptable including letters and photographs.

Collecting newspaper clippings for reprint can become an interesting hobby. Clippings with contents relative to the Auction Business are especially appre-



## A Good Idea

I suggest that the President of every State Association be obligated to write, or see that a letter was written, to "The Auctioneer" every month from their Association. I am sure it would be of interest to other Associations as well as their own. I'd say let's all help Bernie to help us.

F. E. Fitzgerald,  
President, North  
Dakota Auctioneers  
Association

ciated.

As your official ambassador in the interest of the profession of Auctioneering "The Auctioneer" solicits your special effort that it may become a larger, better publication.

## Ohio Auxiliary In Columbus Meeting

While the Ohio Auctioneers' Association held their annual meeting, the Ladies Auxiliary also met at the Seneca Hotel, Columbus, Ohio on Sunday, January 13.

During the morning, after registering and a "get-acquainted coffee hour," a short business meeting was held with the president, Mrs. Rolland Featheringham in charge.

A delicious dinner was served at noon, after which the women joined their husbands to hear their featured speaker. They then retired to their room, where they heard a very interesting talk by Miss Fern Sharp of Columbus, Ohio, who is well known both as a radio and television star and also writes a daily column in the Ohio State Journal. The ladies also enjoyed seeing a film which was taken showing highlights of the National Auctioneers Convention last summer at Kansas City, Missouri.

Although this was only the fourth meeting of the Ladies Auxiliary of the Ohio Auctioneers' Association, their membership is growing and they urge all Ohio auctioneers' wives to come with their husbands to the next meeting when another enjoyable and worthwhile program is being planned. The semi-annual meeting will be held June 16—also at Hotel Seneca in Columbus, Ohio. Any women who would like a special notice of this meeting may receive one by writing Mrs. Gene Slagle, Secretary of the Auxiliary, at Marion, Ohio.

## MISSING?

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## 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. Wm. M. Leibee—Buffalo  
Col. Dale Shelton, Jr.—Sheridan

### ELSEWHERE

The Ladies Auxiliary to the  
National Auctioneers Association

### QUEBEC

Col. Art. Bennett—Sawyerville

### TERRITORY OF HAWAII

Col. Louis L. Stambler—Honolulu

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## Olvey Ranch Sale Tops Million Mark

The 11,200-acre Olvey Hereford Ranch, Tallulah, La., was sold at auction by the J. L. Todd Auction Company, Rome, Ga., on December 11-12-13. The ranch was owned by John W. Olvey and John W. Olvey, Jr. Successful bidder for the tract was W. H. Beene, Bossier City, La., who took the track for \$865,000. Half the mineral, oil and gas rights were retained by the Olveys.

Following the land sale was the auction of the machinery which brought

\$66,782.75. The registered Hereford cattle sold during the next two days with A. W. Hamilton, Lewisburg, W. Va., and Bill Pace, Memphis, Tenn., and George Collins, Decatur, Ga., as auctioneers, and total volume was \$137,497.50, making a grand total on the sale of \$1,049,280.25, which is one of the largest transactions of its kind ever to be staged in the South.

Over 4000 persons from the south, west, north and Cuba attended the event.

Col. Todd and other auctioneer members of the firm bearing his name are members of the NAA as are Cols. Hamilton and Collins.



## North Dakota Officers



New officers and directors of the North Dakota Auctioneers Association elected at the annual meeting held at Bismarck, December 15 from left to right: front row: Col. R. J. Rocheleau, Willow City; Col. S. W. Campbell, Fairmount, director; Col. Jim Davis, Ypsilanti, vice president; Col. F. E. Fitzgerald, Bismarck, president and Col. Sylvester Wallace, New Rockford, director. Col. Harry Berg, Bismarck, secretary; and Col. W. A. Garske, Lakota, director. Not pictured is William Schnell, Dickinson, another director.

Fitzgerald, an auctioneer for 35 years, formerly operated Beulah Livestock

Sales Co. and is president of the Missouri Slope Livestock Auction, Inc.

Twenty-one auctioneers attended the gathering which opened with a noon luncheon in the Patterson hotel.

Speakers included Fitzgerald, Glenn O. Haugen, assistant Burleigh County agent; Marion Piper, editor of Bar North; the Rev. Elwood Cassedy of Sentinel Butte, and Ray Schnell, Dickinson.

A roundtable discussion was held on licensing and bonding of auctioneers and a committee will be selected to lay plans to bring such matters before the state legislature.

## Power To Think Called Aim Of U.S. Education

Submitted by Walter Carlson, Triumph, Minn. and reprinted from the Minneapolis (Minn.) Tribune.

\* \* \*

The new United States commissioner of education believes children should be taught the old-fashioned three Rs. But he believes it's just as important that they be taught to THINK, and to think "within a democratic framework."

He believes that in today's world

American education carries a heavier than ever responsibility to develop each individual's fullest possibilities, for both his own and the nation's good.

He believes schools and teachers today are far better than they were in "the so-called good old days."

The new commissioner, Lawrence G. Derthick, on leave as superintendent of Chattanooga schools, emphasizes one more point.

"No appraisal of my theories on education would be complete," he says, "without a firm statement of my belief that the schools have a duty to impart moral and spiritual values. With character foundations well established



## IN UNITY THERE IS STRENGTH

in our youth, we can face the future looking forward to its marvelous promise instead of to its fears."

The principles that Derthick laid down in a nearly two-hour interview a few days after he had taken over as head of the United States office of education were his own.

He made it clear that he had no intention as commissioner to attempt to force them on the schools and colleges of the nation.

"My view is that the federal government should exercise leadership but not domination, and assistance but not interference," he said. "Control of education rests with the states and communities."

Derthick is already on record as "hopeful that federal aid for school construction will be enacted quickly and harmoniously by congress" under a plan "designed to encourage increased financial effort by local communities and states."

He has called for support of the supreme court's school desegregation decisions but has urged Americans to avoid extremes in meeting them.

"I believe in the old-fashioned three Rs," Derthick said. "Our youth must be well grounded, too, in the essentials of history, science and literature. But these things by themselves are not enough. Our youth must be taught how to think."

Man at Door: "Do you know where John Pimple lives?"

Lady of the House: "John Pimple? I don't believe I know him. But here comes the mail man—I'll ask him. Say, mail man, have you any Pimples on your route?"

Mail Man: "No, Ma'am! I walk this way 'cause I've got a soft corn."

## YOU MISS SO MUCH

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**803 S. Columbia St.**

**Frankfort, Ind.**





It's Christmas time in New Jersey and members of the New Jersey State Society of Auctioneers are enjoying a big family party. complete with Santa Claus. For more about this splendid meeting read the story on the opposite page.



# Christmas Party A Big Hit For New Jersey Auctioneers

By COL. RALPH S. DAY, Secretary

Auctioneers really can talk about and do other things besides tell each other how good they personally are at their profession — what a helluva guy they are on the block, etc. Given the opportunity for a 'Party' and they really show how good they are and what wonderful families they have, that after all people are just nice people anywhere one finds them!

It's a cinch that our regular December meetings of the future will be Christ-Parties as established by this one.

The regular December meeting was held at the Far Hills Inn, Somerville, N. J., Friday evening, Dec. 7, 1956, at 6:30 P.M. Each auctioneer brought a gift for each child in his group and a gift for each man or woman in his party.

Col. William A. Oliver did a superb job as "Santa Claus" with Col. James G. Oliver, his son, assisting. Col. Bill has been doing this extra-curricular job at Children's Homes, etc., throughout his Bergen County area for over 40 years and has developed a technique very contagious and also very convincing.

Col. Morris Weinstein and family traveled the most miles for the meeting-party, approximately 100 miles one way. The Oliver's were next with approximately 70 miles; Col. Van Sciver and family 60 miles; and many others way down the line with about 50 miles. So you see we have quite a fine spirit in the association.

Three new members were elected at this meeting too. Col Charles Holtzhauser, Mullica Hill, Gloucester Co., N. J.; Col. Frank Schurich, Fairlawn, Bergen Co.; Col. Winfred Hinkley, Jr., Ogdensburg, Sussex Co., N.J.

Interesting sidelights of the evening were announcements of the 46th wedding anniversaries of Col. and Mrs. Russell A. Tinsman and Col. and Mrs. Watson Van Sciver. Also, Col. B. G. Coats

introduced his bride, and received in turn a kitchen-utensil serenade organized by the irrepressible Col. Bill Parr, et als. (some racket). Col. Winfred Hinkley announced his appointment as a U. S. Government Auctioneer and that he was flying to Colorado Springs December 15th to conduct his third U. S. Government Auction.

Our newly acquired Webcor Hi-Fi Royal-Coronet Tape Recorder sure did prove its worth at this meeting-party to a busy secretary. Since it records on a single roll of tape for four hours. This whole occasion is on tape already for me at any time I decide to write up the minutes of the business meeting. No lost or undecipherable notes, no question as to who said what and when or on what subject, it is all there on the tape and I can play it back as many times as I need. I sure can recommend one of these machines for you for the National Convention if you haven't already got one.

Our Annual Meeting is February 4th, 1957, at Far Hills Inn.

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## Convict's Goods To Be Auctioned

ST. PAUL, Minn.—Nearly a year ago to the day after his capture, the personal belongings of James P. Taylor, convicted slayer of a Minnesota banker, will go on the auction block to satisfy a judgment.

Taylor, now serving a Federal life term for the death of Cashier Kenneth Lindbergh following the robbery of a Thief River Falls, Minn., bank has a judgment against him of \$5,376 by the American Express Co., whose checks were part of the more than \$15,000 taken from the bank in November, 1955.

The auction will be held Dec. 10 in the U. S. marshall's office here.



## Lions Club Raises \$2,000 At Auction



Two thousand dollars was raised in four hours by the Lions Club of Marshall, Mo., with the assistance of the six auctioneers pictured above and five others who were not present when the picture was made.

Shown above, left to right, are Henry Stedem, I. G. Dyer, Walton McGraw, Wm. C. Callis (President of the Marshall Lions Club), Marvin Boner, Virgil Whitfield and R. D. Patrick. Also assisting

with the sale were Nicky Iman, B. D. Brumble, Newt Hollywood, Paul Halsey and Udell Blakemore.

The sale was held in the Mary Lou Theater at Marshall, with 600 people in attendance. An average of one article per minute was disposed of in the four hour sale. "Such occasions as this makes the public more Auction minded," says Marvin Boner, NAA member who furnished the picture for this publication.

## Auction Of Planes Off To Chilly Start

OLATHE, Kans —An auction company which has sold everything from mules to hardware in its 60 years, tried a new pitch Sunday: airplanes.

The proposition was simple: Fly your plane to the Olathe airport, plunk down a \$10 listing fee, and add a 5 per cent commission if your crate is sold. The firm advertised this formula and the auction date, in 14 states.

Everything went according to plan

except the weather. It was cold. It rained. It sleeted. The wind was up and down.

At 12:30 p.m., the scheduled start of the auction, the auction people still were scanning the skies for customers. Only six planes had shown.

Then a group of one hundred would-be buyers and kibitzers moved from a warm hangar to the wind-swept field and auctioneer Bill Gross called for the first bid. This was on a plane that belonged to the now-disbanded Olathe Air Scouts.

Nobody knew just how many hours



the machine had logged, but it brought \$375. Two more planes sold, for nine hundred dollars and \$6,500, respectively. The later was flown to Olathe, near Kansas City, from Denver.

Mr. Gross was undismayed by the slender volume.

"I still think it's a good idea," he said. "It ought to be big business, once we get into the swing of it. We just didn't have the break on the weather."

Mr. Gross said the firm will try another plane auction next month.

## New Owners Operate Casa Grande Auction

CASA GRANDE, Ariz. — It was announced here recently that the new owners of the Casa Grande Auction & Feeding Co. are B. J. McReynolds, Pat Trudell and Stanley Martin. At its initial sale two weeks ago under the new management about 900 head of cattle were

sold. Sales are held each Wednesday.

In addition, the firm also does commercial feeding, at present about 3,000 cattle.

## Bison Go To Market

CHICAGO—The United States Department of Agriculture reported that a carload of American bison was sold at the Sioux City (Ia.) livestock market in normal trade.

The carload — mostly heifers — of around 850 pounds each sold for \$11.50 a hundredweight. The shipment came from Montana and was sold to "country account" indicating the bison were to be further fed and fattened.

A veteran USDA observer said this was the first time that American bison—which once roamed the plains of the west in great herds—had been sold in a regular livestock market transaction.

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# THIS AND THAT . . .

By BERNARD HART

Indiana Auctioneers (I am told) had their best State Convention on record, January 7. A severe case of poisoning of some sort prevented my attendance—and I wanted to be there. The following day I received a long distance telephone call, one auctioneer drove from another county, through a snow storm to see me and a bouquet of flowers from the Indiana Auctioneers Association arrived — which makes one happy that he is a member of such a fine profession.

★ ★ ★ ★

Auctioneers conventions are much in the public eye at this time and you will find a good deal of information in this issue concerning our own National Convention. It will be at the Olds Hotel, Lansing, Michigan, July 18-19-20.

★ ★ ★ ★

A minister's sermon is something that would generally benefit most those who are not in church. We think the NAA would help most those who are not members and those who would derive the most from an Auctioneers' Convention are those who stay at home. Other businesses and professions are faced with the same problems. Reporting on the recent National Retail Farm Equipment Association Convention, a writer says, "As is the case in all dealer organizations much of the value of the meeting came from the fellowship with other dealers and their exchange of ideas."

"A common comment heard after the convention sessions was that the dealers who really need the help to get going were not present to hear the valuable story."

By substituting the word, auctioneer, for dealer, isn't the same true of our own conventions?

★ ★ ★ ★

Last month on page 3 we mentioned the tremendous interest taken in auction sales by one of the nation's largest newspapers. B. G. Coats tells us he was so taken by the idea that he immediately took it up with the newspapers that do

most of his auction advertising. The reception was favorable and they are going to furnish posters similar to those used by the Tribune. This latest piece of auction promotion of the Tribune is large posters describing the sale with their own "commercial" at the bottom. If you are interested in something of this type in your own community, we suggest you contact Col. Coats for more details.

★ ★ ★ ★

Promotion of our business or profession is an item that does not attract our best talents. Col. Don Bowman mentioned at the Missouri convention last December that we could furnish programs for the various service clubs and in so doing get the members more interested in the auction method of selling and the auctioneer individually. We are in receipt of a newspaper clipping telling of NAA member, Fred W. Smiley of Saginaw, Mich., speaking before a PTA group in that city. We need more auctioneers doing similar deeds.

★ ★ ★ ★

Again we appeal to officials of State Auctioneers Associations for news from your state and your organization. The more we think of Pop Hess' idea described in this column last month, the more we like it. Can't we do something about it.

★ ★ ★ ★

Speaking of State Associations, Nebraska can certainly be proud of their own and we like the stories about the members as President Jimmie Martin has furnished for this issue. Surely you other states are not going to stand back while Nebraska takes all the glory. We'll be looking for you —and a listenin'.

Right in the middle of the dramatic last act a drunken voice shouted out from the balcony: "Is there a doctor in the house?"

A bewiskered gentleman gravely arose, saying: "I'm a doctor."

The drunk leered amiably. "Hello, Doc," he said, and sat down.



## TEN YEARS AGO

The following gleanings are from the "AUCTION NEWS-LETTER" dated February, 1947:

The eight pages in this issue, Vol. II, No. 2, are filled with reprints of addresses made at the National Convention. Col. Jack Gordon of Chicago, the newly elected President of the National Society of Auctioneers, is the author of most of the material on Page 1, as he gives advice and admonitions regarding the Auctioneer and his profession.

★ ★ ★ ★

Other speeches reprinted in part in this issue include those made by Col. Q. R. Chaffee, Col. L. Oard Sitter and Col. Clyde M. Wilson. Ten year old pictures of these gentlemen would be interesting for their many friends to see now. Cols. Gordon and Chaffee look much the same as they do today but 10 years ago, Clyde Wilson had the appearance of a dapper young college student.

Seventy-five would-be members have been turned down by the National Society of Auctioneers says the St. Louis Globe-Democrat in its issue of January 15, 1947. They credit this information to retiring NSA President, Col. Bud Cutter, Alva, Okla. Reason for rejecting these would-be members was unethical practices.

★ ★ ★ ★

A reprint from the Chattanooga (Tenn.) Times describes the big mule auction promoted by Col. Bob Winton, Decherd, Tenn. One team of 4 year olds sold for \$1,000 to a McMinnville, Tenn., buyer. Many of the 400 mules sold had been shipped from Missouri and Iowa.

A young lady in a car was being chased by a speed cop. Spying a filling station, she slammed on her brakes, came to a screeching stop, hopped out of the car and dashed into the rest room. Ten minutes later she emerged, and before the cop could get in a word, she said, with a sigh of relief:

"Boy! Was that a close one. I just made it."

---

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# THE LIGHTER SIDE . . .

## HELP WANTED

"What makes you say Smith is stupid?"

"Well, he saw a poster in the post-office saying a man was wanted for bank robbery in New York, and he applied for the job."

## WASTED EFFORT

A young man in a railroad car sat opposite an old lady. For some minutes he sat chewing gum vigorously. The old lady leaned forward and said, "It's so nice of you to try to make conversation with me, young man, but to tell the truth, I'm really quite deaf."

## YEP, TOO MUCH

Mrs. Haines: "I'm not surprised Lucy's husband is sick. He takes too much exercise."

Neighbor: "What makes you say that?"

Mrs. Haines: "Lucy told me he was out five nights running last week."

## TRUSTS HIS WIFE

The community loafer was seen to start off towards the creek with his fishing pole on his shoulder. A neighbor asked him, "Do you think it is right to leave your wife at the wash tub while you go off fishing?"

"Oh, yeah, it's all right," said the man. "My wife don't need no watching. She'll work jest as hard as she would if I was right there!"

## SHORT VISIT

The Sunday School teacher of the very small children asked them if they wanted to go to Heaven. All the little cherubs raised their hands except one.

"Why don't you want to go to Heaven, Tommy?"

"Well, it hasn't been so very long since I came from there."

## NOT A CHANCE

Diner: "How long have you been working here?"

Waiter: "Just started a week ago, sir."

Diner: "Then you can't be the one that took my order."

## REAL HELP

The drunk weaved his way to his car, opened the rear door and climbed in. "Here, here," cried a cop. "You're in no condition to drive."

"Oh shtop botherin' peashful citizens. If you want to do something ushful, whynt you catch the guy who shtole my steering wheel?"

## KNOT-DELAYED

The bride is speaking from the luxurious depths of an oversized bed. "Darling, I can hardly believe we're really married." No answer. Again—"Darling, it just doesn't seem we are married at last." No answer. More time drags agonizing by. Restlessly, the bride spoke again, "Oh, honey, I just can't believe we're really married."

The groom finally speaks—in a voice contoured with rage and frustration—"If I can get this dam shoelace untied, you will."

## VOICE OF EXPERIENCE

A minister's son applying for a job as a policeman, passed the written tests and started his oral quiz. To the question, "How would you disperse a mob?" he promptly replied, "I'd take off my hat and start making a collection."

## INTERESTED

The sinister note read: "If you don't send \$1,000 immediately, we'll kidnap your wife."

Answer: "I don't have that much money, but your proposition interests me."

## STEWED OR FRIED?

Two society leaders in an African cannibal tribe were discussing marital troubles. "I don't know what to make of my husband these days," said the first.

"Don't let that bother you," the second reassured her. "I'll send over my new book of recipes."



# IN UNITY THERE IS STRENGTH

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## SURELY NOT

While visiting the zoo, a not-too-intelligent individual saw a baby deer. Its keeper stood nearby.

"What kind of an animal is that?" the gentleman inquired.

"You mean you don't know?" the keeper replied. "What does your wife call you every morning?"

"Say," exclaimed the visitor, "you don't mean to tell me that's a skunk."

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## DEFINITION

Son: "Dad, what does pro and con mean?"

Dad: "Well, son, pro is your convincing, unanswerable argument and con is the other's fellow stupid driveler."

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## REASON

"Won't you walk as far as the street-car with me, Tommy?"

"Nope, I can't."

"Why not?"

"'Cause we're gonna eat dinner just as soon as you're gone."

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## MATTER OF TASTE

A wealthy business man in quest of an even wealthier widow, consulted a marriage broker. The broker described "a girl who looks like a picture" and made arrangements for them to meet.

The businessman winced as he spotted the woman, conspicuous by her cauliflower ears, a nose that resembled a bent fender, and a mop of tangled hair. "I thought," he scolded the broker, "that you said she looked like a picture."

The broker shrugged. "Either you like Picasso or you don't!"

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## THAT DEPENDS

Housewife (hiring new maid):

"And how much wages do you expect?"

Applicant: "That depends. Do you peel or unfreeze?"

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## COMPLIMENT

"Do you know, Dear," the husband observed, "that the biggest idiot always marries a beautiful woman."

"It's about time you handed me a compliment," the wife retorted, "and I must say you did it very nicely."

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## USEFUL

According to a story going around Western Europe, one Prague resident refused to join the outcry against a new Communist statue in the city's public square.

"Why not a statue?" he asked. "It'll give us shade in the summer, shelter in the winter and an opportunity for the birds to speak for us all."

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## THE TEXAS WAY

A Texas GI was playing poker with some English soldiers. He drew four aces. "One pound," ventured the Englishman on his right.

"Ah don't know how you'all count your money," said the Texan, "but ah'll raise you a ton."

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## YOU CAN'T WIN

When adults act like children, they're silly. When children act like adults, they're delinquent.

---

## HE'S STYMIED

"Now Sam," said the judge to the town's most shiftless character, "do you solemnly swear to tell the truth, the whole truth, and nothing but the truth?"

Sam nodded.

"Well, then," continued the magistrate, "what have you got to say for yourself?"

"Gosh, your honor," replied Sam, "with all those limitations you just put on me, I don't think I've got anything to say."

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## REQUIRES COLORFUL LANGUAGE

A rather grim faced minister returned to a used car dealer and said:

"I am returning the secondhand car you sold me last week."

"What's the matter?" asked the salesman. "Can't you drive it?"

"Not and stay in the ministry," replied the parson.

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## LIKE FATHER, LIKE SON

"Pop, why do you sign my report cards with an X instead of your name?"

"I don't want your teacher to think anyone who can read and write has a son as dumb as you."

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## Hospitalized

As we go to press with this issue it is with sincere regret that we must bring to you news of the serious illness of two of our better known members.

Col. Floyd L. Hopkins, Cleveland, Ohio, has been hospitalized since undergoing surgery before Christmas and remains in serious condition at the Euclid-Glenville Hospital, Lakeshore Blvd., Cleveland.

Col. J. Hughey Martin, Colchester, Ill.,

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is in St. Francis Hospital, Macomb, Ill., after suffering a severe heart attack on January 14.

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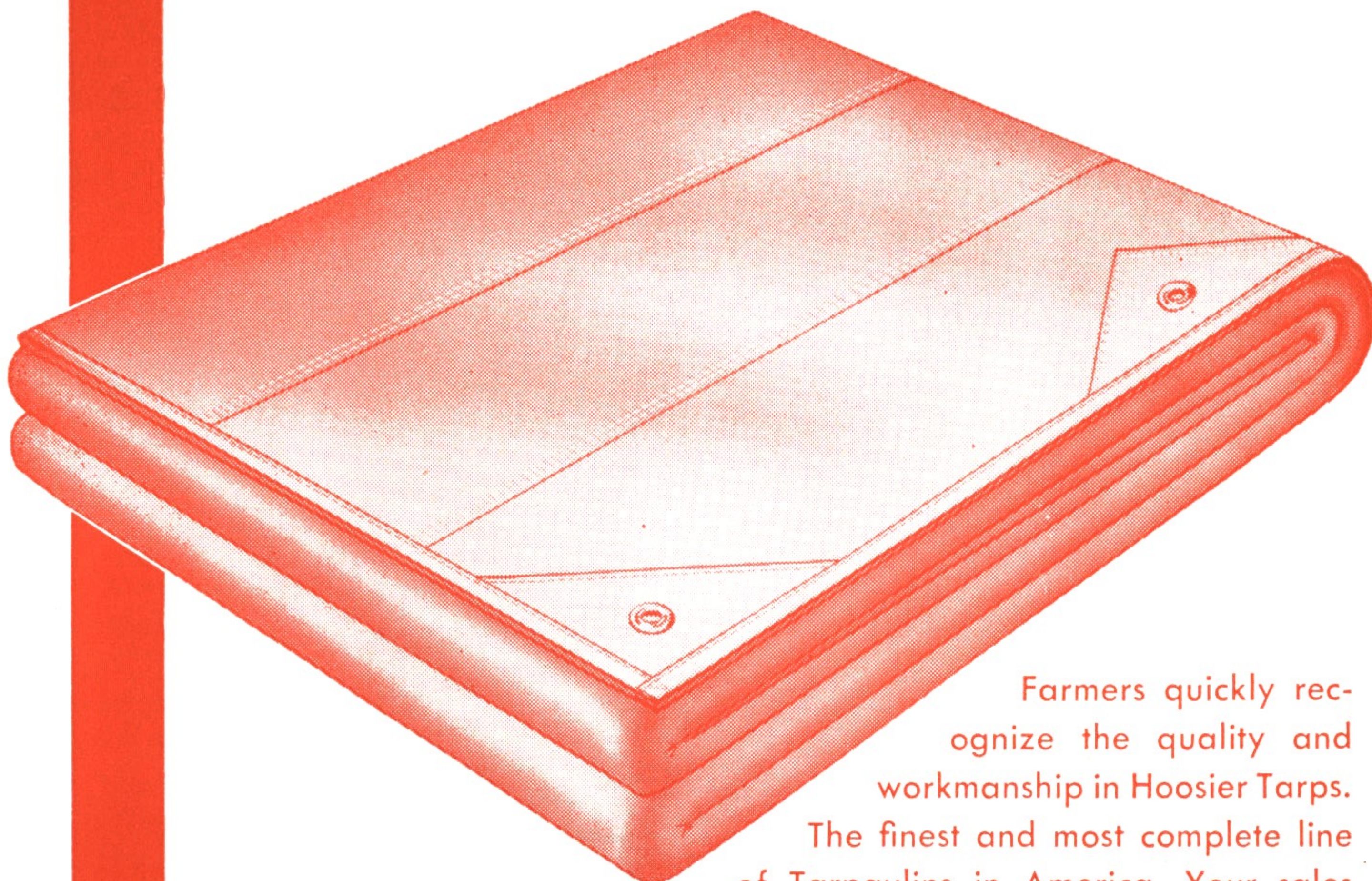
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