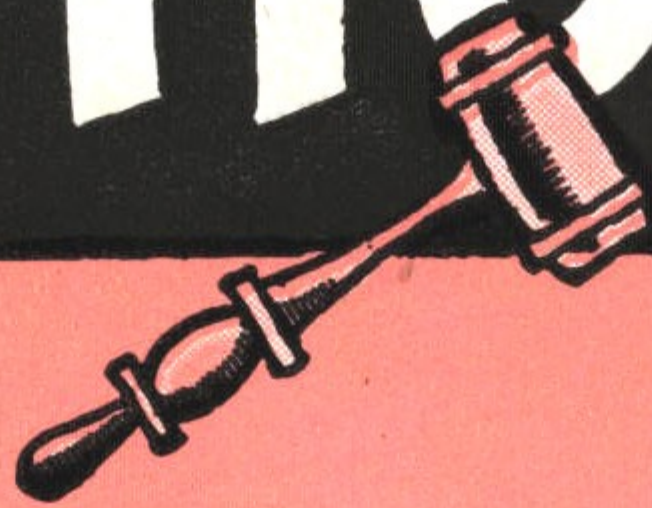


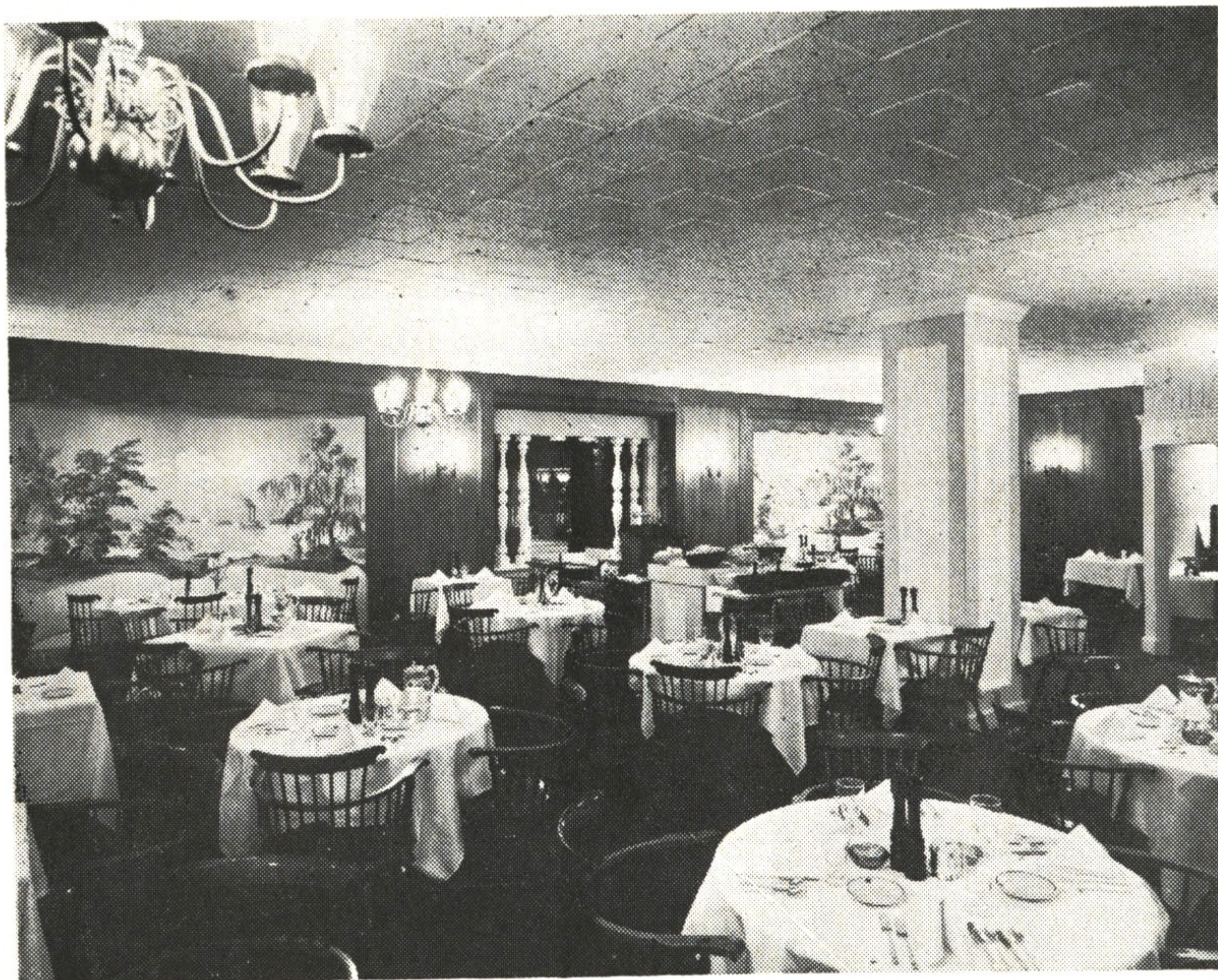
# *the* AUCTIONEER



"DO YOU THINK OHIO WILL DRY OUT IN TIME  
FOR THE AUCTIONEER'S CONVENTION IN JULY?"



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The luncheon menu offers a good selection of hot Frontier size open face sandwiches and salads. Complete luncheon and dinner menus daily; brunch and dinner on Sundays.

Delicious, tender Aberdeen Black Angus steaks and speedy, courteous service is the forte of the Netherland Hilton's Frontier Steak House. This charming dining room, decorated in the Georgian tradition, is a genuine steak house which serves Aberdeen Black Angus steaks and beef exclusively — the pride of chefs the world over. This is a "first" in Cincinnati. The dining room is under the direction of Warren Wheat and Executive Chef Mario Astor.

Though the dinner specialty is charcoal broiled steaks, roast prime rib of beef, broiled or fried spring chicken, fresh Rocky Mountain brook trout and frog legs are popular items in the Frontier Steak House, too. There's always a tempting array of desserts: a myriad of French pastries, French strawberry pie, cherries jubilee, flambe, which appear to be — and are — too good to pass by.

**Scene of our 1963 National Convention**

# **National Auctioneers Association**



**THE AUCTIONEER**  
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# Forty-Five Years Experience In Public Sale Clerking

Way back on January 1, 1911, Elmer W. Baumgartner came off of the farm as a young man 21 years of age and joined Baumgartner Brothers Hardware Company in the small city of Berne, Adams County, Indiana. Having been born and raised on a farm, even though young, Baumgartner left the farm, it was his satisfaction to be able to deal with farmers, particularly in the selling of farm machinery. As the old saying goes, "You can take a boy off of the farm but you can never take the farm out of the boy." For nearly eight years it was made possible to become acquainted with Farmers far and wide as well as people in general.

First Bank of Berne felt the need of furnishing a clerk to the farmers for public farm sales as well as to people living within the little city of Berne. One day the Cashier, Joseph Winteregg, approached young Baumgartner as to whether or not he would consider to become the official sale clerk for First Bank of Berne. This invitation was accepted and for five years, prior to becoming a member of the First Bank of Berne personnel, Mr. Baumgartner clerked the sales for the First Bank of Berne.

On December 1, 1918, Mr. Baumgartner joined the personnel of First Bank of Berne and, of course, continued more than ever before to clerk sales not only for First Bank of Berne clients but for anyone within reasonable distance who asked for a sale clerk. Having a wide acquaintance in banking circles all over the state and beyond, Mr. Baumgartner became known as a bank president who clerked more sales than anyone else in Indiana as far as it is known during the more than forty-four years of his connection with the said bank. Up until December 31, 1962, Mr. Baumgartner clerked 1,313 sales for a total of \$4,000,219.17 which went through his hands at public sales. Unfortunately, he has no record of the five years when he was employed in the hardware firm of Baumgartner Brothers and Company, but with average sales of approximately 30 to 40 a year this would

add considerable to the number of sales clerked and total money received.

Why should banks provide a clerk at public sales? It has always been the opinion of First Bank of Berne that an excellent public relations opportunity presents itself in this matter of clerking public sales. This has indeed been the experience the bank has had. Any country bank who does not provide for sale clerks, misses a wonderful opportunity to be of service to its customers and, particularly, to the farm customers. The work of a bank to furnish a sale clerk goes way beyond simply sending someone out to a sale and putting the sale on paper and to turn over the money to the man who has the sale. First Bank of Berne provides for credit at these public sales out in a man's barnyard or wherever the sale is held, just as if a borrower came to the bank to apply for a loan. It happens many times that a farmer comes to a sale not with the intent of buying anything, but some article is being sold, a piece of machinery or some livestock, which he believes if he had the money should bring a higher price and that, if he had the money or the credit, he would bid on the article or item because he felt it was worth more than the bid at that particular time. The one in such a position, perhaps, has hogs which are not ready for the market for another 30 or 60 days or he has some grain not yet sold or beef cattle not ready for sale, and so he simply steps up to the bank clerk and asks whether or not it would be possible to borrow the money to purchase the item being up for sale at that particular moment. Credit is granted where credit is due, and very often, because of such credit granted on the spot, the farmer who has the sale greatly profits by it by receiving a higher price for the item or for the sum total of the sale when the sale is over. The payments of such loans made at a sale or the persons making such loans have an excellent record and the loss is practically nil for the bank. The nice part of it is that credit is given, not by the man who has the sale, but by the bank itself and thus



## IN UNITY THERE IS STRENGTH

the farmer will never have to be told, "Sorry, but the man who gave the note at your sale is in default." The farmer gets the cash and no worry about any credit that he might have given at a sale.

In the matter of public sales, Mr. Baumgartner would like to mention that the auctioneers must at all times use good judgment and who know human nature and make use of all of this: One who just takes bids is the least of the auctioneers worth. He must know, as much as the possible bidder, whether the bidder means no when he says no, whether to give him a few more seconds to think. The auctioneer must know the current value of things, such as livestock, grain, household goods, farm machinery and keep abreast with current prices.

The sale clerk must, also, keep abreast with what's going on, particularly, on the farm to be of real help. This Mr. Baumgartner has attempted to do.

The Indiana Bankers Association called on Mr. Baumgartner to be President of this Association for the year 1949 and 1950. For nine years he was the Indiana member of the Advisory Council of the Independent bankers Association, a national banking

organization. He regularly attends a bankers farm clinic at Purdue University in the month of March of every year and was Chairman at one time of the Indiana Bankers Association Agriculture Committee. In 1951 he was awarded the Purdue Agricultural Alumni Association Certificate of Distinction for outstanding service to agriculture beyond the call of duty. In 1954 he received recognition upon nomination by the editors of major bank publications, an election by his fellow bankers of the state of Indiana for his influence for increased soil fertility and improved livestock breeding and a constant inspiration and guidance to farm youth. These publications consisted of Bank News, Mid-Continental Banker, Northwestern Banker, Commercial West and the Spencer Chemical Company. He has served First Bank of Berne as Assistant Cashier, Cashier and since 1945 has been the President and in recent years, also, Trust Officer of the bank.

It is not only in the field of banking and sale clerking in which Mr. Baumgartner is interested. He is chairman of the Board of Trustees of Bluffton College at Bluffton, Ohio; a member of the Board of Trustees



Probably the only bank president in Indiana still actively engaged in clerking sales, Elmer Baumgartner has had more experience in the auction business than many auctioneers. Here we see him behind his desk at the First Bank of Berne.



of Mennonite Biblical Seminary at Elkhart, Indiana; and is active in the General Conference Mennonite Church, whose headquarters are in Newton, Kansas. In his local church in Berne, Indiana, he has been a deacon for 26 years, has taught a Sunday School Class for over 40 years, and has been a member for many years of the different choral organizations of the church.

Mr. Baumgartner believes that a well-balanced life must include an interest in things which are spiritual lest he becomes lopsided and finds himself in a rut, going after things which in the final analysis have no value. His family and home have been a haven of rest and peace who was the father of five children until recently when the oldest daughter met tragic death in an automobile accident. Sixteen grandchildren, are an "apple" in the eyes of Mr. and Mrs. Baumgartner, who are looking forward to the Golding Wedding celebration this coming April of 1963.

## UNFINISHED WORK

By Col. B. G. COATS

I am going to exercise my "editorial prerogative" and confine my notes to personal observations.

During the past two years our Association has suffered the loss of valued members. They were taken from us at a time when their efforts and words of wisdom were counted upon for guidance and inspiration. They all gave many years of service most admirably and as a result of their efforts our Association has reached an all time high in prestige and membership. Their unselfish contributions to the raising of the auctioneering profession and the enlargement and influence of the National Auctioneers Association, establishes a record that we all should be mighty proud of and one that should make each of us realize our responsibilities as members and carry on the good work which they so faithfully rendered. The greatest tribute we can pay to our departed members is to pick up where they left off and continue the fulfillment of their ambitions. Such a task is not an easy one. It calls for sacrifice and dedication on the part of every member, because upon

## Indiana License Act Is Killed

Auctioneers will continue to enjoy the freedom of operating without a license in Indiana for at least three more years. The act sponsored by the Indiana Auctioneers Association and introduced into the 1963 legislature was one of the more than 400 bills that died in committee.

Vigorously opposed from the start by a few auctioneers who depend upon that profession for their entire livelihood, the opposition mounted with an organized force. Meetings in opposition to the act were held in Lafayette and Indianapolis, lengthy petitions were presented by auctioneers and taxpayers alike and on the day the bill was introduced into the Senate, a barrage of telegrams were sent to the lawmakers by those auctioneers opposed to the act.

our shoulders falls their unfinished work.

With each passing year the Association, "The Auctioneer" and the membership has grown together, each in a particular way. The Association continues to enlarge in membership and is recognized as a leader in the society of membership organizations devoted to enlightenment and progress. Our Association speaks for us and we are aware that the greater number of members that we have the more effective our Association will be. This is part of the unfinished work that falls upon us.

"THE AUCTIONEER" has bloomed into a publication without peer, whether we consider size, prestige, or textual content as a measure of success. There remains much to be done, other unfinished work. The editor, has grown too, in weight of years and experience. He has the rare privilege of working for and with people who may be categorized best as being "the salt of the earth." Here again there is much unfinished work.

It is our lot to continue to serve where our departed members left off. Let us pledge ourselves to strive toward all that is good for our Association and our profession. That is the unfinished work they willed to us.



## A Sign of Fellowship

By FRED S. RAMSEY

Among the many wonderful advantages, we, as Auctioneers, obtain from the State and National Auctioneers Associations is the Friendly fellowship that we build with our fellow Auctioneers.

A few years ago in Middle Tennessee there was a bitter unfriendly feeling among competitive Auctioneers, no cooperation existed, each one was for himself working against the others. They would actually do or say things they hoped would prevent their competitor from having a successful sale. How Stupid!! It is obvious that every successful auction advertises the auction method of selling and every auction that does not come up to par reflects unfavorably on us all.

Today as results of Auctioneers from all over the State working together and meeting together with their families in the State and National Associations there exists a friendly and cooperative work together feeling which is a healthy sign and I am sure that everyone is greatly benefited and certainly the Auction Profession as a whole. I have pleasantly observed this change of feeling which has taken place over the past few years. A change completely from bitter resentment to one of friendly helpful cooperation. That this latter feeling exists was proven to me when we lost our office by fire. Most every Auctioneer in this vicinity called offering to lend us their sound equipment and office equipment and rendering any aid they possibly could in helping us to get relocated and on our feet again. In fact, with their aid and equipment we were able to open in a new location on Monday morning after our fire on Sunday. Such help and aid is really appreciated and especially so when it is greatly needed.

To our great neighbor, the State of Kentucky, goes the credit for a plan that has extended this friendly feeling of fellowship and cooperation into surrounding States. The plan which has worked so well for us, and I hope for them, is an exchange of speakers and ideas between the two State Associations. I suggest that other States having trouble in securing speakers for their programs give this a try.

The Tennessee Auctioneers Association in

their business meeting on January 14, had the pleasure of having as one of their speakers, the National President, Col. Darbyshire from Wilmington, Ohio. Since our main topic at this meeting was a "State Licensing Law" we were greatly assisted by Col. Darbyshire, who came straight to Nashville from a meeting at Columbus, Ohio, where the Ohio Auctioneers were discussing a similar law. Kentucky again was very helpful to us in this project in sharing with us their plans and ideas in getting their Licensing Law passed which seems to be working very nicely for them.

Thanks again, Col. Darbyshire, for your splendid talk and assistance in our recent meeting.

The family and I are looking forward to seeing all the Auctioneers at the National Convention in Louisville this summer.

---

## News From The North

By BOB PENFIELD

Weather has turned spring like on the prairie and auctions are well under way up here. We have one of the nicest runs of spring sales listed that we have had for several years.

I had a nice visit with Fred Chandler at the Rapid City Winter Show in February, also saw Ozzie Wilson, Willis Hanson and John Leibel there.

The big news in North Dakota this winter, of course, was the Real Estate Auction Seminar sponsored by the State Association. As of this writing, I am in Bismark after having taken in the first day of it. Many new ideas were discussed today. Another article will give a complete report of the Seminar.

The North Dakota Auctioneers are well represented in our state Legislature which is now in an overtime session. At least three active auctioneers are here, namely Cols. Reiten, Torgerson and Glaspy.

I hope to have some real good sales to report by next month.

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The wisest is ignorant in some things.



# Challenges To The Auctioneer And The Auction Profession

By BERNARD HART

TARGET DATE FOR THE FIRST TELETYPE LIVESTOCK AUCTION is now March 15, says H. C. "Bud" Jackson, manager of the California Farm Bureau Marketing Association, Visalia. The association began early this month to install a network **that stretches from Artesia to Marysville**. Sign-up to date includes 12 meat packers and 19 feed lots.

The above is a reprint from the February issue of Western Farm Journal. This magazine (The Auctioneer) published a lengthy article a few months ago concerning these robot auctions. A few issues later we had an item stating that another area was watching this California experiment and if it proved successful the same thing would be tried there.

One does not need to be a mathematical wizard to realize that many thousands of dollars have gone into the preparations for these teletype auctions. There certainly must be a reason or reasons behind the motivation of this plan. We do not know what it is but we could make a few guesses.

A few years back a Congressman from Texas gained national auction recognition when he said he attended a livestock auction and was unable to distinguish the words of the auctioneer. This Congressman was the victim of a certain amount of criticism and even some ridicule by members of the auction profession. Yet, we know that he was touching on a sore subject with some bid callers.

We have auctioneers that have the feeling that a sing-song chant is the only requirement. They have forgotten that salesmanship has always been an auctioneer's job and to be successful he must be an ultra super salesman. He must present his article, establish the selling price and close the deal in a short time. If he is going to act like a machine, perform like a recording, then why not replace him with a machine?



The cartoon on the front page of the Corn Belt Farm Dailies, issue of March 19, 1963, depicts a scoop shovel walking down the road with his worldly goods wrapped in a handkerchief and hanging from the stick over his shoulder. He is saying, "Just don't let anybody tell you automation can't take your job."

**Mr. Auctioneer, it can happen to you. What are YOU going to do about it?**

Not long ago we heard a speaker say, "We hear Nero being criticized because he fiddled while Rome burned. We can see nothing wrong with this because we don't think he was a fire fighter anyway!" Are the auctioneers of America as helpless as Nero?

While automation is trying to get a foothold in our profession what are we doing? We are bickering over license laws, trying to place restrictions upon the methods that has carried the profession of auctioneering to the heights we have reached. A clipping from a Maryland newspaper states:

Maryland auctioneers, when they cross



the Pennsylvania line to handle a sale are required to obtain a license at a cost of \$25 and put up a \$1,000 bond, while Pennsylvania auctioneers may come into Maryland with no license or bond whatever.

Why must we behave like children in a man's world — in a man's profession? If I can't play in your yard, you can't play in mine. What the Maryland proponents of restrictions on Pennsylvania auctioneers are forgetting is the fact that the Pennsylvania auctioneer must first find a customer in Maryland before he can practice his profession in that State. If Maryland owners desire Pennsylvania auctioneers to sell their goods there must be a reason. If we are ill we try and find the cause and correct it. We do not respond by making everyone else ill like we see happening in the auction profession.

We hear that a few Wisconsin auctioneers are favoring legislation that will keep Minnesota auctioneers out of their state. Another example of men behaving like children. While we have mentioned only two specific instances we know that they are not isolated cases. We can hear it in nearly all of the eastern states and a few of the others.

Now for the other side of the ledger. The news is not all bad — we still have men in the auction profession. This issue reports the organization of a new association in the State of Minnesota. These men are tired of the petty things that have been causing deterioration of their chosen profession and have resolved to build it back to its deserved stature.

In Indiana, only a few weeks ago, we saw auctioneers rally to defend a challenge to their profession. We congratulate them upon their actions but at the same time must add a line of criticism. Had they had the best interests of their profession at heart they would have attended their state meeting at the time the subject in question was voted upon. Had they voiced their opinions at that time the expense and ruffled feelings that followed would have been prevented.

We have always had small men in our profession but at the same time we have had those who stood ten feet tall, those men who built this profession to the important place it holds today. We are con-

fident that we still have tall men in the profession and that they will accept the challenges of today and lead us to ever higher places.

All of us need to shed our cloak of indifference and remember the heritage left us by such greats as: F. M. Woods, Fred Reppert, Earl Gartin, Art Thompson, R. C. Foland, Jack Gordon, Herman Sigrist, Guy Pettit and many others, both past and present. The least we can do is protect the heritage that we have been given.

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## Wolverine Holsteins Average \$766.47

Thirty-four head of Purebred Holstein cattle sold at the Wolverine Invitational on Monday, December 10th, for an average of \$766.47, for a total of \$26,060.00. Seventy-four head were sold during the 208th Wolverine Sale immediately following the Invitational making a total average of 108 head of \$468.24 for a total amount of \$50,570.00.

This was the first Invitational under the management of Glen Casey, who took over the operation of the Wolverine Sales Pavilion upon the death of C. B. Smith April. A large crowd of consignors, buyers and visitors braved the wintry weather to attend the sale.

The Pavilion had been newly decorated inside, as well as a new ceiling over the sale ring. New fans had been installed which added to the comfort of the people, and decorations in keeping with the season gave a festive affair to the entire building. With the addition of a new lighting system outside, the Pavilion has been given a "new face lifting" that brought many comments from the visitors.

Mr. Casey and his wife Dawn were hosts to more than 125 people Sunday afternoon for an open house and buffet dinner served in the basement dining room by the Pavilion. The meal was served by Walter Koss of the nearby Colonial Restaurant. Many other visitors came to the Pavilion Sunday, who did not stay for the dinner.

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**Membership in the N.A.A. provides a united voice for those in the auctioneering profession.**

**B. G. Coats**



# Livestock Auction Marketing

## Satisfies Producer And Buyer

**EDITOR'S NOTE** — Following is a "guest editorial" written by 18 year old Carol Jeanne Gardiner, Edmonds, Washington, for STOCKLAND MARKET NEWS AND VIEWS. The latter is a newspaper published by the Spokane, Wash., Livestock Auction Market. Miss Gardiner is a freshman at Washington State University and wrote the editorial after a visit to Stock Land Union Stockyards. She received an award of \$150 from Stock Land for submitting the best editorial of 150 entries.

This article is published through courtesy of StockLand and Col. M. J. Ford, Usk, Wash.

"Auction markets were once condemned as "places where a farmer could sell both a broken-down plow and a purebred cow with no idea of which would bring the better price."

This picture has changed greatly in the past 20 years. An auction trend beginning in the early 1940s and probably rooted in war-time transportation restrictions has grown to be the United States' major livestock marketing method as it gained public recognition as a legitimate and effective selling tool.

The first public livestock auction sale was held in Ohio in 1836. Some growth in the number of livestock auction markets took place during the early 1900s, mainly in the North-Central states. But very few auction markets operated in the Southern and Northeastern regions of this country during this time. The most phenomenal growth of auction markets took place during the 1930s. In 1930 there were only 200 markets in operation. By 1940 the number of markets in operation had increased to more than 2,000. The peak in numbers of auction markets was reached in 1952 with nearly 2,500 in operation. Since 1955 the number has decreased to about 2,250.

There are many reasons for the growth of auction markets. Livestock production has become more diversified. With the improvement and extension of hard surfaced roads. Trucking, because of its greater flexibility, has replaced the use of railroads

as the main system of transportation. Trucks can travel in any direction at any time with greater variety in size of load. Producers can take small loads to market when the animals are ready and save on holding expenses.

Producers who can get their livestock to market with a matter of hours are subject to less shrink and less probability of price fluctuation. Other factors for the growth of auction markets are the development of a more uniform grade and weight and more extensive collection and dissemination of market news.

The depression of the 1930s also influenced the development of auction markets. Prices declined steadily. At lower prices transportation and other marketing expenses composed most of the total gross value received from the sale of livestock. Auctions were close to producing areas so transportation costs for shipments to auctions were lower than sending to more distant marketing outlets.

Auction markets are places of business where livestock is assembled and sold by means of public bidding. Usually the sales are small and held only once a week. In 1955 more than half of all auction markets handled less than 10,000 marketing units. Only 5 per cent of the markets sold more than 40,000 units, selling a greater proportion of all livestock than did all of the auctions handling less than 10,000 marketing units.

Auctions receive the bulk of their supplies from local areas. In 1955 more than 60 per cent of the livestock consigned at auctions originated from within a 25-mile radius. But the proportion of livestock shipments from outlying areas tends to increase with the size of the auction.

The owners of a typical auction market select a sales day according to the availability of brand and health inspectors. Also, they select a day that does not conflict with the sales day of their competitors.

The order of sale is determined so as to accomodate buyers and maintain buyer interest. Auction market owners consider



# IN UNITY THERE IS STRENGTH

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shrinkage of animals and convenience to farmers. Usually livestock is sold within a class in the same order as it is received from the consignor.

The livestock is usually delivered to the yard on sale day. There often is no set deadline for arrival time. Upon arrival the animals are unloaded and inspected by yard personnel. A consignment receipt is issued stating the quantity, sex, mortgage (if any), and brand of the shipment. The consignor specifies how his livestock is to be sold. The animals are tagged and marked for identification. They are assigned a pen and feed and water are provided if requested. Brand inspectors confirm brands, sex, and quantity of the shipment so clear ownership can pass to the ultimate purchaser immediately, without controversy.

The actual sale of the livestock is the most important operation that the auction market transacts for the consignor. The auctioneer is skilled in knowledge and experience. Keeping the welfare of the consignor uppermost in his mind, he tries to get the highest possible bids. Competitive bidding by auction sets buyer bidding against buyer.

There are two methods for selling livestock. It can be sold by weight at a price per pound. If it is sold in this manner, it is sold as singles, pairs, or small lots of a uniform size condition, and quality. It is weighed immediately before or after the sale. A number of owners can also combine their consignments to make large lots of animals with a uniform grade and weight. These lots are weighed only when sorted. This method is used when selling lots of slaughter animals.

Livestock can also be sold by the head. Individuals, pairs, or small lots are used when selling lots of breeding stock.

After the livestock is sold, it is penned to await shipment. The consignor receives immediate payment. There is no waiting pending arrival at distant markets.

Livestock producers and feeders consign most to auction markets. In 1955 they supplied more than three-fourths of all livestock at auctions. Dealers consigned 15 per cent of the total volume, while auction market personnel provided 4 per cent of the volume.

Packers plus livestock producers and feeders compose the two major groups of buyers at auction markets. In 1955 packers

bought 32 per cent of the total offerings while livestock producers and feeders have bought 29 per cent. One-sixth of all livestock consignments taken by order buyers was for packer accounts. One-tenth of the total volume of consignments by dealers and order buyers was for feeder accounts. Two per cent of the total was bought by auction personnel.

Fees are charged according to services rendered by the market. Some of these services are: selling, yardage, weighing, insurance, brand and health inspection. Not all of these services are always provided, but a commission or selling fee, the primary source of income to auction operators, is always charged. Fees may be on a per head basis, a per cent of sales value basis, or a combination of both.

Auction markets have a good psychological effect on buyers. The atmosphere is one of a concerted merchandising effort by auction bidding—not like isolated private and direct sales. Consequently, consignors receive a higher price for their livestock.

An increasing number of livestock dealers are channeling their business through auction markets. They have a selective choice of merchandise, and their operations can be more efficient through buying in competition at a centralized market. They no longer have to contend with country-combing, poor weighing conditions and the like as prevailing direct sales.

Today's livestock market center operators have revamped their methods of operation and services to provide readily available and complete cash markets for livestock. This encourages more producers and feeders each year to bring livestock to the local market centers which serve local trade areas. Buyers, too, are finding that these markets offer a wide selection from all species and classes of livestock and are taking advantage of the wide offerings to find exactly what they need.

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In the 18th century Auctioneers were held in low repute. Some 150 years later writers chose a more velutinous approach with respect to Auctioneers. Today it is looked upon as a highly specialized profession. What you say and do today will determine what they say about the profession in 100 years from now.

—B. G. Coats



## Prize Steer Sold For \$10.25 Per Pound



MONTREAL, QUEBEC, CANADA — Above is the prize steer that was shown at the National Salon of Agriculture, in Montreal. This steer was grand champion Hereford and owned by Ghislaine Tremblay of Falardeau, Que. Following the showing the animals were sold by Auction which took place on Wednesday, February 13th, with Harold P. Higgins of Huntington as the auctioneer. Mr. Higgins is a member of the NAA.

In the above photograph are from left to right: H. P. Higgins, Auctioneer; Hon. Alcide Courcy, Minister of Agriculture, Province of Quebec; A. Pellerin, Dept. of Agriculture; Quebec; Ghislaine Tremblay, Owner of the prize steer shown in front; Mr. Taylor and Mr. Demers, Dominion Stores Limited buyers, R. Lalonde, Dept. of Agriculture, Quebec.

The animal weighed 994 pounds and a price of \$10.25 a pound was paid for him, which netted a total of \$10,188.50. This is a record price for this Exhibition. The highest price last year and also a record was \$6.05. Thus this year's price was \$4.20 ahead of that.

The Reserve Champion, an Angus, weighing 817 pounds fetched a price of \$5.25 per pound and a total amount of \$4,289.25. The animal was purchased by Steinbergs Ltd.

The 46 head offered at the sale brought \$30,721.83, at an average price per pound of \$1.02 and an average price per steer of \$667. All in all a very good sale and our auctioneer, H. P. Higgins can be very proud of another record set for this Exhibition.

## Tri-State Meeting In New Hampshire

Members of the New Hampshire Auctioneers Association have invited auctioneers from Massachusetts and Maine to join them in a meeting to be held Sunday, April 21. Meeting will be at Ye Cocke and Kettle on U. S. Highway No. 1, near Seabrook, N. H.

A business meeting will be held from 2:00 to 4:00 in the afternoon followed by prominent guest speakers, a Buffet and entertainment.



# Anything And Everything Happens At Auctions

BY COL. B. G. COATS

The October issue 1962 of "THE AUCTIONEER" ran a two page article on the liquidation of the huge weapon collection of the late George O. Walton, of Roanoke, Virginia. The sale was conducted by Col. Foster and Garland Sheets, pictured above.

Anything and everything can and does happen at a public auction sale. This sale has been classified as the gun sale of the century. Col. Foster Sheets, will speak at our national convention and tell us all about this unique auction sale.

The Auctioneers took great pains to have this sale correctly catalogued and engaged the services of John J. Malloy, of Teaneck, New Jersey, an expert on Antique Guns. The job required approximately two weeks and of the 2400 pieces catalogued the correctness of description, make, period, type, etc., was never at any time questioned by the more than 300 visitors who daily attended the sale for four days. I recite this so that there is absolutely no reflection on the part of the Auctioneers or Mr. Malloy. No matter who conducted the sale or who catalogued it, what I am about to relate would of happened to anyone.

It has now been discovered that a nickle plated SA Colt, serial number 112737 that was ordered by Bat Masterson, in July 1885, was sold at this sale for \$65.00. This sale price is subject to correction as I am trusting by memory. The gun was purchased by Paul Selley, of Palatine, Illinois. who shortly thereafter sold the gun to Paul Pasko, of Palatine. Before Mr. Selley, sold the gun he removed the gutta percha grips thinking that at some time in the future he would use them on another gun. Mr. Pasko, purchased the grips and placed them on the nickle plated revolver. But before replacing them it was noticed that someone had scratched "BAT MATSON" into the inside of one of the grips. Being inexperienced he wrote to the Colt Company, who replied that W. B. Masterson, ordered a pair of the guns July 24, 1885, and that they were shipped to him at the Opera House Saloon, Dodge City, Kansas. Mr. Pasko, now has

a fully documented and authenticated 45 calibre revolver that belonged to Bat Masterson. The gun was sold at the Walton collection without anyone knowing that a Bat Masterson gun was in the collection.

Now the big question is, "What is the revolver worth?" One thing sure the piece is no longer a collector's firearm. It is a fabulous item. It is worth what any person is willing to pay for it or is it priceless? Opinions vary from \$2400 to \$5000 and no doubt someone would winningly pay more. No one knows what happened to the other gun. It could show up in one of your sales.

The Sheets boys did a superb job in disposing of the Walton collection and Mr. Malloy, put together a catalogue that was as near perfect as any catalogue could be. The only way that Bat Masterson's gun could be discovered was to remove the grips from everyone of the 2400 pieces at the time the catalogue was being made. Is there anyone who would have thought of doing that? When news of this unusual find reaches the gun collectors much time will be devoted to removing the grips from their pieces. Which one of the Sheets boys sold the Bat Masterson revolver? In checking with J. G. Sheets and Sons, it has been established that the gun was sold by Col. Garland Sheets, the only Auctioneer in the United States that ever sold a .45 calibre silver plated Bat Masterson revolver.

Anything and everything can and does happen at a public auction sale.

## Miss Davies' Jewelry Brings \$407,500

LOS ANGELES — Jewelry belonging to the late actress Marion Davies brought \$407,500 at auction.

It was purchased by the jewelry firm of Laykin et Cie which estimated its retail value at \$1 million.

The 34 pieces ranged from a 29-carat diamond, which the firm valued at \$300,000, to a \$15 gold toothpick.



# To Auction Burrus Collection

The Maurice Burrus collection, the most valuable ever assembled, has been acquired by an Italian syndicate which will dispose of it on the philatelic market through a staggered series of auction sales in Rome, London and New York, according to reports verified by Stamp Collecting, the London weekly. The syndicate is headed by Renato Mondolfo, a Rome dealer, and Mario Tomashini, an industrialist who won the Grand Prix at the Sicilia International Philatelic Exhibition, in Palermo, three years ago.

Mr. Burrus, a French tobacco merchant and owner of vast realty properties in Alsace-Lorraine, was an inveterate philatelist and spared neither money to acquire priceless stamp treasures, nor the time to study them carefully. Unlike Count Philippe la Renotiere Ferrary, Col. E. H. R. Green and Alfred Caspary, he was a collector rather than an accumulator. Extremely shy and retiring by nature, he was often called a recluse. Yet, whenever a fellow philatelist showed any serious interest, he never hesitated to place his collections and knowledge at the student's disposal.

It was Mr. Burrus who was the underbidder at the Ferrary auction in Paris, in 1922, for the one-cent magenta of British Guiana, when Hind purchased it for \$32,500. Indeed, there was a misunderstanding at the time the hammer went down, but rather than dispute the matter, Burrus surrendered the stamp to Hind, a Utica, N.Y., textile manufacturer.

Mr. Burrus entered his fabulous collections in the class of honor sections of all international exhibitions in Europe—always under a pseudonym to discourage personal publicity. And he invariably came away with at least one gold medal.

In 1953, when the Herald Tribune Fresh Air Fund staged an auction of the world's most famous collectors' gifts, Mr. Burrus was one of the first to send his donation: a set of magnificent, rare Cape of Good Hope triangular stamps.

Just before his death, Shanahan's Stamp Auctions, Ltd., of Eire, announced that it has acquired the collection and suggested that "about \$9 million had been paid for it." Actually, the organization had paid

for only about one-sixth of the whole. It was to obtain the balance in five sections, paying for each on delivery. The firm, however, went into bankruptcy and subsequently was tried and convicted of operating a fraudulent "investment" scheme.

Then, Mr. Burrus died and the executors of his estate adopted a wait-and-see attitude. Several offers were made by various groups, including at least two from the United States, until the Tomashini-Mondolfo syndicate actually acquired the precious lot.

According to reports, the material will be broken into sections and sold either privately or at auctions in Rome, London and New York. A precise evaluation of the collection never was made public, but Mr. Burrus told this writer what he figured it was worth "approximately \$8 million."

The collection contains countless treasures that unquestionably will bring five-figure amounts, but the finest is a cover franked with both one-penny and two pence "Post Office" Mauritius stamps for which he paid \$25,000 many years ago, and which still is universally acclaimed as "the most famous item in all the philatelic world."

## Veteran Auctioneer Of Rare Books Dies

Anthony N. Bade, auctioneer of rare books and vice-president of Parke-Bernet Galleries, New York City, until his retirement in September, 1962, died suddenly on January 18, at the age of 72.

Mr. Bade sold virtually every famous literary treasure offered at auction in the United States during the past 50 years. He initiated his career in 1909 when he joined the old Anderson Galleries, where he was first recognized as an auctioneer of authority in 1923.

When Anderson merged with the American Art Association in 1929, Mr. Bade continued with the new company until it was dissolved in 1939. Sometime later he joined the staff of Parke-Bernet as auctioneer and appraiser, becoming an assist-



ant vice-president in 1951 and a vice-president in 1959. Among the rarities to come under his hammer were a Gutenberg Bible, sold in 1926 for \$106,000 and the Bay Psalm Book, the first book printed in the Colonies (1640), which brought \$151,000 in 1947, still the record price for a printed book sold at auction.

## January Meeting Of Tennessee Group

By E. B. FULKERSON

The Holiday Inn, 710 James Robertson Parkway, Nashville, Tennessee was the scene of the Tennessee Auctioneers Association winter meeting on January 14, 1963. There were 32 Auctioneers along with 5 guests present. Col. Jim Stevens, President of the TAA, gave a welcoming address and recognized all new members who were present. Col. C. O. Rainwater, of Jefferson City, Tennessee, gave a talk on progress being made by the auctioneering profession and why the public needs protection against the unscrupulous auctioneer.

Most of the morning session was occupied with question and answer discussion, by the members present, on the proposed licensing law for auctioneers.

The meeting was adjourned at 11:30 A.M. for lunch.

Col. Fred S. Ramsay introduced Col. J. Meredith Darbyshire, President of the National Auctioneers Association, from Wilmington, Ohio, who flew down to have lunch with the association and to address the meeting. Col. Darbyshire's speech touched upon the early and trying days of the N.A.A. and that all auctioneers must be businesslike. He also discussed some auction laws that other states have and steps that had been taken to perfect a law in his home state. There was a lengthy discussion following Col. Darbyshire's speech with all members taking part.

Col. Jim Stevens announced that the next State Convention would probably be held in Gatlinburg, Tennessee with the date and place to be announced later.

Drawing for the door prize which was a \$25.00 Mid-Western Felt Hat, was conducted by Col. Billy Howell of Madison,

Tennessee. Col. H. Jack Stewart was the lucky auctioneer of the day.

The treasurer's report and membership count was given by Col. E. B. Fulkerson. There being no further business to be discussed the meeting adjourned by 4:30 P.M.

## NAA Member Heads Lionel Corporation

NEW YORK—Edward Krock, NAA member of Worcester, Mass., and two of his long time business associates have brought about a shakeup of the Lionel Corp. board of directors and secured most of the holdings which board chairman Roy Cohn held in the firm.

Melvin A. Raney, Lionel president, announced yesterday that Krock, head of Edward Krock Industries, Inc. of 37 Harvard St., Worcester; Victor Muscat of Greenwich, Conn.; and Robert L. Huffines Jr. of New York were elected to the board.

Four directors resigned at the same meeting.

Krock, Muscat and Huffines are central figures in the control of Defiance Industries, Inc. of Ohio and the B.S.F. Co., a Delaware holding company. Krock is a director and largest stockholder in Defiance Industries, which secured control of B.S.F. last year.

### THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

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Mrs. Ernest Freund, Fond du Lac, Wisconsin

#### 1st Vice President

Mrs. Timothy Anspach, Albany, N.Y.

#### 2nd Vice President

Mrs. Lewis Marks, Abingdon, Ill.

#### Secretary-Treasurer

Mrs. David Tracy, Pavilion, N. Y.

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Mrs. Ernest Niemeyer, Lowell, Ind.

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Mrs. Owen Hall, Celina, Ohio

Mrs. Walter Britten, College Station, Texas

Mrs. Charles Corkle, Norfolk, Nebr.



## Early Planning For Marketing Congress

DENVER, COLORADO — Hard at work with plans for the 1963 Livestock Marketing Congress to be held in Denver, June 20-23, are the sponsor, host and committee organization for the industry-wide event.

E. S. 'Bud' VanBerg, Sterling, Colorado, is general chairman in charge of program and entertainment plans. He is assisted by R. L. 'Bill' Rainey, Fort Collins, Phyllis Skelley, Grand Junction, vice chairmen; Gail Kats, Broomfield, Don Zavislan, Pueblo, and Kenneth Skelley, Grand Junction, assistant chairmen.

Included in the events of the Congress are the annual convention sessions of two livestock industry trade associations, the Livestock Auction Markets Association and the National Livestock Dealers Association. The former organization, made up of CERTIFIED LIVESTOCK MARKETS from throughout the nation, is sponsor of the event.

The Congress is described by organization spokesmen as an annual livestock industry assembly where information on current trends and development in livestock marketing is presented and discussed to stimulate better recognition of the value of competitive enterprise under a free choice of the method and means utilized to buy and sell livestock, as the basis of a stable and productive livestock economy. It is a national forum which focuses attention and discussion on all aspects of livestock marketing and merchandising.

A preliminary meeting of the committee

organization was held in Denver, January 12, in conjunction with the annual meeting of the Colorado Livestock Markets Association, which is state host for the Congress. The committee will meet in Denver on February 16, with representatives of co-operating Colorado organizations, to lay out details of the program and entertainment events.

Organizations cooperating with the Colorado Livestock Markets Association are: Colorado Cattlemen's, Colorado Cattle Feeders, Colorado Cowbellers, Colorado Wool Growers, Colorado Swine Growers, Colorado Auctioneers, Colorado Department of Agriculture, Colorado State University and the Denver Convention and Visitors Bureau.

Warren R. Cook, director of industry relations of the industry trade association of CERTIFIED LIVESTOCK MARKETS, is the executive officer in charge. He will be assisted by William T. Webster, executive secretary of the livestock dealers organization, and William J. Bell, executive director of the Colorado market's group.

The Cosmopolitan Hotel has been selected as headquarters for the Congress and the location of the principal program events.

Denver was selected for 1963 over spirited bidding by other cities and states. The site and program are expected to draw a record number of livestock marketmen and their families from throughout the nation.

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**A well informed Auctioneer is a better Auctioneer. To be well informed read, study and think.** —B. G. Coats

### A NOTE FROM GEORGE AND MARTHA

We wish to take this opportunity to express our appreciation to K. A. A. membership, for the nice gifts presented to us at the conclusion of the State Convention. We also wish to thank the members, officers and directors for their wonderful cooperation during our tenure of office.

Yours,  
George M. and Martha J. Kurtz  
Sturgis, Kentucky



# Plan Carefully Before Establishing Regulations

By COL. POP HESS



The March issue of "The Auctioneer" came to my desk yesterday morning, March 11, therefore I am writing this column for "The Auctioneer" today in order to get it ready for the April issue.

At this time I would like to comment on the good turn out of "The Auctioneer" despite the fact that our good Editor, Bernie, was ailing. I am sure that all members of the NAA and all who received this publication can feel mighty proud that they have such a good NAA Secretary and Editor. Men of this calibre are few and far between. Bernie's value to the auctioneers and readers is one of great note. I wish to congratulate Bernie and his staff on a job well done. I also wish a quick recovery and safe journey on the gall stones, as I am sure all do. We will be happy to see him fully recovered and the "Old Wagon of Auctioneer Guidance" rolling along smoothly again.

I also want to extend my fullest sympathies to the family of my old friend, Jack Gordon, who down through the years has done much for the NAA. He spent much of his busy time for the betterment of the auction profession.

Since writing my March column my mail has not been very heavy from the boys over the country, however, at this writing the March issue is just now in their hands so no doubt "The Old Goat from Ohio" will get some fan mail that needs fanning in the near future.

My face is somewhat red as I write this column because my weather predictions are not coming true. It is an old belief that if February 6 is a good day there will be an early Spring and that is what I predicted, but after some five weeks we have had the worst days of the winter. It looks as though my reputation on weather predictions has gone down to zero, however today we have sunshine and it

looks as though Spring is in the air (that isn't a prediction).

Auction sales in all divisions have been very numerous since January 1st. Our boys on the firing lines are heavy dated despite the weather we are having here in Ohio. I am quite sure from here on all the sales still in the making for March will get through in comfort. The boys advise me that farm machinery is selling extra high. Livestock in all divisions is holding good selling averages and the farm folk are planning and acting to produce the needs in food and by-products that must come from the land. Did you ever stop to think what would happen to our world if the farmer and his helpers would have a long strike like we read about in other businesses? The farmer and livestock men must keep on their toes or we would not be able to exist. The average farmer and livestock man are more inclined to work with their farm and livestock associations for a better program and not let selfishness and greed promote bitterness as do some associations. The farmer and livestock man furnish over fifty per cent of the auction sale work for our auctioneers.

These men have found that the auction way of selling is a short cut to good prices through open bidding and guidance of a good auctioneer. This is what we can call the hub of the auction wheel that should not be overlooked in Auction Laws, management and selling. It is my duty to take the farmer and livestock men into full consideration as to what they can and cannot do in their auction sales. After some fifty years closely associated in this field as auctioneer and publicity man, I can look back as well as forward to the rights and problems of these men holding auction sales. Much of this was in my mind when I wrote my March column



on Auctioneers and License Laws.

In all such laws the auctioneers in this field should be men that the farmer and livestock auction markets select. These men have had much experience and use sound judgment on their choice of an auctioneer. I had planned to stay away from Auction Laws in this issue, but after a conference with men who employ general farm and livestock auctioneers I decided to mention it again. They are eager to know what will come from our proposed state auctioneer law which has been submitted for legislation.

This law did not go unnoticed by the farmer and livestock men who hold many auction sales and depend on auctioneers who must meet the requirements they need. I am passing this one to our readers as food for thought — just how are you lining up your laws of your state as to who can and cannot be an auctioneer?

As you receive this April issue do not overlook the fact that it is only three months 'till our National Convention at Cincinnati. Every auctioneer in the U. S. and Canada should make it a date to attend.

All kinds of businesses and professions who are fully organized have much to do with regulations and rules put down by their associations. In this case the time has come for all to work together in the auctioneering profession. The profession where the man with the gavel should be selected by the employer and not by a state law that is not in accord with the division. Let us all get an understanding of the various divisions auctioneers operate, and get our laws and rulings in a workable position with less confusion.

Some of the states still have time to get down to the points that face the entire situation before the construction of the laws gets too far out of hand. The facts submitted in a law never has the same reading and working after it is finally written. Therefore, the time for such action is now and not after the damage has been done.

Now let's set the record straight — I am not dead set against an Ohio (or any other State Auctioneers Law), but I am definitely set on one that will fit the cause. Auctioneering is one profession of mankind that has so many different

angles that if tied up in one iron clad package for each and everyone to abide by would cause uncalled for law suits, arrests, and what have you. We as auctioneers are servants to all people and various phases of auctions and conditions. I will say there must be a Moses some place that can come up with the right plan.

## A Layman's View Of "The Mona Lisa"

By **JOE STEINER**, Silver Springs, Md.

After 8,000 viewers and into a late afternoon, I had the privilege of viewing a well known painting, the Mona Lisa, by one of the worlds greatest painters, Leonardo da Vinci. He is also known for his famous painting of, The Lord's Last Supper, the latter being in possession of the Italian people.

My first glimpse of the Mona Lisa was from a distance of 50 feet and immediately you become enchanted with something, though still, in its presentation, makes you feel that you are looking at a person who is very much alive. It's color, contrast, perspective and depth all combine to bring forth such reality that it commands respect of all who view this masterpiece.

The French people have every right to be proud of this possession. Should any of you have the opportunity to see this painting, I encourage you to do so.

However, just as great artists express their feelings, thoughts and actions in their works, so should every Auctioneer become an artist in his presentations. Here you too must be the painter, not with a brush, but with words, painting word pictures that will create desire, making one want and finally causing all in attendance to hope to become the sole owner of the article being offered.

Yes, this leads to spirited bidding, higher prices, a better sale and most of all a contended consignor or client. What do you think?

An auction sale advertisement that excites the cupidity of the women and who will bring along a few chosen friends with them, is well worth the time and labor expended on its construction.

—B. G. Coats



## Some Sale Results From Parke-Bernet

New York City—The Charles H. Morse collection of antique watches sold for \$67,830 on February 8, with \$3,700 for a Louis XVI gold and green enamel mandolin watch; and \$3,300 each for a Louis XIV emerald matrix and wrought gold watch, c. 1650, and a George II jeweled wrought gold and enamel watch painted by Haud le Puisne.

On February 19, an extensive correspondence between D. H. Lawrence and his American publisher, B. W. Huebsch was sold for \$3,250, to the House of El Dieff and an important Freud letter was purchased by Dr. Maury Bromson for \$1,300.

In the American painting sale of February 20, which brought a total of \$99,425, top prices were \$10,000 for Thomas Hart Benton's "Missouri Musicians;" \$4,250 for

"East River Embankment in Winter, New York," by Robert Henri; and \$4,200 for "On the Western Trail," by Edward Borein.

The first auction in the world to consist almost entirely of Abstract Expressionist works, including paintings, collages and sculptures from the Lester H. Dana collection, brought a total of \$118,975 on February 27. Leading items were untitled Sam Francis brought by a Miami private collector and "Sphinx" by Francis Bacon, bought by Marlborough Fine Art, Ltd. of London, each for \$10,000 \$7,000 for 28 "Juliet 53," by Soulages; and \$5,500 for "Four Red Clouds" by Gottlieb, both acquired by private collectors.

Even chestnuts, moldy with age, that have done duty at auctions for fifty years, are usually appreciated, and promote good nature, but the more original and fresh an Auctioneer can make his humor and illustrations, the better. —B. G. Coats



## Promotional Items

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# 1963 National Convention

## Cincinnati, Ohio, July 17-20

By J. MEREDITH DARBYSHIRE, PRESIDENT

When you attend the National Auctioneers Convention you will meet many new friends such as the convention chairman Colonel Owen V. Hall. His enthusiasm, drive and ability cannot help but be an inspiration to you.

In addition to Colonel Hall you will also have the privilege of meeting such men as B. G. Coats of Long Branch, N. J., Charles Corkle of Norfolk, Neb., Carman Potter of Jacksonville, Ill., Emerson Marting of Washington C. H., Ohio, George Kurtz of Sturgis, Ky., Jim Stevens of Nashville, Tenn., Lyle D. Woodward of Denver, Colo., Russell Kruse of Auburn, Ind., R. M. Stewart, of Armagh, Pa., Louis Stambler of Honolulu. You will meet top flight fellow auctioneers from all four corners of the country.

Several years ago in attending one of my first conventions I began to realize that auctioneers were coming from all parts of the nation taking time and spending their money to attend. Many of these men were from large offices and communities doing a large volume of business. If they thought it was advantageous and profitable to attend then I decided it should be more profitable for me to attend as I was from a small office and community and needed the information and ideas that I might get from the various panel discussions, lectures and seminar sessions as they might help me in serving my clientele as an auctioneer.

The auctioneer friends you meet and make at the National Conventions are sincere and long lasting. Mark your calendar today reserving July 17-20 as definite dates to spend in Cincinnati, Ohio. Owen Hall, the convention chairman, has arranged a most outstanding program — one that you will always remember.

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### Count Down “3”

Count down “0” and the 1963 National Auctioneers Convention will soon be here. Have you made your reservations yet? Why not, do it today and have it taken care of.

Another outstanding and nationally known speaker has been added to our growing list. Dr. Carl C. Byers will appear before the convention Thursday, July 18th. His talk will help set the theme for our convention. Dr. Byers combines ready wit with thought-provoking commentary, selling in his own words, “education, better human relations, practical Christianity and good sane Americanism.” In the mold of

Will Rogers, Dr. Byers has an outlook on life which is refreshing and spontaneously stimulating. Certainly, every auctioneer and his wife will want to hear this challenging address. Dr. Byers will appear on our program through the courtesy of General Motors.

As of this date we have definitely scheduled three seminars. They will include real estate, furniture and dairy auctions. If possible we may have one or two more.

Col. Don Stafford of East Rochester, Ohio will be in charge of the real estate seminar. He will be assisted by Col. R. M. “Pete” Stewart of Armagh, Pa., and Col. George Kurtz of Sturgis, Kentucky. Each of these auctioneers have been quite



## IN UNITY THERE IS STRENGTH

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successful in the real estate auction field and will have many helpful ideas for everyone in attendance.

Our second vice-president, Col. John A. Overton, Albuquerque, New Mexico, will head up the furniture seminar. Any auctioneer working in the furniture auctions will profit much by attending this seminar.

Col. Harris Wilcox Bergen, New York, a past president of our association, will be in charge of the dairy seminar. With the expanding dairy industry and activity in dairy auctions this seminar should attract much attention. Men well known in the dairy industry will appear on this seminar. We were most fortunate in obtaining Mr. Charles Hilt of the Pet Milk Co., St. Louis, Mo. He will address the

convention just prior to the dairy seminar.

Basically, the 1963 convention program is finalized. Your program committee feels it has prepared an excellent convention program. There is still more to tell but we will wait until later. However, we trust you can begin to appreciate that we are trying to give you the best convention ever. Will you do your part by attending the 1963 convention?

Owen V. Hall  
Convention Chairman

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**When ideas suggest themselves, choose one. Don't start them all, to end in none of them being effective. Get a clear track, open the throttle on your best idea and put it through.**  
—B. G. Coats



**This trio of Classy Lassies will entertain at the Early Bird Party in connection with our National Convention in Cincinnati, the evening of July 17. They are a part of the Elmer Hinkle Variety Show.**



# Cincinnati -- 1963 Convention City

## Queen Of The Midwest On America's Rhine



To begin with, Cincinnati has a confession: There is a horse thief in her historical closet.

In 1786, a vengeful flat-boat trader by name of Benjamin Stites trailed an Indian horse thief from Kentucky into the Ohio country between Big and Little Miami Rivers. He became so enamoured of the rolling hills and green valleys that he forgot his horse-chase and headed east to round up possible purchasers for the land.

Congress was in New York in those days and there Trader Stites found John Cleves Symmes, representative from New Jersey. Symmes was interested enough to inspect the then wilderness and to dream a dream. He dreamed of a great city to be built on the banks of the Ohio River. He dreamed also of profitable real estate transactions with prospective settlers.

Thus it came to pass that John Cleves Symmes purchased 2,000,000 acres between the Big and Little Miami Rivers. Times were bad in the East. Land was worth more than money. Symmes offered free lots in his dream city and sufficient timber to build cabins to anyone who would pioneer his holdings. Shrewd Ben Stites was a member of Symmes' company.

Stites led a party of 26 from Limestone, Ky., in 1788 to found Columbia, one of the villages which eventually became Cincinnati. Six weeks later, another party settled opposite the mouth of the Licking River, a few miles downstream. They called their village Losantiville, which means, logically enough, "opposite the mouth of the Licking."

Symmes, himself, arrived on his property in 1789. He brought his family and a few soldiers to reason with the Indians who still claimed the territory. This party settled at North Bend, still farther down the Ohio River from the first two settlements.

Also in 1789, a military force built Ft. Washington at Losantiville and thereby gave it the opportunity for greater growth, for in those times settlers picked the land nearest a blockhouse. Arthur St. Clair, (sometimes called Sinclair) the governor of the Northwest Territory, showed up in December of 1789. Losantiville threw a banquet for him and in return St. Clair announced that henceforth Losantiville would be called Cincinnati. The name was inspired by the Society of Cincinnati, an organization of Revolutionary War officers of which St. Clair was a member.



## IN UNITY THERE IS STRENGTH

Indian trouble set in and the next year St. Clair led a campaign against the savages which wound up with a defeat second only to Custer's a century later. The Indians and smallpox so discouraged the settlers that many moved across the river to Kentucky.

Mad Anthony Wayne, a hero of the Revolution, arrived in 1793. Less mad than his nickname indicated, Wayne spent a year drilling his army. In 1794, he starved and fought the Indians into submission in the Battle of Fallen Timbers. Cincinnati, freed forever of savages, dusted off its hands and went to work at becoming a city.

The area once called Losantiville became a trading center where small businesses were springing up. Columbia and North Bend were to all intent swallowed by the growing city.

Cincinnati was ready.

Dr. Daniel Drake, a literate medical man with a slight touch of the prophet about him, wrote a book in 1815. He called it "Picture of Cincinnati." His description of the country made the book a best-seller and lured thousands of immigrants from Europe to the town of Cincinnati, which in 1815 had but 6,000 souls. Dr. Drake, and later, Nicholas Longworth, were the town's first chamber of commerce.

The doctor was a one-man building

boom. He established or helped establish a library, museum, debating club, college, medical school, a hospital, an eye infirmary, and a lunatic asylum. He also put into circulation a medical journal.

Longworth, a one time lawyer, planted the vineyards which were a major industry here until a blight destroyed the vines. By that time Longworth was one of the city's big landowners and since his day Longworth has been one of the important family names in Cincinnati.

Martin Baum, a German, started the city on its industrial career. He founded a woolen mill, a flour mill, foundry, and a sugar refinery. To man them, he brought many immigrants from the eastern seaports. These settlers gave Cincinnati an old-world air which sticks with it even today.

Cincinnati was on the edge of the South and the Ohio River gave her a natural means of transporting her goods to the industry-barren land below the river. Although the city flourished on its trade with the South, it was anti-slave. Cincinnati was the home for a time of those tremendous preachers, the Beechers, and of their unconsciously propagandist offspring, Harriet Beecher Stowe. Before the Civil War, Cincinnati was a major station on the Underground Railway for escaping



While visiting Cincinnati during National Convention time many will want to see the Taft Museum (above). The picture on the opposite page is Cincinnati's skyline as seen from the Kentucky side of the Ohio River.



## *We Regret –*

Last month our advisor, editor and general manager was in the hospital when much of the work was being done on the March issue.

As a result the January expirees did not get removed from the addressing files. This caused us to run completely out of magazines and a few of the members did not get a March issue.

If you are through with your March issue, and do not save them in a permanent file, we would appreciate the return of about 50 copies in order that we may send them to those members who were missed.

slaves. Hardly a year goes by now, but that some excavator uncovers a forgotten sewer and raises the cry that he has found another segment of the mythical railway.

There is no way to write about the Cincinnati that was, without writing about the Ohio River and the men who used it.

This was a lusty city, built with big boasts and bigger muscles. Before the steamboat, the fastest and best transportation was the keelboat. These were unwieldy craft, with heavy timers and keels to ward off the hidden snags in the river. They had no power except long poles manned by the crew. A keel-boaters' life was hard and keel-boaters were hard enough to live it.

They gave vent to tremendous oaths and blood-red rages. No men west of the Appalachians were wilder, tougher, or stronger than the keel-boaters.

If it was sinful, the keel-boaters liked it. They fought with their fists, with their boots, with their knives, with anything they could lift. In a playful mood, keel-boaters tore up business places. In a murderous one, they killed one another with a delicate instrument called a "Devil's Claw." It was a metal rake fastened to the fist like a Roman cestus. One blow would maim, several would kill.

Mike Fink, an occasional Cincinnati visitor, was the most famous of the keel-boaters. History has since made him a sort of river-going Paul Bunyan, but there was nothing mythical about Mike. Among

other things, Mike believed in education by demonstration and once he set his mistress afire to teach her to reserve her favors for him alone.

Steam drove the keelboaters into oblivion. Steamboats arrived at Cincinnati at the rate of more than one a day. In the 1820's and 1830's the city's shipyards built both river packets and ocean going ships. That industry was killed by the railroads, which brought a new kind of commercial life. While it lasted, steamboating was a thing of glory and wealth. The public landing was the center of business life. Fortunes were founded on the big packets and the smaller craft which came to the city by canals.

During these heydays of the river, the Levee, Bucktown, and Rat Row were stench in Cincinnati's nostrils. These sections now are part of the downtown business district, but just after the Civil War they were the hangouts of everything bad in Cincinnati. Barrel-house madams with their top-drawer society and murder was more unfortunate than criminal. They were too bad to last and by 1870, a rejuvenated police force cleared them away. There has been nothing like them since.

## Colorado Markets Sell Near 3 Million

KANSAS CITY, MO. — Colorado's public livestock markets sold at 2,964,151 head of livestock for 1962.

Leading in the livestock sales transactions was 1,513,973 cattle and calves. Hogs totaled 427,150; sheep and lambs 1,008,526; and 14,502 horses, which comprised the near top of three million head of livestock merchandised through the marketing channels of Colorado's 42 public markets. Increases in livestock sales transactions were especially noticeable in 1962 for hogs, which increased by a total of 7.8 per cent.

These figures, as reported from available sources, were released by the Livestock Market Foundation, statistical reporting agency of the Livestock Auction Markets Association.

Denver Union Stock Yards took the lead in the Livestock sales transactions with a 12.7 per cent increase. Their sales totals were 458,882 cattle; 276,454 hogs; and 848,-



996 sheep. The 41 other public livestock markets totaled 1,379,819 sales transactions for the same period, with species sold of 1,055,091 cattle and calves; 150,696 hogs; 159,530 sheep; and 14,502 horses.

The Colorado public livestock markets as a merchandising and marketing arm of the livestock industry are continuing to grow, with an increasing emphasis on services, economy and effectiveness.

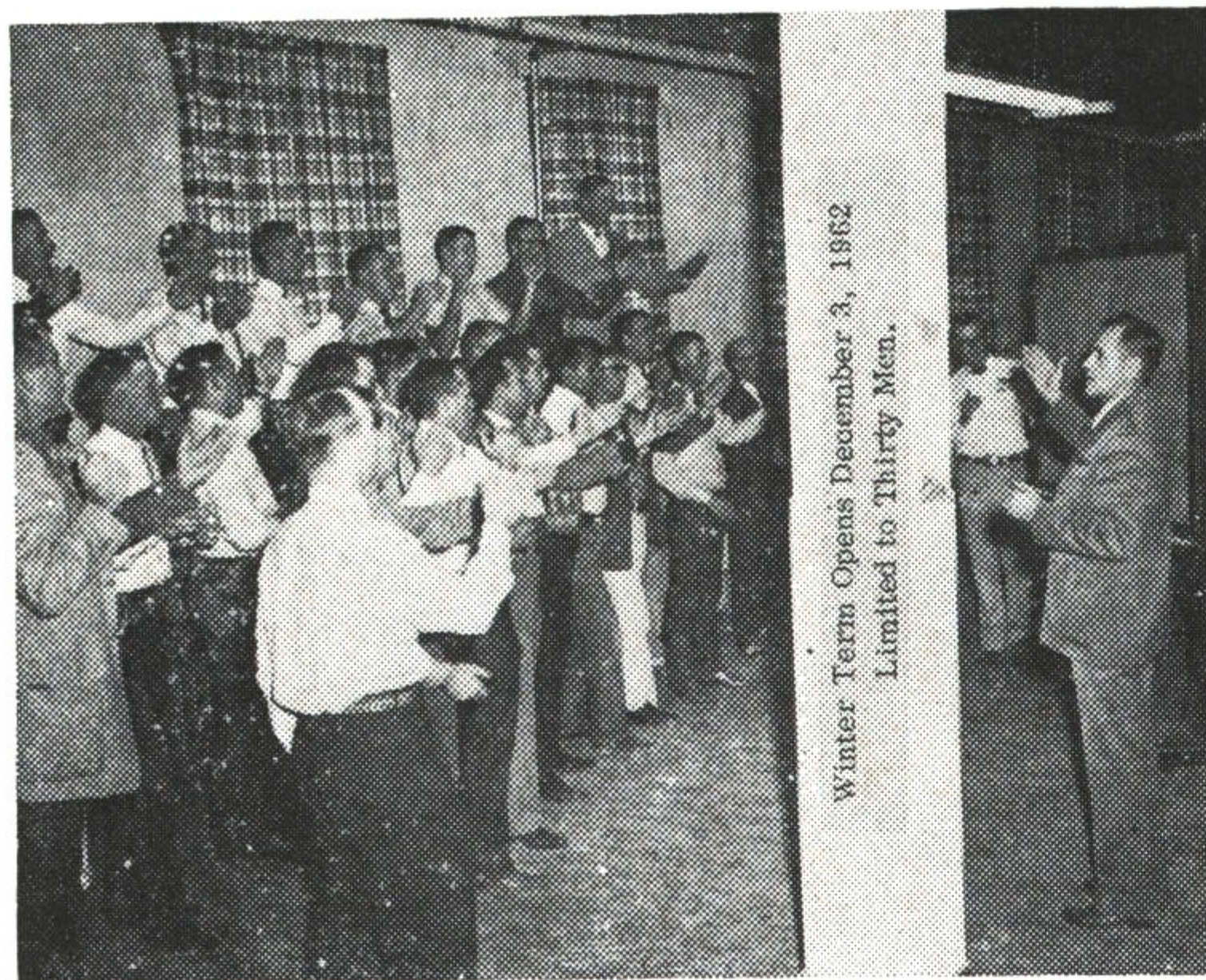
An important event to Colorado and the livestock industry will be the annual livestock Congress, in Denver, June 20-23, 1963. The Colorado Livestock Markets Association will be state hosts to this Marketing Congress and the Cooperation of all Colorado livestock organizations, state college and State Department of Agriculture is being enlisted.

There is no wholly satisfactory substitute for brains . . . but silence does pretty well.

## Iowa Auctioneer In Automobile Accident

Glenn E. Anderson, Gowrie, Iowa, auctioneer, was seriously injured in February when the car he was driving slipped on ice, hit soft snow along the edge of the road and then overturned. He was admitted to a Fort Dodge hospital with seven broken ribs along with various other bruises and possible injuries.

Col. Anderson is a member of the Iowa and National Auctioneers Associations and a past President of the Iowa group. He is currently a member of the Board of Directors. He was enroute to Webster City at the time of the accident where he is employed by the Marvel Sales Pavilion, a livestock auction market. He specializes in farm auctions in his local area.



A Thirty Man class, working on a Live-stock Market, exercise on Blackboard.

All Classes limited to thirty men. You are an individual here, not a number. Diploma issued if you qualify.

We do not need more Auction Schools, but more Qualified Auctioneers. Tuition is based on what we can do for you. Tuition, including room and board, is \$350.00. Compare to a College semester, and realize you can make money after one term here.

WRITE TODAY, TO

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In a two week term, equal to College Semester in hours used.

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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.

### ALABAMA

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

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Col. Bill Kimmons—Anchorage

### ARIZONA

Col. Leroy Longberry—Phoenix

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Col. Elmo Peppers—Rockmart  
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Col. Clem Long—Dayton  
Col. Mearl Maidment—Bowling Green  
Col. John W. Moler—Dayton  
Ridenour & Merrill—Dayton  
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Col. Paul Brownfield—Riverton

## CANADA

Col. Harold P. Higgins—Huntingdon, Que.

## ELSEWHERE

The Ladies Auxiliary to the  
National Auctioneers Association

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*The National Auctioneers Association is continually growing in size and importance. Are you helping it to grow by getting new members?*



## THE MEMBERS SAY . . .

Dear Bernie,

Enclosed is a newspaper clipping that appeared in the Lancaster Sunday News, March. I thought you may be interested. Mr. Keller has recently become a member of our local chapter. I recently appointed him to head a committee on public relations and the next thing I know he appeared on the front page of the paper. The information he had in the newspaper is the kind we like to have published.

The sale season is in full swing here. Farm sales are active although some could be better. Our regular sales at the Garden Spot Equipment Auction Avenue have been encouraging. We will have our first anniversary sale the first Tuesday in May.

We had our first real break in the weather this week and this could be felt at the various auto auctions here. The market picked up nicely. Hope to see you at the convention.

Yours truly,  
J. Omar Landis  
Manheim, Pennsylvania

\* \* \* \*

Dear Col. Hart:

Enclosed is \$5.00 for the Booster Page. "The Auctioneer" is worth its weight in gold to we younger auctioneers. We get the benefit through the expression of experience by the leaders in the auctioneering profession. "The Auctioneer" gives us valuable information and ideas. I believe the National Association should establish a Clearing House of listing of qualified, able and willing young auctioneers who desire more training after graduation from auction school. On-the-job training, if you please. Doesn't it make sense, if a man will pay \$400.00 or \$500.00 to attend school, he would jump at the opportunity to work for free with an older experienced auctioneer. . . .until he gained sufficient knowledge and judgment to go-it on his own?

Show me a man who professes his 3 or 4 weeks acution school will make him a success in this highly skilled country and, I'll show you a fool! Col. Fred S. Ramsey, Madison, Tennessee, stated in a recent issue of "The Auctioneer," "In view

of progress that has been made I still wonder if we today are keeping pace in preparing ourselves to render a specialized job for our fellow man." There's a lot of "food for thought" in that statement. Read it again. We need to take inventory of our present training methods and set some new goals. What better would up-grade the profession than on-the-job training with someone having regard for the rights of young auctioneers and the PUBLIC. Medical people call it internship. We could call it in-blockship. Call it what we may I'm of the opinion such a system would improve the profession to an immense degree.

Enclosed are two newspaper articles you may be able to use in "The Auctioneer."

With kindest regards, I am,

Yours very truly,  
James Matthews,  
Cowan, Tennessee

\* \* \* \*

Dear Sir:

Enclosed find check to cover payment for the following items: (1) Insignia cut, and (4) N.A.A. decals.

I have been a member of N.A.A. nearly three years and I only know two others in Arkansas. The few other so called auctioneers (with all due respect), 10-15-20 year men I have mentioned N.A.A. membership to are too jealous and prejudiced to join. However, I am getting my share of business and feel that N.A.A. membership has been a considerable amount of help. I know it got me a land auction a few months ago from a most prominent law firm between Memphis and St. Louis. This came about only by a quarter page (yellow) ad in a telephone directory with the N.A.A. emblem. The commission on that sale would pay a quarter page ad for several years. In addition to that, two of the largest delta land owners in this area came up after the sale, shook hands with me, told me how much they appreciated the high valuation I put on their land, complimented my appealing sales talks and auctioneering and assured me if



# IN UNITY THERE IS STRENGTH

they ever sold any of their farm land I would do the selling.

Our new permanent headquarters building is on Highway 63, West. It is near completion and we have our first auction scheduled for March 15.

Any member of N.A.A. is always welcome to visit with us while in this area and to work some if we should be in a sale.

Cordially,  
Bill Massey,  
Jonesboro, Ark.

\* \* \* \*

Dear Col. Hart:

I was demoted from Col. to Pvt. Jan. 62, and called in the Army to fulfill my obligation to my country. This of course made me very unhappy at the time as I was just getting a good foot hold in the auction business. I realize we all have an obligation to our great country and to keep peace in the world we must maintain full military organizations. The way the world situation has been for the past few months, all the boys that are not career soldiers have to worry about is getting extended in the service for a few extra months. I cannot say that I like the Army, but one has to consider that it is a strict, disciplined, large organization, and after considering those facts I believe it is run for the benefit of everyone. Like they say, you can't please everyone, you can only try.

I started auctioneering in the spring of '58 at the age of 18 and by Jan. 62, after three years of hard work and head-beating with and against the auctioneers, I had a good business started. Several times during those three years I had disappointments and there were times I worked for small fees. I worked for quite a while in the ring at auctions and I also clerked some sales, but I feel by doing those jobs when I finally got up in the auction block I was more qualified to do the auctioneering. Auctioneering is a very fine business but it is like any other business, you don't get to the top over night. It takes a lot of hard work and determination to become a good auctioneer. I feel after a person has attained this goal and becomes a good auctioneer he should be proud as he is

one of the most respected citizens in the community.

I auctioned general farm sales and livestock sales throughout the state of Kansas and after I am discharged this December I plan to go back to Concordia, Kansas and continue in the auction business. I auctioned farm sales as a partner to Col. Carsen Hansen of Beloit, Kansas, who helped me get started in the auction profession. Col. Hansen is now president of the Kansas Auctioneers Association. He is also a member of the National Auctioneers Association and a pusher for both associations. I was a member of the NAA before coming into the service and I receive "The Auctioneer" each month. I enjoy reading it as it keeps me informed as to what is going on in the auction world. I notice in every issue you have a membership drive on and I feel as you do, every auctioneer should belong to their state and national associations and support them both. When I get back in the auction business I plan to be a member of the Kansas Auctioneers Association and the National Auctioneers Association and I plan to attend as many of the conventions as I can.

PFC Larry Lagasse  
E. Harmon AFB  
Stephenville, Newfoundland

\* \* \* \*

Dear Sir,

Enclosed is my check for dues in "63."

Things in Alaska are about the same and all indications point to an early break up. We've had a very mild winter, but the South 48 is getting hit hard we understand.

We had several good farm sales last summer and they went very good.

Sincerely,  
James A. Rutt  
Anchorage, Alaska

\* \* \* \*

Dear Mr. Hart:

Hope you and family are in good health.

Our spring sales are lining up. We've really been handicapped with snow, snow, snow for our Auction Sales.

Enclosed find check for Booster Page.

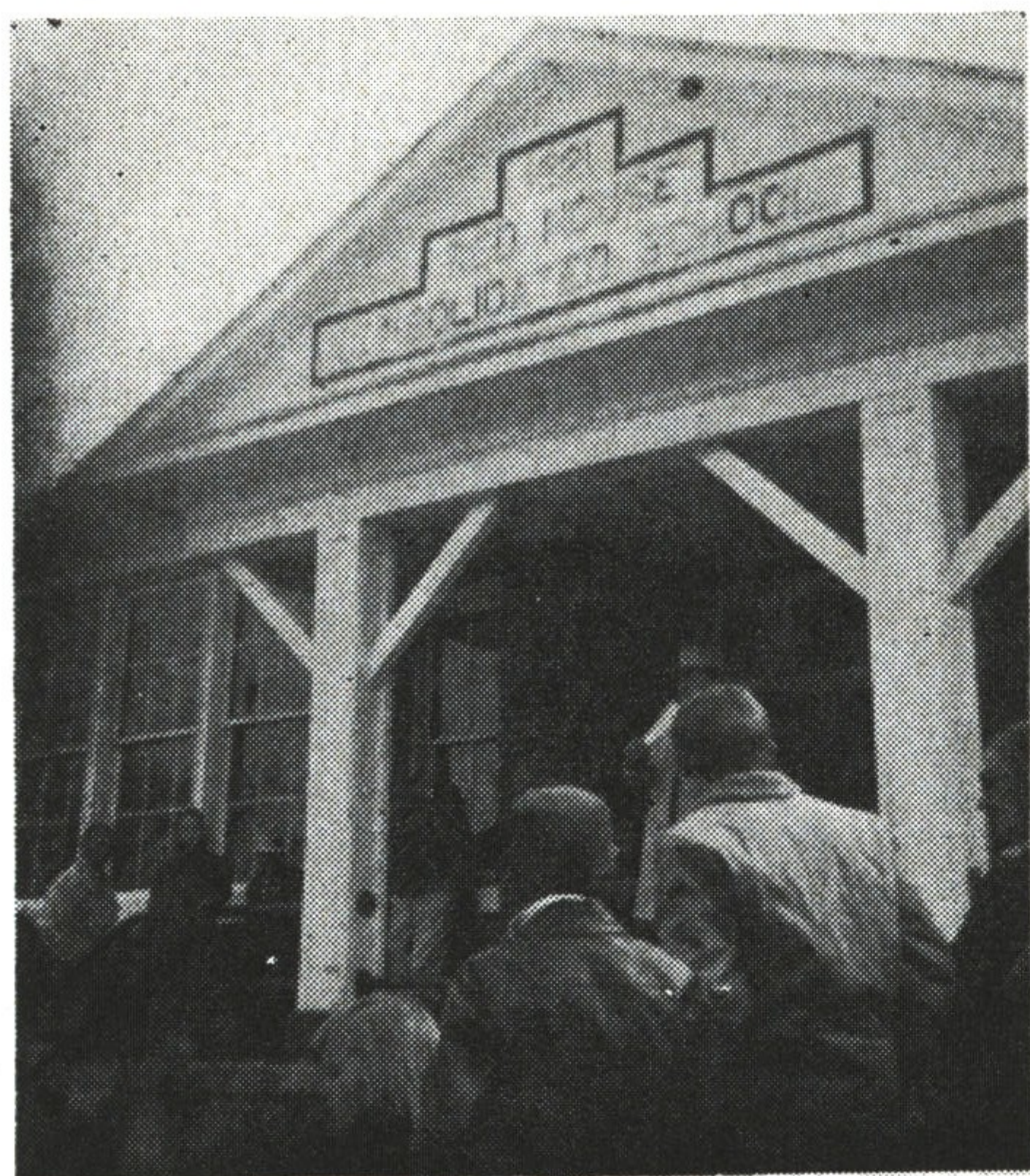
Auctioneeringly yours,  
John M. Glassman  
Dowagiac, Michigan



Dear Col. Hart,

Just want to let you know my dues are on the way to you by way of our state secretary.

On October 27, 1962, Col. A. T. Rose, Col. Hershel Miller and I of the Miller, Patton and Rose Auction Co. of Richmond,



Kentucky sold the Red House Consolidated School for the Madison County Board of Education, making way for "Progress in Education." The students of Red House have now entered their newly constructed Daniel Boone School located near old Boonesborough.

Sincerely,  
John Patton  
Richmond, Kentucky

\* \* \* \*

Dear Bernie:

Just a note to tell all my fellow Auctioneers a wonderful method to improve themselves and enjoy doing it. It is a method of improving your communication to your fellow man by Toastmastering. The Toastmasters Club is a nonprofit, non partisan, nonsectarian, educational world wide organization teaching you better listening, thinking and speaking. It takes about two hours of your time every dinner meeting. Some meet every week, some every two weeks. The cost is practically nothing and you can profit many ways. I gain nothing by telling about Toast-

masters only satisfaction of helping my fellowman, for any additional information write, Toastmasters International, Santa Ana, Calif., or Keith Berkshire, 810 N. 3rd., Logansport, Indiana if you wish, thank you.

Sincerely yours,  
Keith Berkshire  
Logansport, Indiana

## Surprise Prices For Confederate Coins

The Florida United Numismatists "Million Dollar Auction Sale," held at the Hotel Fontainebleau, Miami Beach, Fla., January 3-7, contained some surprises. Perhaps most surprisng of all was the \$1,100 sale price attached to the small silver medallet of Jefferson Davis.

Lot 3471, described by cataloguer Michael Kolman Jr. of Federal Brand Enterprises Inc., Cleveland, Ohio, as an "1861 Confederate States of America So-called Dime," brought a record price in this country for any similar item ever offered.

Slightly behnid in price, but another record, was lot number 3473, described by Kolman as a "So-Called Confederate Beau-regard Dime." This item brought an \$800 bid.

Other Civil War items offered were an outstanding group of off-metal (metals other than copper or brass) and copper Civil War tokens, many of them described individually. The practice of "lumping together" lots of Civil War tokens is apparently being abandoned once again and returning to the pre-1900 manner of describing and selling tokens on their single merits. High prices are starting to attach to this series, a prediction made by this writer over two years ago.

Two Confederate cents (Haseltine restrikes), one of them on an outsize planchet, were offered, as well as a pair of Confederate half dollars (Scott restrikes). Prices realized in this area, according to Kolman, were: Confederate Cent restrike, \$1,400; Confederate Cent restrike (outsize planchet), \$1,250; Confederate half dollar restrike, \$450.



# More Than Half Of Our Members Furnished By Eight States

Total membership in the National Auctioneers Association stood at 1734 on March 15, just 61 under our all-time high figure of 1795 on December 31, 1962. This is a gain of 121 over the same date a year ago.

These figures may be something of pride or again they may be taken with a feeling of shame. As we look back over the years we see a steady gain but with the tremendous potential membership we have there are times when we cannot be too proud of ourselves. The one figure in the below table that is discouraging is the number of members who have been too careless to send in their renewals. This total of 186 is far too great.

Pennsylvania continues to be the leader in members with 163. Ohio moved into second place, ahead of Illinois, with 145. Nebraska and Indiana continue to be the only other states to have more than 100 members. Other leading states in order are Kentucky, Kansas and Wisconsin.

The total membership of the eight leading states (above) is 898 or more than half (51.8%) of the entire membership. If the other 42 states would become as active as these eight one can see how great our membership would be.

Following is a comparative table of membership by states:

STATE	Members Dec. 31 1962	January 1 Dropouts	Members March 15 1963
Alabama	8	0	8
Alaska	0	0	1
Arizona	6	1	6
Arkansas	15	0	16
California	50	5	47
Colorado	36	20	22
Connecticut	5	1	4
Delaware	3	0	3
Dist. of Col.	1	0	1
Florida	18	2	17
Georgia	19	3	16

Hawaii	3	0	3
Idaho	10	0	11
Illinois	137	18	128
Indiana	117	12	112
Iowa	62	17	51
Kansas	75	0	80
Kentucky	81	23	82
Louisiana	7	1	6
Maine	3	0	3
Maryland	19	2	18
Massachusetts	26	1	27
Michigan	58	6	55
Minnesota	19	4	16
Mississippi	1	0	1
Missouri	46	8	43
Montana	31	0	31
Nebraska	118	0	118
Nevada	3	1	2
New Hampshire	5	1	5
New Jersey	36	6	32
New Mexico	12	0	15
New York	59	4	60
North Carolina	26	3	26
North Dakota	22	4	18
Ohio	133	8	145
Oklahoma	28	3	25
Oregon	15	1	15
Pennsylvania	156	0	163
Rhode Island	5	0	5
South Carolina	9	0	10
South Dakota	21	1	25
Tennessee	66	0	75
Texas	45	12	36
Utah	2	0	2
Vermont	4	1	3
Virginia	32	4	32
Washington	12	3	8
West Virginia	18	1	14
Wisconsin	77	9	70
Wyoming	14	1	15
Australia	1	0	1
Canada	18	3	20
India	2	0	2
TOTALS	1795	186	1734

One reason so many men's suits seem to look about the same as last year's is that so many of us are wearing the same ones.



## Ray Schnell Named "Man Of The Year"

Fargo, North Dakota—Ray Schnell, auction market owner, NAA Member, cattleman and legislator from Dickinson, North Dakota, has been named "Man of the Year" by the Saddle and Sirloin Club of the North Dakota State University. This club is made up of students in agriculture at the university.

Each year, the club selects one man from North Dakota who has made outstanding contributions to agriculture in North Dakota and honors him at the an-

nual Little International held on campus. A portrait of Schnell will be hung in the Saddle and Sirloin Hall of Fame. A banquet in his honor was held Feb. 15.

Schnell is owner of three auction markets, Dickinson, North Dakota, Lemmon, South Dakota, and Miles City, Montana. They are managed by his sons Raymond, Robert Willard and Walt Shjeflo, a son-in-law.

Ray Schnell has served as Lt. Governor of North Dakota and numerous sessions in the State House of Representatives. In 1959, Schnell was honored as "Father of the Year," selected in a nation-wide contest sponsored by the American National Cow-Belles Assn.

## Real Estate Seminar Well Accepted



A total of about 30 North Dakota Auctioneers turned out for their Association Sponsored Real Estate Auction Clinic last month.

Fargo was the 1st site, with six auctioneers turning out for the Monday and Tuesday session. Minot was next with six more. An overtime session of the Legislature held the attendance down some and very icy roads were encountered also. By Friday the weather had turned real nice and a total of about 17 showed up for the Bismark session, including two of the Legislators, Col. Irwin Reitan and Col. Carol Torgerson. Col. Dan Fuller of Albion,

Nebraska did an excellent job of conducting the Seminar from start to finish.

Auctioneers in attendance were as follows: Irwin Reitan, Petersburg; Charles Wilke, Park River; Harold Fregien, Kulm; Harold Ellingson, Edgeley; Inghnm Idso, Fargo, John McDonald, Inkster; Delbert Grantham, Grand Forks; W. A. Garske, Lakota; Harold Nordwall, Turtle Lake; Arvin Utter, New England; John Murphy Steele Harry Berg, Bismark; Francis Chromy, Conway; Carl Knutson, Almont; Earl Penfield, Lemmon, S. D.; Gerald Glylin, Bismark; Frank Fitzgerald, Bismark; and Bob Penfield, Bowman.



# Auctioneer Returns \$550 Found In Old Oil Stove

What would you do if you found \$550 in a used kerosene heating stove you had purchased for \$3?

Harold K. Keller, a young auctioneer from Mt. Joy, Pennsylvania (a member of the NAA) had this decision to make recently. He was called to a neighboring town to purchase some used household items that had been stored in an attic for several years.

Keller agreed to the purchase of a number of items. Among them were a kerosene stove, a horse blanket, clothes basket and some smaller items.

They were loaded onto his truck, and Keller headed back to his place of business in Mount Joy. He decided to unload the items before retiring for the night.

For nearly three years Keller had made similar trips thousands of times.

In placing the kerosene stove in one corner, Keller decided to open it. "I guess I just wanted to see what condition the wick was in," he replied.

In opening the stove he heard something rattle in the upper, or heating area of the stove. Peering into the opening (about eight inches in diameter) he noticed a small jar full of paper money.

It was shortly before midnight when Keller hurried home. He awakened his wife Helen and told her of his lucky day.

Keller has been in the auctioneering business only a few years. Last year he joined the Southeastern Pennsylvania Auctioneers Association. The national convention this year will be in Cincinnati, and Keller has been wishfully looking forward to the coming event.

Mrs. Keller had talked of going to a flower show in the East.

Their four children, three girls and a boy, range in age from five months to eight years. They were unaware of what was going on, but were told the story in the morning.

Mrs. Keller said she did not go back to sleep until 5 a.m. However, a decision had been reached long before then.

"Legally it belonged to us," Keller said, "but morally it did not. My mother always taught me that what isn't yours, just isn't yours. I wouldn't have felt right doing it any other way."

Mrs. Keller nodded her head in agreement.

The Kellers became interested in the auctioneering business several years ago after many visits to antique shows. They were instrumental in starting the first antique show in Elizabethtown.

Keller said he counted \$540 in the small jar on the evening he purchased the stove. However, when it was recounted in the midst of newspapermen, Mrs. Keller and an employee there was \$550. It included one \$50 bill, 14 \$20 bills, and 22 \$10 bills. All were in good condition.

The Columbia woman invited the Keller family to her home. She expressed her gratitude, gave Keller \$25 reward, and said she would give a portion of the remainder to her church, toward its Sunday School building fund. She asked that her name be withheld because of fear of being robbed or annoyed by cranks. She said she believed the money was placed in the stove by her husband, who died three years ago.

## Giant Wall-Street Auction In Offing

General Aniline will become the big Wall Street football, and it won't be a touch game, either. There will be body blocking and flying tackles as a new equity becomes the most exciting market event since Ford went public.

The United States, after more than two decades of political milking, has decided to sell the stock of General Aniline and Firm Corp., which it seized at the start of World War II. Some of the proceeds will go to Interhandel, a Swiss company. German owners of General Aniline were said to have transferred their holdings to the Swiss corporation to avoid confiscation, but Interhandel has refused to show its books.



## IN UNITY THERE IS STRENGTH

And at present it looks as if Attorney General Robert Kennedy has decided not to pursue the matter further, to auction the stock and remit a part of the proceeds to Interhandel.

Under United States Government management — and sometimes mismanagement — General Aniline has prospered and the corporation is now estimated to be worth \$200 million at public sale.

Banks, brokers and insurance companies are now getting together to form buying pools. Some foreign pools are probably also in the process of formation.

The Auction-Block price and the stock exchange price of the company may be different things. There are three reasons:

1—While the earning rate and the physical asset value of the company are well known, no one knows the potential value of processes, patents and know-how of General Aniline. Its future earning power, as was the case with Ford, may be considerably higher than book assets indicate.

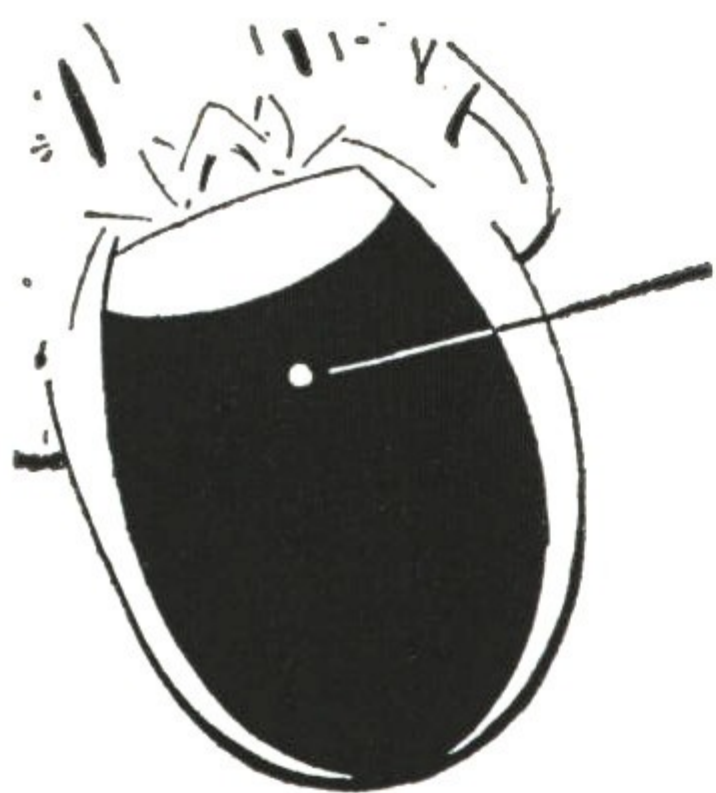
2—While Government control appears to have increased the value of the company

over the years, freed of fat political hands it may shoot ahead in earnings and value.

3—An aura of speculation surrounds the company; public interest is high and any pool may be able to sell its shares immediately at higher prices.

I recently visited an auction sale where two Auctioneers alternated in selling. Both were excellent Auctioneers and gave their best to obtain the highest dollar. One was very serious and determined and was obliged to exert so much effort to get that last bid. The other had a smile that actually permeated the very atmosphere of that auction sale. He was getting the last dollar with less effort and in less time. He possessed something that was of no good to anybody until he gave it away. He seemed to realize that a smile created happiness and made for good will. That it was a countersign of friends. That a smile will turn a crowd of sour grapes into a pleasant responsive audience.

—B. G. Coats



### 1963 AUCTIONEER'S INFORMATION GUIDE

Consisting of over a fourteen year collection of Auctioneers information pertaining to detailed Real Estate and Chattel Auction Contracts, office policy, disputed bid quips, hundreds of fiddle words, ad lib descriptions of Real Estate and chattels, noise stoppers, auction chants, jokes, pictured descriptions of how to get sales and conducting them right, etc. This is a must for the layman or professional auctioneer, offered on a ten day money back guarantee if not satisfied. Investment \$3.50 ea.

Make checks payable to: **Clem D. Long**  
**c/o Clem Long Auctioneers**  
**33 Riverside Drive**  
**Dayton 5, Ohio**



## New Members Account For Third Of Total

New members accounted for one-third of the total number of memberships processed from February 16 through March 15. Of the 106 that were received during this period, 34 of them were classed as new. There were also several reinstatements of former members which were classed with the renewals who were still in the active file.

Compared with a year ago, we received 32 new members in this same period but a few less renewals. Following is a list of those whose memberships were received during the above named period. The asterisk indicates a new member.

Richard A. Wagner, Michigan  
 \*Earl D. Pigg, Indiana  
 R. W. Main, California  
 William A. Emerson, New York  
 \*Bennie Schmidt, North Dakota  
 J. E. Sutphin, Virginia  
 \*Burl Selby, Iowa  
 Steve Steinmetz, Ohio  
 \*Ray H. Clark, New York  
 \*Charles Hawks, South Dakota  
 \*C. L. Showalter, Virginia  
 \*John DiBello, New York  
 \*Leroy Longberry, Arizona  
 Edward Vierheller, Oklahoma  
 Natte Austin, Colorado  
 \*William H. Amoss, Maryland  
 Everett R. Miller, Michigan  
 Ben Miller Osborne, Kentucky  
 Martha J. Kutz, Kentucky  
 John L. Cummins, Kentucky  
 Roy J. Draper, Kentucky  
 O. M. "Ree" Faust, Kentucky  
 Rufus Hansford, Kentucky  
 J. L. Helm, Kentucky  
 Henry L. Hodges, Kentucky  
 \*Norman B. Hudson, Kentucky  
 \*J. L. Kachler, Kentucky  
 Wayne Kessler, Kentucky  
 W. C. "Cliff" Ledford, Kentucky  
 John W. Maloney, Kentucky  
 Billy Mitchell, Kentucky  
 Emmett Moore, Kentucky  
 Orville R. Moore, Kentucky  
 Paul Noel, Kentucky  
 Ira Potter, Kentucky  
 Ray Reams, Kentucky  
 Fraisur Reesor, Kentucky  
 George Scott, Jr., Kentucky  
 \*Hugh B. Standiford, Kentucky

Johnnie Taylor, Kentucky  
 E. I. "Buddy" Thompson, Kentucky  
 Edgar C. Walker, Kentucky  
 Thomas White, Kentucky  
 Lexie Wyatt, Kentucky  
 Adrian Atherton, Kentucky  
 Henry Chilton, Kentucky  
 Roger Christie, Kentucky  
 \*J. L. Coats, Kentucky  
 \*Keith J. Armstrong, Alberta  
 \*Michael B. Lawrence, Alberta  
 \*Claude D. Myers, Ohio  
 \*Steve R. Jarnagin, New Mexico  
 James O. Lawlis, Jr., Texas  
 James O. Lawlis, Texas  
 Omer F. Bonney, Oregon  
 Edward Sprunger, Indiana  
 \*Frank Roadifer, South Dakota  
 Hylon C. Coates, New Jersey  
 Ernest O. Maine, Rhode Island  
 J. A. McGinnis, Oklahoma  
 \*Walter Roat, Michigan  
 Wm. J. McKay, Montana  
 \*Edwin A. Turner, Kansas  
 \*Lela Turner, Kansas  
 J. B. Robinson, Iowa  
 \*Hy Fogel, New York  
 \*Mardie Ingersoll, Florida  
 Tom Long, California  
 \*Bob Force, Wyoming  
 Loyal K. Smeltzer, Indiana  
 James A. Rutt, Alaska  
 \*Ray L. "Skip" Price, New Mexico  
 \*Marion P. Hoover, Ohio  
 \*John J. Roesel, Ohio  
 John Varner, Indiana  
 Edward Schmaedeke, Illinois  
 C. R. Page, South Carolina  
 Don Millspaugh, Indiana  
 C. W. Rosvall, Colorado  
 Thomas L. Pearch, Colorado  
 R. W. Oversteg, Colorado  
 George A. Allen, Kentucky  
 \*Harold G. Bickley, Pennsylvania  
 Joe Herard, Iowa  
 Ray J. Hohmann, Iowa  
 Elbert L. Allyn, Indiana  
 \*James Arnold Garvin, North Carolina  
 Hazel P. Brooks, Kentucky  
 Glenn T. Powers, Iowa  
 Harold F. Vorhies, Illinois  
 Stephen L. Winternitz, Illinois  
 Arthur D. Blevins, California  
 T. B. McCowan, Arizona  
 Olin Chailland, Missouri  
 \*H. E. Clevenger, Missouri  
 Rudy Larkin, California



J. H. Barnard, Kentucky  
Walter S. Britten, Texas (Life)  
\*John Sing, Tennessee  
Edward H. Ahrens, Illinois  
Thomas M. Watson, Kentucky  
\*Bob Strange, Louisiana  
\*Fred R. Daniel, New Jersey  
\*James E. Mullins, Virginia  
Norman E. Knowles, Virginia  
Stan Radde, Minnesota

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## Sometime . . . .

**LIFE IS LIKE A THERMOMETER.  
IT IS SUBJECT TO CHANGE.**

Sometimes the mercury is low and you did not stay in bed.

There are other times when you feel that you could whip the world, but just in case you allow yourself to become inflated with your own importance and ego Stop and reflect; because:

### S O M E T I M E

Sometime, when you're feeling important,  
Sometime, when your ego's in bloom.  
Sometime when you take it for granted,  
You're the best qualified in the room,  
Sometime when you feel that your going,  
Would leave an unfillable hole,  
Just follow this simple instruction.  
And see how it humbles your soul.

• • •

Take a bucket and fill it with water,  
Put your hand in it, up to the wrist,  
Pull it out, and the hole that's remaining  
Is a measure of how you'll be missed.  
You may splash all you please when you enter,

You can stir up the water galore,  
But stop, and you'll find in a minute  
That it looks quite the same as before.

• • •

The moral of this quaint example  
Is do just the best that you can,  
Be Proud of yourself, but remember,  
There is no indispensable man!

Author Unknown

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## Olympic Medal Sold

In Basel, Switzerland, an Olympic gold medal has just been sold at auction for 94,000 Swiss francs, about \$2,180. It was about 2,000 years old. No one knows who won it, nor in what event.

## Frei Herd Sells For \$133,000

HIGHMORE, S.D.—Rancher Bethel Frei's herd of 550 Black Angus cattle, driven overland to market through bitter cold and icy winds, brought \$133,000 at an auction in this central South Dakota town recently.

Frei, members of his family and 10 drovers drove the herd 56 miles recently from Frei's 3,000-acre ranch southeast of Pierre.

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## New Arrival In DeVore Family

Col. and Mrs. Maurice DeVore, Plano, Iowa, are the proud parents of a bouncing baby boy, Eugene Morris DeVore. He was born February 14 and weighed 7 lbs. 6 oz. What a valentine!

Eugene is the third child in the family. He is out-ranked by two older brothers, Daryl Lee, 3, and Calvin, 2.

Col. DeVore is a member of the National and State Auctioneers Association and owner of the D. Angus Ranch. It looks as if he might have plenty of help.

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## New Auctioneers

Students from Wyoming, Colorado, Nebraska and Texas received Diplomas on March 9 from Mountain States Auction College, Cheyenne, Wyo. This was the first Class to graduate from that school.

According to A. J. "Jack" Campbell, School President, it was termed a successful class with students being pleased with the training and the instructors were pleased with the aptitude of the students.

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Give enough thought to your past mistakes to see how to avoid them in the future. Then you will be better equipped after each failure. Do not waste time by allowing your mind to dwell on vain regrets over lost opportunities. Dismiss them with a smile. Mentally congratulate with good nature the Auctioneer who secured what you missed and face the future with cheerfulness and courage. —B. G. Coats



## Dates And Places

**APRIL 17**—Michigan Auctioneers Association Meeting, Frankenmuth, Mich.

**APRIL 21**—Tri-State Auctioneers Convention, Seabrook, New Hampshire.

**APRIL 28**—Iowa Auctioneers Convention, Tallcorn Hotel, Marshalltown, Iowa.

**MAY 3**—Nebraska Auctioneers Convention, North Platte, Nebr.

**JUNE 2**—Kansas Auctioneers Convention, Beloit, Kansas.

**JUNE 2 & 3**—Pennsylvania Auctioneers Association Summer Meeting. (Location to be announced).

**JUNE 4 & 5**—Wisconsin Auctioneers Association Annual Convention.

**JUNE 22**—South Dakota Auctioneers Convention, Hotel Sheraton Johnson, Rapid City, S. D.

**JULY 9**—Oklahoma Auctioneers State Convention, Shawnee, Okla.

**JULY 18-19-20** —

**NATIONAL AUCTIONEERS CONVENTION, NETHERLAND HILTON HOTEL, CINCINNATI, OHIO.**

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## Auction Market To New Ownership

Mobridge, South Dakota — Bob Buch and Jack Buschbom have assumed ownership of the Mobridge Livestock Auction Market, Inc. Buschbom will serve as manager.

Buschbom is well known for his activities in rodeo circles. He has been World Champion Bareback Bronc Rider three times.

Buch lives in Keystone, Iowa, where he owns and operates the Vinton Sale Barn at Vinton, Iowa.

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## Indiana District Meetings Announced

Walter Murphy, President of the Indiana Auctioneers Association, has announced the dates and places of the six District Meetings to be held this spring. These meetings were termed highly successful last year in that they brought many auctioneers together who do not regularly attend the annual State Meeting. They were responsible in part for causing the membership in the

state association to soar past the 200 mark in 1962.

Following is a schedule of the meetings:

April 3—SOUTHWEST—Lakeview Inn, 17 miles north of Evansville

April 10—SOUTHWEST—White Cottage, ½ mile south of Scottsburg

April 21—EAST—JUMBO DRIVE-INN, Anderson

April 26—WEST—CRAWFORD HOTEL, Crawfordsville

May 5—NORTHEAST — HOBBY RANCH HOUSE, Fort Wayne

May 11 — NORTHWEST — V.F.W., Knox  
Indiana auctioneers should attend at least one of these meetings and as many of them as possible.

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## New Organization Formed In Minnesota

Due to unsatisfactory conditions and no cooperation from the Minnesota Auctioneers Association a new organization, the Metropolitan Auctioneers Association, has been formed. Members of the new group are from the Twin Cities and all suburban areas. There are 33 Charter Members.

Article I of the By-Laws states: The purpose of this group will be to promote fair license fees, better working conditions, etc. without interfering with any non-members or competitors.

Paul Perkins, 675 Fifth Avenue, N. W., New Brighton 12, Minn., is the Secretary of the new organization.

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## Dick Gray Forms New Auction Firm

Richard O Gray, for many years a member of the Massachusetts auction firm of H. J. Gray & Company, has now established his own firm of the same type. The new organization is operating under the trade name of Dick Gray and Company, with offices at 79 Lowell St., Malden, Mass.

Dick Gray is an enthusiastic member of the Massachusetts Auctioneers Association and the National Auctioneers Association. His cooperative spirit has won him many friends in both organizations and all are wishing him the best of success in his new venture.



# Directory of State Auctioneers Associations

## Arkansas Auctioneers Association

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

## Colorado Auctioneers Association

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

## Idaho Auctioneers Association

President: Lyle Masters, R. 2, Buhl  
Secretary: Quinton Selby, Box 393, Cascade

## Illinois State Auctioneers Association

President: Harold Hilliard, Greenville  
Secretary: Theodore W. Lay, Girard

## Indiana Auctioneers Association

President: Walter Murphy,  
1111 N. Meridian, Lebanon  
Secretary: Dean Kruse,  
R. R. 2, Auburn

## Iowa State Auctioneers Association

President: Irving Leonard, Elkader  
Secretary: Lennis W. Bloomquist,  
RFD 2, Pocahontas

## Kansas Auctioneers Association

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

## Kentucky Auctioneers Association

President: Edgar F. Walker,  
520 E. Main, Bowling Green  
Secretary: Adrian Atherton,  
45 Public Square, Hodgenville

## Massachusetts Auctioneers Association

President: Henry A. Berman,  
P. O. Box 335, Worcester  
Secretary: Edmond R. Valladoa,  
Route 6, Mattapoisett

## Michigan Auctioneers Association

President: Glenn Casey,  
702 E. Grand River, Williamston  
Secretary: Richard Brodie,  
32681 Mackenzie, Garden City

## Minnesota State Auctioneers Association

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

## Missouri State Auctioneers Association

President: Ralph Stark, Lexington  
Secretary: Roger Hollrah,  
2795 Zumbuhl Rd., St. Charles

## Montana Auctioneers Association

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

## Nebraska Auctioneers Association

President: Glen Helberg,  
310 Boyd Ave., North Platte  
Secretary: Dick Dolan,  
Box 364, North Platte

## New Hampshire Auctioneers Association

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

## New Jersey State Society of Auctioneers

President: Elwood Heller,  
5 Heller Dr., Somerville  
Secretary: Ralph S. Day,  
183 Broad Ave., Leonia

## New York State Auctioneers Association

President: Arnold Ford,  
13 Martin Dr., Rome  
Secretary: Donald W. Maloney,  
518 University Bldg., Syracuse 2

## Auctioneers Association of N. Carolina

President: W. Craig Lawing,  
212 Gumbranch Rd., Charlotte  
Secretary: Jack H. Griswold,  
R. 10, Box 221-A3, Charlotte 6

## North Dakota Auctioneers Association

President: F. E. Fitzgerald,  
1206 N. First St., Bismarck  
Secretary: Gerald Ellingson, Edgely

## Ohio Association of Auctioneers

President: Gene Slagle,  
445 S. Vine, Marion  
Secretary: Richard Babb,  
232 N. South St., Wilmington

## Oklahoma State Auctioneers Association

President: Elvan Markwell, Meeker  
Secretary: Bryan Blew,  
Box 203, Cherokee

## Oregon Auctioneers Association

President: Marvin Ruby,  
346 W. Baseline Rd., Hillsboro  
Secretary: Mrs. Lane Sudtell,  
3915 Silverton Rd., Salem

## Pennsylvania Auctioneers Association

President: Russell E. Kehr,  
1500 Broadway, Hanover  
Secretary: Kenyon B. Brown,  
Box 388, Doylestown

## South Dakota Auctioneers Association

President: Vernell Johnson, Hartford  
Secretary: Reginald R. Oakley,  
Box 222, Silver City

## Tennessee Auctioneers Association

President: Jim Stevens,  
1315 Gallatin Rd., Nashville  
Secretary: E. B. Fulkerson,  
Rt. 4, Jonesboro

## Texas Auctioneers Association

President: Wayne Gibson,  
1005 Nall Lane, Bryan  
Secretary: K. L. Espensen,  
1109 Powers, Tyler

## West Virginia Auctioneers Association

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

## Virginia Auctioneers Association

President: W. Hugh Ownby,  
1301 Hermitage Rd., Richmond 20  
Secretary: Frank D. Sale, R. 1, Radford

## Association of Wisconsin Auctioneers

President: E. J. McNamara,  
Box 287, Lancaster  
Secretary: Joseph H. Donahoe,  
706 Harriet St., Darlington

## Wyoming Auctioneers Association

President: O.J. Mader, Buffalo  
Secretary: Don Hoffman, Buffalo



# THE LIGHTER SIDE . . .

## SET FOR ANY EMERGENCY

Sam was a young airplane salesman in the wide open spaces of the West. He'd spent all day trying to convince a rancher that a small private plane would be just the thing for riding the fellow's counties-wide range. The rancher had kept raising what seemed to Sam irrelevant objections, which now strained Sam's diplomacy badly.

"Suppose I'm way up there over my spread," the rancher drawled, "and the wings fall off?"

"If these wings ever dare fall off around here," Sam said solemnly, "I guarantee you'll get new ones almost instantly."

"How can you guarantee that?" demanded the rancher.

"My uncle," Sam said, "is the bishop of your diocese."

## LEAVE IT TO A WOMAN

Two hunters in the Arkansas hill country chased a wildcat to a small clearing, and saw the beast jump through the window of a crude cabin. They heard the high-pitched voice of a woman coming from inside but her husband sitting on the porch seemed unaware of anything unusual going on.

"Is your wife in there?" queried one of the hunters as he came close.

"Yup."

"Man, didn't you see the wildcat jump through the window?"

"Yup," drawled the man, with nonchalance, "I never had much use for those pesky critters. He'll have to get out the best way he can."

## SOMEBODY MUST PAY

"Farm products sure cost a lot more than they used to," the city visitor complained to the local farmer.

"Yeah, and why not?" retorted the farmer. "Why, when we farmers are supposed to know the botanical name of what we're raising and the zoological name of the insect that eats it, and the chemical name of what will kill it, somebody's got to pay."

## HIRE EDUCATION

A man applied through channels for a job with a government agency in Washington. While he was waiting for word on his application, the boss of the agency happened to hear about him through a friend and hired him immediately.

Several months later while the man was at work in Washington, he received a letter forwarded to him from San Francisco. It contained his original job application along with a letter from Washington regretfully informing him that the application had been turned down because he was not qualified for the position.

Taking another look at the rejection letter, he found that he had signed it himself.

## COFFEE OR TEA???

"Waiter!" shouted the irate customer, "I can't tell whether this is coffee or tea. It takes like benzine."

"If it tastes like benzine, then it positively is coffee," the waiter explained. "Our tea tastes like turpentine."

## NOW TELL THE TRUTH

A chief engineer was consulting a psychiatrist. Among other questions, the doctor asked: "Are you troubled by improper thoughts?"

"Why no," answered the patient. "To tell the truth, doctor, I rather enjoy them."

## DON'T JUST STAND THERE

The mechanic, after examining a woman's car to see why it wouldn't start properly, crawled out from under the automobile. "Madam," he told her, "you have a short circuit in the ignition."

"Well, don't just stand here," yelled the woman, "lengthen it, lengthen it."

## FISHY ALIBI

A minister looked at one of his parishioners coldly. "I hear you went to a ball game Sunday instead of church," he said.

"That's a lie," the man protested, "and I've got the fish to prove it."



# IN UNITY THERE IS STRENGTH

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## HIGHER EDUCATION

First farmer: "Well, since Tom has a college degree, can you see any change in the way he plows?"

Second farmer: "No, he plows the same. It's the way he talks."

First farmer: "How do you mean?"

Second farmer: "Well, when he gets to the end of the row, instead of saying 'Whoa, Haw or Gee,' he says, 'Halt, Rebecca, pivot and proceed'."

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## OLYMPICS

"What's this fly doing in my soup?" inquired the irritated diner.

The waiter stood a minute looking into the soup bowl: "Looks like the backstroke to me."

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## VERSATILE

A tourist stopped to chat with a farmer erecting a building. "What are you building?" he asked.

"Well," answered the farmer, "if'n I can rent it, it's a rustic cottage, and if'n I can't, it's a cow shed."

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## COMMON NAME

Sidewalk TV Quizmaster: "Now, sir, if you found an expensive billfold on the street containing a lot of money, would you return it to its owner?"

Pedestrian: "Yes, if my name wasn't stamped on it."

Quizmaster: "Naturally! What is your name, by the way?"

Pedestrian: "Genuine Alligator!"

---

## SPACE AGE

A man walked up to the ticket agent and asked for a ticket to the moon.

"Sorry, sir, all flights are cancelled."

"Bad weather?" asked the customer.

"No," the agent replied, "the moon is full right now."

---

## LONG-TIME PROJECT

The suitor took a deep breath and went in to see the father of his sweetheart.

"Sir," he said, "I would like to ask you . . . that is, would you consent . . . well, what I'm trying to say is that I've been going with your daughter now for six years, and - - -"

"Well, what do you want now?" snapped the father. "A pension?"

## HELP! HELP!

We have been afraid it would come to this:

The speaker of the Connecticut legislature has called for the establishment of a legislative study commission to study studies made by other study groups!

---

## SHOULD BE AN AUCTIONEER

A young man quit his job and told his friends he was going into business for himself because he was tired of working for the other guy.

Some months later, his acquaintance met him and asked him how he liked being on his own.

"I don't know," he replied, "the police won't let me park in front of my office; tax collectors tell me how to keep my books; my banker tells me how much balance I must maintain; freight agents tell me how my goods must be packed; customers tell me how my goods must be made; state and local officials tell me how my buildings should be changed; the union tells me who I should employ; how much and for how long; and on top of all that I just got married!"

---

## ASSIST

A burglar who had entered a poor farmer's house at midnight woke up the farmer. Drawing his knife, he said, "If you move, you are a dead man. I'm hunting for your money."

"Let me get up and light a match," said the farmer, "and I'll hunt with you."

---

## DO IT NOW

If with pleasure you are viewing  
Any work a man is doing,  
If you like him or you love him,  
Tell him now.  
Don't withhold your approbation  
Till the parson makes oration  
As he lies with snowy lilies on his brow.  
For no matter how you shout it  
He won't really care about it.  
He won't know how many teardrops you  
have shed;  
If you think that praise is due him,  
Now's the time to slip it to him,  
For he cannot read his tombstone when  
he's dead.



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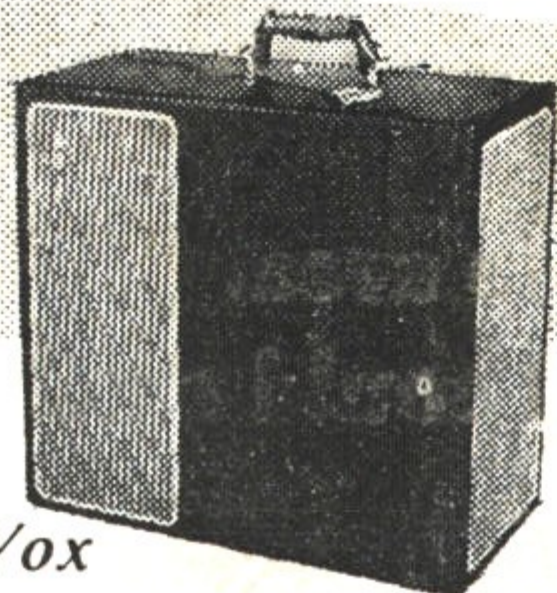
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