

# *The* **AUCTIONEER**

DECEMBER, 1952

VOL. III

Official Publication of The National Auctioneers Association

No. 1



A CHRISTMAS  
WISH for  
YOU!



May you enjoy  
the true peace  
of the season.



1 9 5 2



## THE AUCTIONEER

PUBLISHED MONTHLY, EXCEPT  
AUGUST, AT TOLEDO, IOWA

OFFICIAL PUBLICATION OF  
NATIONAL  
AUCTIONEERS ASS'N

JIM BRUCE, Managing Editor

JOHN W. RHODES, Editor

The editor reserves the right to accept or reject any material submitted for publication.

All news and advertising material must be in the office of the Auctioneer on or before the 15th of the month preceding date of publication. Publication date is the first of each month.

Subscription Rate: \$2.00 Per Year

In Canada — \$2.50

SINGLE COPIES - - - 20c

## DISPLAY ADVERTISING

### RATES

One Page .....	\$30.00
One-half Page .....	16.00
Quarter Page .....	9.00
Column Inch .....	2.50

### CLASSIFIED ADS

RATES: 10 cents per word. Minimum ad \$1.00. All advertising strictly cash with order.

# LETTERS

From "Auctioneer" Readers

Col. John Rhodes  
Editor, The Auctioneer  
Le Grand, Iowa.

Dear Col. Rhodes:

Enclosed please find check in the amount of five (\$5.00) to cover cost of placing the name of The Lehigh Valley Society of Auctioneers on the Booster Page of "The Auctioneer".

The present membership of this group consists of thirty-one professional auctioneers, two honorary members and two associate members. The group meets once each month at various places and all meetings are well attended. Topics pertaining to the welfare and promotion of good fellowship among all auctioneers are discussed.

During the past week this active group of auctioneers sponsored an Antique Show, (the 3rd annual) which proved to be the largest and most successful of its kind ever held in this section of the country. Approximately fifty various dealers set up booths in the largest auditorium in the valley and exhibited and offered for sale early American, and Penna. Dutch antiques.

This group was organized a little less than four years ago with a membership of nine auctioneers and today we look with pride at our record to date and know that we have proven that a group of auctioneers can and will work

(Continued on Back Cover)

**President**

COL. CLYDE M. WILSON  
133 E. Mill Street  
Marion, Ohio



**2nd Vice-President**

COL. H. W. SIGRIST  
2623 S. Webster St.  
Fort Wayne, Indiana

**1st Vice-President**

COL. WALTER HOLFORD  
Edwardsville, Illinois

**Treasurer**

COL. HENRY RASMUSSEN  
St. Paul, Nebraska

## *National Auctioneers Association*

---

Executive Offices • Col. J. Meredith Darbyshire, Secretary • 158 Vine Street • Sabina, Ohio

---

**BOARD OF DIRECTORS**

COL. JACK GORDON, Chmn.  
38 Dearborn Street  
Chicago, Illinois

COL. PAUL F. BOCKELMAN  
Sioux City, Iowa  
1952-1955

COL. B. G. COATS  
490 Bath Avenue  
Long Branch, New Jersey  
1952-1955

COL. ARTHUR W. THOMPSON  
3400 Pershing Road East  
Lincoln, Nebraska  
1952-1955

COL. C. B. SMITH  
Williamson, Michigan  
1952-1955

COL. FOSTER G. SHEETS  
920 S. Jefferson St.  
Roanoke, Virginia  
1951-1954

COL. JOHN W. RHODES  
Le Grand, Iowa  
1951-1954

COL. FRANK K. TAYLOR  
Cortland, New York  
1951-1954

COL. WILLIAM J. FELTON  
Ortonville, Minnesota  
1951-1954

COL. C. B. DRAKE  
P. O. Box 308  
Decatur, Illinois  
1950-1953

COL. TOM D. BERRY  
122 Water Street  
West Newton, Pennsylvania  
1950-1953

COL. C. G. WILLIAMS  
344 Smith Street  
Sheridan, Wyoming  
1952-1953

**Directors Meeting,  
Columbus, Ohio,  
October 19, 1952.**

**The Neil House Hotel**

**Members of the Board of Directors and Officers Present:  
Wilson, Holford, Gordon, Coats, Berry, Smith, Sheets and  
Darbyshire.**

**Meeting called to order by President Wilson.**

**Secretary Darbyshire read letters from those officers and  
directors who were unable to attend as well as other  
correspondence of interest to those present.**

**Discussion followed.**

**Letters to prospective members as well as application cards  
and other material relative to the membership campaign  
were read and approved. All of this material and discussion  
outlined a very aggressive program to secure new members  
and increase our membership. Considerable time was spent  
on this.**

**Letters from Col. Rhodes and the publisher of "The Auc-  
tioneer" were read and discussed. Committee consisting of  
Rhodes, chairman, Gordon, Coats, Winternitz and Petit ap-  
pointed to negotiate a contract and given full authority to  
act as they see fit.**

**Convention dates of July 16, 17 and 18 agreed upon with the  
16th for directors and committee meetings as well as regis-  
tration. Main convention program on the 17th and 18th. The  
Columbus Convention Bureau and the Neil Hotel Manage-  
ment was also present at the discussion and dates confirmed.  
Meeting confirmed the Secretary to approve all the dis-  
bursements of the association.**

**Wilson will clarify all existing life memberships.  
Motion made by Coats and seconded by Berry to adjourn.**

**J. Meredith Darbyshire, Secretary.**



## FEELS GOOD TO PICK A WINNER FOR ONCE . . .

By John W. Rhodes

Hot Diggetty Dog! At last I know what it feels like to have voted for a President of the U. S. A.

I have cast my vote every four years but for some reason someone else had more voters and I might as well have stayed in bed. I am really glad that this time I was able to win for we here in Iowa have had a tough time of it. I am sure of one thing, and that is the Democrats are not wet.

We have had a severe drouth here as a result of the hot winds kicked up by the campaigners and I was afraid we would have to pack up and move to Death Valley or someplace, but now that Ike has made the grade I am glad to report we will stay here in Iowa for we are getting a wonderful rain as of right this minute. If Ike can fix the mess in Korea as quick and easy as he did this drouth we will really have a hot time in the old town. I hope one thing for sure and that is when 1956 rolls around I would like to have a shorter campaign say something like 48 hours or something like that.

I was beginning to wonder what Arthur Godfrey and Milton

Berle were like when this thing all blew over and I got a chance to see them again. Last week I had an awful shock.

Mrs. Rhodes talked me into going to an Octapuss for an examination of my eyes. I told the Doc that I could see O. K. and that if he thought so for him to please tell me rather than sell me something just for a commission.

I said, "If you need a couple of Bucks I would rather give them to you outright than to buy glasses I don't need."

**Well, to make a long story short, after he finished with all of his gadgets he said, "Colonel, you'll either have to get TWO pair of glasses or a pair of Bi-focals." Man, what a shock.**

I decided that I would be too slow on the draw to fool with two pair and so settled for the bi-focals. Man, what a horrid decision. Now when a calf comes in the ring if I look just right it looks like a goat and last week I took a glance at the clerk and started to sell him for a Poland China.

My nose hurts, my ears are sore, I can see a lot of things I

didn't know existed and I'm twice as good looking but I would be glad if that Octapuss had let good enough alone. Well since the Auctioneer has big print I guess 'll make out for a little while.

If I had to quit the auction business I would be very sad, but when I got used to it and tried to get another job I think I would choose selling real estate and furniture in California.

The reason for such a decision is because there are so many people around here who are selling out and are going to move out there.

**I am very happy for all the work and have only six open dates now until Jan. 1 and many dates filled in Jan. and Feb. The thing now that worries me is what am I going to do when Calif. gets all full up and say no more room.**

If that ever happens then the men will probably stay here and business will be very poor.

Well I guess I had better be glad while business is good and

be thankful there is a California so the people have a place to sell out and move to.

**I'll have to call this quits for now because I have lots of work to do. We are going to have about 60 people at our house for Thanksgiving and that means I'll have to borrow things from all the friends I have ever had to be able to take care of the crowd.**

Then too there is also those little extra things I'll have to borrow so they can have something to eat and with which to impress them that business is good.

Of course they are going to bring the eats and by the time I get a good taste of what they all bring I am sure I'll never be able to return what I have borrowed until after Xmas has come and gone.

It has been nice to visit with you, will see you next month,

Auctioneerly yours,  
John W. Rhodes.

**Recognize him? The fellow with the spade is your N.A.A. second vice president Col. H. W. Sigrist, of Fort Wayne, Indiana. He's shown as he participated in a ceremony that began construction of the new First Christ'an church in Fort Wayne. He is a member of the church's board.**



# Meet The Family . . .

---

(Editor's Note: Here's the first in a series of articles designed to acquaint Colonels everywhere with members of the great N.A.A. family.)

---

Like the "Yanky Doodle Dandy" of lyrical fame, Col. Leon E. Joy has a claim to patriotical fame, too - - he was born just 400 years after Mr. Columbus discovered America.

**How old is he? You figure it out, but he's old enough to have been at the auctioneering game long enough to gain considerable fame for himself. He currently is serving as president of the Iowa Society of Auctioneers.**

Col. Joy served his apprenticeship with a man he calls "one of the most successful auctioneers of his time," Col. F. F. Luther, of Grand Junction, Iowa. Grand Junction was Col. Joy's home town, and he had had a desire to become an auctioneer since his father had a sale when Col. Joy was only six years old.

Col. Joy says his teacher, Col. Luther, made "a lasting impression on me that day, and after all these years I have no regret."

In September, 1914, Col. Joy went to Ames and became associated with Col. E. F. Posegate,

another well-known and popular auctioneer at that time. Col. Joy has been at Ames ever since - - good years and bad.

**During his first years at Ames he sold many pure-bred Hampshire hogs at sales in four states. He still sells some pure-bred livestock sales, but lately spends most of his working time selling real estate and crying general farm auctions, in addition to around 75 furniture auctions each year at Ames and at towns in the area.**

After Col. Posegate's death, a young man, Merrill Hunter, was associated with Col. Joy for about three years.

"Had he lived," Col. Joy says, "I'm sure he would have become one of the most popular and successful auctioneers of the state. He had a wonderful personality and a world of ability. On Nov. 27, 1926, he was struck by a train in our car and was killed. After his death, I found it very hard to work without him, as we were not only partners, but very, very good friends."

Along in the late forties Col. Joy began looking for a young fellow to take over his business when, "I am old enough to quit."

Col. Joy is well satisfied with

his present assistant, Howard B. Johnson.

“He has been with me since January, 1949,” Col. Joy says, “and he is developing better than I had ever hoped. He is secretary and treasurer of the Iowa Society of Auctioneers.”

**After nearly 40 years in the auction business, Col. Joy says, “I still am learning and hope to for 15 or 20 years yet.” He says he enjoys crying a sale just as much today as he did when he first started.**

Col. Joy thinks confidence is an important word to an auctioneer. He says, “I learned long ago that if people have confidence in

an auctioneer, he will be successful. I also learned that nothing is as important as keeping your sales clean. Nothing will hurt an auctioneer more than dirty stories and profane language. Keep your sale clean and be honest with your clients - - both buyers and for those for whom you are selling - - and you will be a successful auctioneer.”

**Col. Joy also is a strong believer in organization. He has attended every meeting of the state auctioneers’ organization, and he’s sold on auctioneers as a group.**

“No other profession,” he  
(Continued Inside Back Cover)



**Col. Leon E. Joy, of Ames, Iowa, in action.**

# Coats' Notes

by B. G. Coats



Have you ever observed how some people dislike an Auctioneer until they discover that he has many ideas just like their own.

**At your next auction sale tell any woman who likes you that she has eyes that do something to you and she will be pleased, even though one of them is glass.**

Good luck to the Auctioneers who wish to leave their footprints on the sands of time. The rest of us will do well if we can just cover up our tracks.

The only green light some Auctioneers can see has COMMISSION printed on it, and this is written without the least intent of being sarcastic.

The success of "The Auctioneer" in welding words and pictures and in the advancement of the National Auctioneers Association for inquiring minds of Auctioneers has continued to build the confidence of our Editor Col. John W. Rhodes; confidence which he has always had in the members of the Association and their willingness to see and be informed of their desire to improve themselves and their profession.

We the members need no other assurance that "The Auctioneer" in the many months ahead will do its best to bring to all of us the kind of articles we like and benefit by.

**Now for the Editor to do this means the everlasting cooperation of every member and unless each of us contribute something to help our Editor, then don't expect the Editor to do the impossible.**

Have you ever observed an Auctioneer selling household goods and furnishings offer a piece of China and inform his listeners "Now here is a piece of Dresden China made in Dresden, Germany". Nothing could be farther from the truth.

**Dresden China was named after the German city of Dresden, where it once was supposed to have been invented. But Dresden China is actually produced at Meissen, 14 miles from Dresden.**

Some Auctioneers, in long association with their chosen work, not only become a part of it but it becomes so much a part of them that the profession they are en-

gaged in and their names become synonymous. Many years ago if you had a test of "word" responses almost everyone would say "Ford" when automobile was mentioned.

Likewise when the word Auctioneer is mentioned today, it would not be surprising if many responded with the name. Lets all try and keep our profession and our name before the public at all times.

Thats all for this time, fellows. I am going to try and respond now to get a new member. Will you?

---

### **COL. ROY HIATT SUFFERS FATAL HEART ATTACK**

Portland, Ind.:— Col. Roy Hiatt, a man who added another friend in every person he met, has sold his last Jersey cow, his gavel has sounded for the last time and his challenging call has rung through the last sale arena. For Col. Hiatt died at his home near Portland, Indiana, October 16.

The National Auctioneers Association loses a most valued member and the Auctioneering Profession can credit much of its progress towards its advancement to the efforts of Col. Hiatt, to build more and better Auctioneers.

For the past twenty years he was an instructor at the Reppert School of Auctioneering. He managed auction sales throughout the country, was a top notch Auctioneer and always ready and

willing to give of his time and efforts to help the younger Auctioneers up that ladder of success.

He was a breeder and judge of Jersey cattle for the past thirty-eight years.

Funeral services were held on Sunday, October 19, from his late residence with many members of the N.A.A. present to pay their last respects. He is survived by his wife, four brothers and one sister all of Jay County, Indiana.

The many floral offerings was a tribute to the esteem and respect in which he was held by his countless friends. Among the floral pieces was a beautiful one from the National Auctioneers Association.

**WHEN WRITING UP YOUR NEXT  
SALE TELL YOUR CLIENT  
ABOUT OUR CLERKING  
SERVICE WHICH  
INCLUDES:**

- Liberal Credit
- Extensive Advertising
- Payment to Owner and Auctioneer  
Day of Sale

---

**For Further Information See**

**Minnesota Sale Co.**

**6 First Ave. S. E.**

**ROCHESTER, MINNESOTA**

**Robert M. Conway, manager**

# Col. Frederick M. Woods . . .

## World's Best Known Auctioneer Of Pedigreed Stock

---

**By Walter Carlson**

(Writer's note:— Believing that write-ups from the past will be of interest to many readers, we are starting out with this one from the October, 1917 issue. Col. Woods is the author of an article that will follow. After that, it is up to the readers to say whether the space should be used for more history, or be reserved for something different.)

---

**(By a Friend)**

In every field of human endeavor, we find certain individuals that are better known and more successful than are others engaged in the same kind of work. Farmers are not all alike, doctors are not all alike, lawyers are not all alike, preachers are not all alike. Auctioneers are not all alike. In fact, every individual is different from all others.

Each individual has or possesses certain qualities different from all other people and this difference between individuals is what gives them their individuality. A man may stand out in the world as a leader of men and in his profession or line of endeavor because he has performed a dif-

ficult surgical operation successfully; it may be that he has written a great book; it may be that he has been a good judge; it may be that he has invented a great piece of machinery; it may be that he has been a successful auctioneer; it may be that he has been a true friend.

It matters not what the cause may be, there is a reason. Men that are classified as great men and as leaders of men are those that have accomplished or done the unusual thing. Their work has been different from that of the ordinary person.

They have possessed the initiative. Their work has been stamped with the seal of genius. The Auction profession, like the other great professions, has produced its leaders. It has produced men of fibre, men of force, men of character, and men that will be known throughout future history. There are many auctioneers in the Auction profession that stand out as mountain peaks, but there is one Auctioneer that stands as high as the highest of them and that is Col. Frederick M. Woods, of Lincoln, Nebraska, whose picture appears on the front cover of this journal.

Cl. Woods was born on a farm near Belvidere, Ill., on August 13,

1844, and is now in his seventy-fourth year. In April, 1872, he cried his first pedigreed sale and for forty years continuously thereafter was on duty, up and until the month of December, 1916, at which said time he retired from the active work in the Auction sale ring. During the period of time he was in active service, he cried sales in sixteen different states in this country and conducted many sales in Canada.

Perhaps there is no man in the world today that is personally acquainted with more breeders of pure bred stock than Col. Woods. During the period of time he was engaged in the profession of Auctioneering he, no doubt, sold more pedigreed animals than any other man in the world.

He has raised and educated a family of six children, two girls and four boys. His oldest son, Albert, is the President of the Maryland Agricultural College; his son, Frank, is an attorney and President of the Nebraska Telephone and Telegraph Company, a six million dollar corporation; his sons, Mark and George, are engaged in the real estate business and are the largest real estate operators in the west.

They own, farm and ranch over 20,000 acres of land and are also large dealers in pedigreed draft horses, imported and home bred. He has one daughter living, and she is the wife of Professor A. L. Haecker\*, who was for many years the head of the dairy division of the State Agricultural College of Nebraska.

Professor Haecker is now connected with the Woods Brothers Company, mentioned as aforesaid. Two of Col. Woods' grandsons are lieutenants in the U. S. Army and are now somewhere in France.

Col. Woods also served his country during the Civil War. He enlisted first in the Fifteenth Illinois Volunteers in April, 1861, but was turned down on account of his age. Later he recruited, by order of Governor Yates of Illinois, a company of 42 men and took them to the Elgin Battery Fifth Illinois Light Artillery and they served until the war was over. He was honorably discharged from service June 15, 1865.

Since his retirement from active service he spends his summers at his summer home on Madeline Island in Lake Superior, Wisconsin, with his wife, children and grandchildren. He usually spends from June to October at his summer home. His permanent residence is in Lincoln, Nebraska, where he has resided with his family since April, 1883.

Col. Woods spent over forty years in the Auction ring and is known as the dean of livestock Auctioneers. He has done a great many things for the Auction profession and has accumulated a fortune in the Auction business and has righteously earned for himself the title, "WORLD'S BEST KNOWN PEDIGREED STOCK AUCTIONEER".

(\*The Haecker Building at Minnesota University Farm, St. Paul, is named in his honor.)

---

# **BOOSTING THE**

## **A \$5 BILL GETS YOUR NAME AND ADDRESS**

If you'll look over the list, you'll find "The Auctioneer" has several new boosters this month. There still are a lot of you men,

### **IOWA**

Col. R. D. "Jim" Brown, Ida Grove  
Col. Wendell Ritchie, Marathon  
Col. Howard B. Johnson, Story City  
Col. Leon E. Joy, Ames  
Col. Slim Kautzky, Glidden  
Col. Clinton A. Peterson, Fort Dodge  
Col. G. F. Sargent, President International Auctioneer College, Sioux City  
Col. Theo. H. Holland, Ottumwa

### **ILLINOIS**

Col. Ray Hudson, Route 1, Morrisonville  
Col. Mike Gordon, Remington Sales Service, Chicago 40  
Col. C. B. Drake, P. O. Box 308, Decatur  
Col. Bruce Parkinson, Route 2, Kankakee  
Col. Walter Holford, Edwardsville  
Col. Bud Drake, Decatur  
Col. John A. Carr, Macon  
Col. Bert O. Vogeler, Franklin Grove

### **INDIANA**

Col. L. T. Crawford, 219 West 7th St., Mishawaka  
Col. Laird N. Glover, Route 5, Crawfordsville  
Col. Wilbur D. Whittle, 1402 East Monroe St., Goshen  
Col. R. C. Foland, Noblesville  
Col. Earl Ellis, Washington  
Col. Harold Broshears, Evansville

### **NEBRASKA**

Col. John W. Heist, P. O. Box 22, Beatrice  
Col. T. C. Jensen, 509 Blaine St., Holdrege  
Col. J. D. Kirkpatrick, 224 West 2nd St., Grand Island  
Col. Henry Rasmussen, St. Paul  
Col. Leon S. Nelson and Col. Dan J. Fuller, Albion  
Col. James Webb, Grand Island  
Col. Leon S. Nelson, Albion  
Col. Dan J. Fuller, Albion  
Col. Ray Flanagan, Albion  
Col. Adolph Zicht, 510 South 12th Street, Norfolk  
Col. Don Zicht, 510 South 10th Street, Norfolk

### **PENNSYLVANIA**

Col. Tom Berry, Hill and Main St. West Newton  
Col. Homer H. Sparks, 1244 East State St., Sharon  
Col. Philip A. Engelmeier, 500 Foreland St., Pittsburg  
Col. Q. R. Chaffee and Son, Auction Mart, Towanda  
Col. Hubert S. Post, Washington  
Col. C. J. Leiby, Allentown

### **MICHIGAN**

Col. Fred W. Smiley, Saginaw

---

---

# **E AUCTIONEER**

**S ON THESE PAGES FOR A WHOLE YEAR.**

though, who could mail in your \$fins, thereby giving this magazine a little boost and yourself some publicity.

## **MINNESOTA**

Col. Tom Gould, 1311-13 Nicollet Ave., Minneapolis  
Radde Bros. Watertown and Waconia  
The Davis Twins, Identical Auctioneers, St. Peter and Madison Lake  
Col. Martin Lampi, Annandale  
Col. E. T. Nelson, Renville  
Col. Guy L. Pettit, 104 North East St., Bloomfield  
Col. John F. Beecher and Son, Elma  
Col. Henry C. Godlove, Realtor, Indianola

## **NEW JERSEY**

Col. Herbert Van Pelt, Maplewood Farm, Readington  
Col. B. G. Coats, 490 Bath Ave., Long Branch  
Col. Joseph A. Guzzi, 477 Patten Ave., Long Branch  
Col. Watson Van Siever, Burlington

## **WISCONSIN**

Col. Joseph W. Donahoe, 706 Harriet St., Darlington  
Col. W. C. Heise, 915 Park Ave., Oconto

## **MISSOURI**

Col. Bill McCracken, 820 W. Essex, Kirkwood 22  
Col. Stanley Wasielewski, 10039 Diamond Dr., St. Louis

## **OHIO**

Col. Ralph Drake, Montpelier  
Col. Homer Pollock, Delphos  
Col. Clyde M. Wilson, Marion  
The Bailey-Murphy-Darbyshire Co., 55 East Locust Street, Wilmington

## **TEXAS**

Col. W. J. Wendelin, Henderson

## **NEW YORK**

Col. Mac M. Rothkopf, 317 Bushwick Ave., Brooklyn 6

## **TENNESSEE**

Col. J. Robert Hood, 7 Public Square, Lawrenceburg

## **VIRGINIA**

Col. Frank D. Crim, "Wasena Hills", Roanoke 15

## **ELSEWHERE**

National Auctioneers Association Auxiliary, Anywhere, U.S.A.

Editor's Note: Congratulations to the following Col's, new "boosters" this month:  
Col. C. J. Leiby, Col. Leon S. Nelson, Col. Dan J. Fuller, Col. Clyde M. Wilson, Col. G. F. Sargent, Col. Bert O. Vogeler, Col. Theo. H. Holland, The Bailey-Murphy-Darbyshire Co., Col. Adolph Zicht, Col. Ray Flanagan and Col. Don Zicht.

---

# WANTED

Best Wishes, Health and Happiness to all our Auctioneer Friends and Their Families.

Another year of strength and continued growth for our respective state and national Associations, and with same, the good old American heritage of free enterprise.

It has been my good fortune to work personally with national members in seven states this past year, and I am proud to be associated with every one of them. All were respected, upright pillars of their communities, and, through our mutual efforts, we advanced the standards of merchandise auctions. In every instance we conducted our sales with our primary concern being

## PUBLIC EDUCATION TO SALE BY AUCTION

Honesty and true representation being our first requisite. Entertainment and hours of enjoyment for the public were important but not necessary, as our auctioneers kept all viewers and buyers interested. We regret not being in a position to handle all requests for help in starting sales, but we just could not get around to all. We'll try, with your help, this next year.

To you, Col., and Your Family, To Our Associations, Schools and Friends, To All—

## A HAPPY, HEALTHFUL NEW YEAR

COL. and MRS. MIKE GORDON

To Cols': Clyde, Joe, Huey, William J., Walter, Ray, Lester, "Darby", Jack, Laird, Bert, Lewis, C. B., Henry, Gill, Guy, B. G., Tom, Garth, Jim, A.W., Martin, Wilber, Q. R., Foster, E. T., Harold, Homer, John, Bill, Frank, Fred, Stan, Grant, Lloyd, Carl, Carman, Willard, C. O., Art, Dick, Claude, Don, A. B., Earl, LeRoy, George, Paul, Ben, G. E., Sam, Floyd, Oscar, Geo. and Sons, Ted, Bruce, Kelly, Bondette, Harry, Ed, Roland, Alvin and Wendell

THANK YOU FOR A GOOD YEAR. THANK YOU MOST OF ALL FOR YOUR FRIENDSHIP AND FAITH — WE'LL NEVER LET YOU DOWN.

START THE NEW YEAR BY WRITING TO US TODAY. LINE UP YOUR LOCATIONS AND GET SALE DATES.

## 1953 SALE DATES OPEN JAN. -- FEB. -- MARCH

### Auctioneers and Locations Wanted

ILLINOIS, IOWA, MICHIGAN, WISCONSIN, INDIANA, OHIO. NEW AND BANKRUPT STOCKS OF MERCHANDISE, FURNITURE, HOUSEHOLD APPLIANCES TO BE LIQUIDATED AT AUCTION (WE MEAN SOLD) IN SMALL COMMUNITIES. GIVE DESCRIPTION OF LOCATION, AND DATES, EXCHANGE REFERENCES. ACT TODAY!

## REMINGTON SALES SERVICE

1509 W. LAWRENCE AVE.

CHICAGO 40, ILLINOIS

# Pop Hess' Stuff

---

**BY POP HESS**

WHEN WE PREPARED MY COLUMN FOR THIS PUBLICATION LAST JUNE DID NOT THINK I WOULD TAKE SO LONG A TIME OUT BEFORE WRITING ANOTHER ONE. REALLY NO GOOD EXCUSE TO MAKE WHY. THE FACT IS JUST LIKE HUNDREDS OF AUCTIONEERS BOTH GOOD, MEDIUM AND BAD. JUST FAILED TO GET AT IT. NOW WHAT I CAN WRITE ABOUT COULD NOT BE HELD AS INTERESTING BECAUSE I am somewhat on the retired list as far as active auction service is concerned.

While many of you wide awake and active boys could tell in the pages of this only exclusive Auctioneer Publication many items of good and bad and give food for thought to all Auctioneers regardless just how good each may be or how busy or not busy can make good use of it all.

The writer had expected to wait till the Auctioneer came out after the Convention was held last July - thinking there would be some new things to write about and get off the usual grind of what could be done to what was

done, and thru this convention held there was a very decided improvement.

NATURALLY I would say it was QUITE AN IMPROVEMENT TO SEE THE NAMES OF THE NEW DIRECTORS. ALL ARE VERY GOOD AND THIS WILL MAKE MORE STRENGTH TO THE ASSOCIATION. OHIO WAS HAPPY TO HAVE A PRESIDENT AND SECRETARY to be both from OHIO and above all the Convention comes next year to Ohio. 1952 HAS BEEN A GREAT YEAR FOR AUCTION SALES IN ALL DIVISIONS.

**Here in Ohio SALES HAVE BEEN VERY NUMEROUS AND GOOD PRICES. Do notice THE PAST SIXTY DAYS Selling is just a little more pulling to get to the price than it was earlier in the year, however this can be expected.**

Much of the U. S. has had drouths or floods - - too hot or too cold, etc.

This is a special label to boil down auctioneers who may want to roll without too much effort, however prices are good and the farmer and livestock men have

been and will be doing good business. Also same is true for the Auctioneer.

HOWEVER IT IS A GOOD TIME FOR ALL AUCTIONEERS to take a little check-up on their actions and keep their feet well under them, as there will be some slippery spots and we do not want any auctioneers laid up with a bruised seat or broken hip.

As I have read every line printed in the Auctioneer from last June to date IT IS A FINE LITTLE PUBLICATION BUT WE DO ASK THE QUESTION, What can be done to make it a GOOD BIG PUBLICATION.

Of course the answer is very simple, too many chaps like myself leave that item to last or not at all.

Now I could ramble on for nine pages, but when it was finished it would be a repeat of all the spots I have tried to bring out the past two years.

Let's all get busy and shoot a few lines - - on WHAT YOU THINK IS BEST FOR AN AUCTIONEER AND THE AUCTION BUSINESS - - it could create as much interest as the BIGGEST SCANDLE EVER TOLD.

I have never told one-tenth of what I could about the subject and I know there is sufficient auctioneers reading this publication who could shake the world if they would take time to do it.

Now, Boys, as we enter the new year 1953 - - **LET'S BUILD THIS LITTLE PUBLICATION, The AUCTION-**

**EER, From LITTLE to BIG by injecting into the pages WHAT EVERY AUCTIONEER SHOULD KNOW - ALSO SHOULD NOT KNOW.**

This can all very easy come from Daily experiences, of Active Duty, Conducting the Largest Total Dollars in Yearly Business, of ALL BUSINESS, THE AUCTIONS SOLD BY AUCTIONEERS who were professional Auctioneers, and MAKE THE AUCTION WAY OF SELLING, THEIR BUSINESS.

Wish all a very happy year and a Merry Christmas - AND A BIG 1953.

---

Custom Officer—"I thought you said this trunk contained nothing but old clothes. What is this whiskey doing in it?"  
Auctioneer—"That's my night cap."

---

## LADIES

---

Beautiful gold filled pins bearing the insignia of the N.A.A. Auxiliary are available now for only \$2.50 each. You'll be pleased with this pin and proud to wear it.

Send your order in today to —

Mrs. Wendell Ritchie, Sec'y  
Marathon, Iowa

# Are You Doing Your Part To Serve Your Association ?

---

Your Association is pretty important to you. In it you can learn much to help you in the auctioneering profession and you can give much to help your fellow auctioneers. Naturally you want it to be a good Association.

But goodness in an Association isn't something you can take for granted. Your Association will be just as good as you and your fellow members make it. Maybe you are the kind of a member who thinks the Association will get along alright without your interest, that you never attend a convention, never read "The Auctioneer", and don't know who belongs and who doesn't. Maybe you leave too much up to the other fellow.

Take these few questions to see if you know enough and do enough to make your Association better. Some of the questions may

sound hard and sort of hit home, but they are all important.

1. Did you attend the last national convention?

2. Are you planning on attending the convention in 1953 at Columbus, Ohio, July 16 to 18 inclusive?

3. Do you know how the offices of your Association are filled?

4. Do you know who the officers and directors are at the present time?

5. Do you know what it costs roughly, to run your Association for a year?

6. Do you know approximately how many members there are in your Association?

7. Do you know how your local commission rate compares with that of similar communities?

8. Do you know how many Auctioneers there are in your

## WANTED

### AUCTIONEERS and LOCATIONS

ILLINOIS, IOWA, MICHIGAN, WISCONSIN, INDIANA, OHIO

New and Bankrupt Stocks of Merchandise, Furniture, Household Appliances to be Liquidated at Auction in Small Communities. Give Location Available, Description, Exchange References. Over 200 Sale Dates Available. Act Now.

### REMINGTON SALES SERVICE

1509 WEST LAWRENCE

CHICAGO 40, ILLINOIS

state, your county, your community?

9. Do you know how many Auctioneers in your county are members of the National Auctioneers Association?

10. Do you know who is the Editor of "The Auctioneer"?

11. Do you know how and where he gets the material for publishing your monthly magazine?

12. Do you know how many new members have affiliated with the N.A.A. since July, 1952.

Now sum up these questions. If you know them all you are a whiz, a real draft horse in your Association. If you could answer the most of them then pat yourself on the back. If you got half of them you can still hold your head up. If you got less than half your conscience should hurt a little. If you know about one-third of them, shame on you.

The Secretary would like to hear from you and help you in every way he can, to make all of us better members. Never hesitate to writ your Secretary, Col. J. Meredith Darbyshire, 158 Vine St., Sabina, Ohio.

## **GREETINGS**

**WE ARE BEHIND THE ETHICS  
AND PRINCIPALS OF THE  
N. A. A. 100%**

**ILLINOIS AUCTIONEER'S  
ASSOCIATION**

## **BIDDERS GET PACKAGES FROM MAMIE AND HARRY**

Red Bank, N. J.:— Packages sent by Mrs. Mamie Eisenhower, wife of President-elect Dwight D. Eisenhower, and President Harry S. Truman, were auctioned off by the River Street School Parent-Teacher Association at its annual bazaar held in the auditorium of the school on the evening of November 12.

Scheduled to start at 8 p. m. the huge auditorium was filled to overflowing at 7:30 and many were turned away. This makes the fifth year for such an event and each year it becomes bigger and better. All monies raised at the auction goes to help unfortunate children.

Mrs. Jack Cohen, a former PTA President was the highest bidder on the package sent by Mrs. Eisenhower, which contained a lip palette in 24 gold carat plate. The winner of the Truman package and mother of four children who attend the school declined to open her package until she could do so in the presence of her family. The joviality of the Auctioneer kept the crowd in a hilarious mood throughout the sale. All items were donated by public spirited citizens of the community.

Mrs. Eisenhower's package brought \$18 while the President's package yielded \$8. A total of \$844 was realized bringing the total money raised during the five years to \$2869.

B. G. Coats of Long Branch, N. J., was the Auctioneer.

## Let's Go Fishing

The National Auctioneers Association is an organization of Auctioneers for Auctioneers.

Try going fishing as often as possible. You never know what will bite at the end of your line.

Now may I bait you with a question?

Have you secured a new member this year for the NAA?

---

## Even Gen. Washington Attended Auctions

By B. G. Coats

Do you know that the Father of His Country went one day to an auction at the breaking up of a neighbor's establishment in the Potomac region, and there purchased furniture to the value, as the queerly precise old record has it, of one hundred sixty nine pounds, twelve shillings and nine pence? That Washington, although he bought from a full pocket-book and spent a lavish total, was not able to resist entirely the delight of getting things at as good a bargain as possible, and that he was reluctantly forced upward on different purchases, shilling by shilling and penny by penny, is amusingly apparent.

How delightful, how wonderful it would be to have a full and accurate account of his behavior and his bidding at that auction.

Those who like to know that in their quest of things of the past

they are following in the footsteps of the notable people of a bygone time.

Every auction sale has a history of its own.

Every auction sale is history on parade. No doubt some day the record will disclose, if it can be found, the behavior and bidding of Washington at auction sales and if we search diligently we may find for the record of the National Auctioneers Association, who the Auctioneer was that conducted the auction sale of Washington's neighbor in the Potomac region.

---

### WANTED:—

Auctioneering instructors and to sell registered cattle sales. G. F. Sargent, Sioux City 3, Iowa.

---

## Professional Cards

### BERT O. VOGELER

#### General Auctioneer

Real Estate, Farm Sales  
Household Goods

Phone 82210 Franklin Grove, Ill.

### J. G. SHEETS & SONS

#### Realtors - Auctioneers Liquidators

Farms, Commercial, Residential And  
Personal Property Sold By Private  
Treaty And At Auction

HOME OFFICE:  
ROANOKE, VIRGINIA

"Serving The Great South Under The  
Ethics And Principals Of The N.A.A."

# President's Message

from Col. Clyde M. Wilson

---

Now that the convention is all over and we are back home and settled down to work it is time to begin to think about those new memberships we promised to get when we got back home. It was indeed a pleasure to have been elected president of such a fine organization of men and the organization can be assured that I will do my utmost to fulfill my obligations to the office. I feel assured that everyone attending the convention had a wonderful time and are now looking forward to the convention next year in the good old buckeye state of Ohio.

Have been very busy since arriving home not only with my auction business but am happy to report that plans are already under way for our next convention, to be held at Columbus, Ohio, on July 16, 17, 18, 1953. So put those dates down now boys and plan to be there. You will never regret attending the conventions.

We have already held one directors meeting at Columbus, Ohio with the following directors attending: Pres. Wilson, Vice-

President Holford, Chairman Gordon, Directors Coats, Berry, Smith, Sheets, and Secretary Darbyshire. Several letters were received from directors who could not attend. At the meeting several things were discussed and passed upon to the best of everyone's ability, for the betterment of the organization.

I feel if there were ever a time that the organization has a chance to grow and go some place it is now. So here goes, boys. Remember the wonderful talk given to the convention by that great auctioneer, Col. ART THOMPSON, and the challenge he made to us to go out from the convention and get memberships for the organization? Well it looks like he is the only one doing very much about it so what are you going to do about the memberships you promised to get. Col. Art has signed up some thirty top flight auctioneers in America. I personally have signed up twelve or fourteen members with no trouble at all and am sure you can do the same with a little effort on your part. So congratula-

tions to Col. Art Thompson for the wonderful work he is doing. Let's all get behind this great leader and help him spread the gospel.

Since leaving the convention, I have had the misfortune to lose two very fine people connected with the auction profession, Miss Elanor Reppert, daughter of Col. Fred Reppert of Decatur, Indiana, and Col. Roy Hiatt of Portland, Indiana, both well-known in the auction profession and both members of the association.

Well it looks like old man winter is about to set in and most of us are hunting out our winter clothes for those cold sale days ahead. But isn't it wonderful to stand up there on a cold sale day and look over your crowd and realize what a wonderful business we are in for all those people to stand out there and practically freeze to death just to attend an

**auction sale.**

I am planning on missing some of the cold this winter with a little trip to Florida on the 26th day of December, and do a little fishing and visit some of the auctioneers down there for a while.

Remember in planning to attend the convention plan to bring the little lady with you, as the Columbus Convention Bureau has promised a good time for them. And ladies, Columbus, Ohio, is a great shopping center, catering to ladies in a big way. So get busy boys and get a lot of sales so the ladies can go shopping as they already have proven that the auxiliary is a MUST with the association.

Col. Darbyshire, our new secretary for the coming year, is to be congratulated on the wonderful work he is doing as secretary of our group. All correspondence sent to his office is answered immediately and he is at present

**APPLICATION FOR MEMBERSHIP**

**National Auctioneers Association, 158 Vine Street, Sabina, Ohio**

Enclosed find \$\_\_\_\_\_ to cover membership fee and subscription to "The Auctioneer" which is \$10.00 for one (1) year. I am an Auctioneer and desire to become a member of the "National Auctioneers Association."

Gold lapel pins, \$2.50 extra ☐  
Letter-head emblem, 2.50 extra ☐



NAME \_\_\_\_\_ (print)

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ ZONE \_\_\_\_\_ STATE \_\_\_\_\_

Fellow Auctioneer for Reference:

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

working on a great membership drive like we have never seen before, plus all the work of planning the next convention. I am well pleased with the cooperation we are getting from the board of directors in this great task. If your membership has expired, please send your check in for renewal of your membership at once.

I will appreciate hearing from every member of the organization at any time and will assure you your letter will be answered promptly. My address, for those who do not have it, is: 135 East Mill Street, Marion, Ohio.

Boys, our editor, John Rhodes, tells me that he needs material badly for the magazine, so let's all get busy and send him something every month from now on. We all have been very lax on this in the past. Also get your name on the Booster Page so we can make this magazine one of the outstanding magazines in the country. Well, time is running out for this month but will have my message in every month from now on.

Remember, be good to the auction business and it will be good to you . . .

CLYDE M. WILSON,  
President.

---

### **COL. HOOD BELIEVES IN ADVERTISING**

Lawrenceburg, Tenn.:— On October 17, Col. J. Robert Hood, announced four big sales of valuable real estate all to be held withing the next few weeks. The Dr. Neal, residence and personal

property in Lawrenceburg, the Richardson farm in Giles County, Tenn., five farms belonging to the estate of Etta Green, all personal property and the entire farm machinery and equipment.

In addition to his display advertising in newspapers, Col. Hood, dispatched over 70,000 pieces of direct mail advertising to cover the above sales.

A firm believer in advertising where it brings the best results has proven time and again to Col. Hood that it pays to advertise. The many members of the N.A.A. who have never missed a convention will recall the support that Col. Hood, has always given the National Auctioneers Association and the many benefits that he has derived from his activities in the Association.

He is one of the oldest in membership and one of the most loyal supporters of the Association. Col. Hood has surely got what the people of Tennessee want and knows that one can preach a better sermon with his life than one can sometimes do with their voice. He is a fine Christian gentleman and the N.A.A. is proud of his membership and proud of his interest and efforts to further the advancement of the Auctioneering profession, the growth and expansion of the National Auctioneers Association.

---

Col. Taylor, asked the photographer at the convention how much he charged for taking children's pictures. Five dollars a dozen was the reply. Col. Taylor: "You'll have to give me more time, I have only ten now."

says, "can boast of a higher class of men than our profession. It has been my privilege to attend three national conventions and they have been highlights in my life."

Col. and Mrs. Joy are the parents of two sons and a daughter. The youngest son, Eddie, is in service stationed at Fort Riley, Kansas; Everett, who saw service in the second World War, lives near the folks, and the daughter, Bonita is a receptionist for a Des Moines doctor.

---

## Check List For N. A. A. Members

By B. G. Coats

1. A member should be a leader among men and a respected citizen in his community.

2. He should keep in touch with the affairs of the Association so that, at all times, he is in a position to know the Association's problems.

3. He should call on the sick members in his community, and convey the well wishes of the Association for their speedy recovery and notify the secretary of any serious or lingering illness.

4. He should call at the homes of members who have been summoned to the great beyond and convey the sympathy of the President and the Association to the bereaved family.

5. He should notify the Secretary immediately by phone or

wire of the death of any member so that proper duties on the part of the Association may be completed.

6. He should be one to whom all Auctioneers in his territory, city or town could go to for advice regarding anything in connection with the Association's affairs.

7. He should be on the alert for promising new members.

Every member of the National Auctioneers Association is expected to cooperate along these lines to the best of his ability. The qualifications and duties require only a small fraction of your time. That's what makes the National Auctioneers Association grow in spirit and truth. It works wonders in obtaining new members. You have an opportunity to do good through example and service.

---

X Sign in front of a New Jersey filling station: We collect taxes - - also sell gasoline.

---

X Nothing brings an Auctioneer more honor than to be invariably just.

---

X Of judgment every Auctioneer has a stock on hand for sale.

---

X No Auctioneer can answer for his courage who has never been in danger.

---

X If Auctioneers could do everything twice they would do it better.

Return Postage Will Be  
Paid By Publisher

Sec. 34.66 P. L. & R.  
U. S. Postage Paid  
Permit No. 11  
Toledo, Iowa

together to promote good fellowship and the advancement of our profession.

Auctineeringly yours,  
C. J. Leiby, Sec.,  
Lehigh Valley Society  
of Auctioneers,

Dear Col. Rhodes:

We have had a wonderful fall for harvesting our large corn crop, which was the largest I have known in this county. We had a number of yields above 100 bushels per acre on sizable tracts. Very little yield was less than 65 to 70 bushels per acre. The quality of the corn was excellent.

The fine fall weather was conducive to a large number of sales and large crowds were in attendance.

My check is enclosed in the amount of \$15.00 to keep names of myself, Col. Leon S. Nelson, and Col. Ray Flanagan, all of Albion, on the Booster Page. As you know, Col. Nelson had been my associate since 1940, and also you know that on March 1, 1952 he and Ray Flanagan became co-owners of the Albion Sale Pavilion, and are making a great success of it. Just recently Col. Flanagan became associated with us and we are working together and have six sales this week.

We appreciate "The Auctioneer" and never fail to read it from cover to cover, commencing with "It Seems To Me". Apprec-

iating the things you are doing for our profession and with kindest personal regards,

Sincerely yours,  
Dan J. Fuller

Dear Mr. Rhodes:

I received my copy of the "Auctioneer" yesterday and as usual was looking for it.

I have read it all through and tonight am reading it again and like it very much.

I attended the convention this year at Minneapolis and got a lot out of it.

It was the first one for me but not the last.

I met a lot of fine fellows there and enjoyed every minute of my stay.

I think the conventions take a lot of the jealousy of the business away.

Every member should be a member of some organization, either state or national, or both, as it makes a big difference in their ideas.

I am sending for some blanks and hope to sign up a few of the "Colonels" in this territory.

I am 61 years old and have been selling for 40 years, so am on my way out, but would like to pave the way for the younger generation of auctioneers so they won't have the trials and hardships that befell us old-timers.

Yours very truly,  
John L. Whitman