

the AUCTIONEER



"Just 38 years old — gentle milker — generous feeder."

NATIONAL AUCTIONEERS CONVENTION

JULY 20-21-22, 1961

Shamrock Hilton Hotel, Houston, Texas



I think the N.A.A. Convention at Louisville has been one of the most interesting conventions I have ever attended. The thing I always enjoy seeing is the registration and I think certainly that is a sign of progress. There's been a lot of discussion here about unity and organization. The more folks we can get into the organization, I think the more unity we're going to have.

Walter Britten
1961 Convention Chairman

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803 S. Columbia St. Frankfort
Indiana

National Association Exceeds Expectations of Early Members

BY CHARLES CORKLE, FIRST VICE-PRESIDENT, NORFOLK, NEBRASKA

As we enter the New Year, which promises much for those engaged in the auction business, it is quite natural for all of us to take a glance back over the past twelve months to determine what might have been done to have made it even more satisfactory.

If we take a good look and are sincere, we will admit that whatever was done to improve ourselves and our handling of sales resulted in better auctions and more satisfied customers. But if we will give



it further thought we will agree too that there were other contributing factors to whatever degree of success we may have attained—the auctioneers of many years of experience—yes, even the auctioneers before them regardless of their field, for it was from them the bid chant was learned. From them we gained the more acceptable ways of conducting auctions resulting in the highest possible prices. Perhaps even more important was the fact that they sold the auction idea to the public as the proper and most satisfactory way of converting property into money.

Every well conducted auction, regardless of its kind, helps someone else make a better auction if for no other reason than it has helped in gaining of a higher appreciation on the part of buyers and sellers in the public auction.

As we look forward in 1961 there are some questions to be asked—How can I improve myself and what can be done to help the auction business generally? The answer, I think, can be found in a reply given me by Col. Herman Sigrist, a friend of every auctioneer and one who has contributed much to the building of the National Auctioneers Association.

It was while seated next to him at the National Convention Banquet at Louisville, Kentucky, last July that I asked him if during the early years of the Association he had ever thought the membership would include auctioneers from every section of the country and what he considered the greatest factor in its growth. He looked out over the large attendance seated at their tables and replied. "The greatest single factor in its growth has been that it is for all auctioneers regardless of the field in which they are specializing—it is for the experienced—it is for the beginner—it is for the successful—it is for those reaching for success—it is for the promotion of the auction method of selling." He then added, "We might have hoped for such growth and widespread interest in the Association, but even the most optimistic of my co-workers never dreamed it could be attained." As we visited, I could not help but feel that he thought the greatest growth in membership and the greatest rewards to the auction profession are still ahead of us.

Where other than through membership in this Association can we gain as much personally or do more to advance the auction business generally?

He that brings sunshine into the lives of others cannot keep it from himself.

\$9,100 Bid For Stamp Not Enough

NEW YORK — An Ocean County, N.J., builder came in second best in bidding for a rare U.S. airmail stamp.

The stamp, a 24-cent inverted center airmail of 1918, was sold for a record \$9,200 to a New England collector.

Herbert L. Shapiro of Beach Haven Terrace, bid \$9,100. The bidding started at "book value" of \$7,750. The previous record price for this stamp, the auctioneers

said, was \$6,400 paid by an anonymous collector last January in a New York auction.

The stamp was sold by Harmer, Rooke & Co., Inc., which conducted an auction of the T. Charlton Henry collection of United States stamps.

The stamp is prized by collectors because only one 100-stamp sheet of the inverted stamp was circulated. All but nine of the 100 stamps are accounted for.

Mr. Shapiro said he was interested in obtaining the stamp for investment purposes.

The President's Letter

Dear Friends:

We have begun a new year and it is the hope of all that 1961 will offer each of us a most successful year in the auction business and that it will mean a year of making new friends, enjoying good health, prosperity and above all — world peace.

It will be a year that will again produce increased interest in the auction profession and greater participation in the N.A.A.

On December 29 it was my pleasure to meet in Houston, Texas, with Walter Britten, 1961 Convention Chairman, Earl White, President of the Texas Auctioneers Association, and J. O. Lawlis, Secretary of the Texas organization. Preliminary arrangements were made for the 1961 Convention to be held on July 20, 21, and 22 at the Shamrock Hilton Hotel in Houston.

These gentlemen and their wives are certainly enthusiastic about having the convention in Texas, and you may be reassured that a real treat is in store for everyone who attends. The hotel facilities are the best and a fine program is in the making.

Sincerely,
Carman Y. Potter
President of N.A.A.

Some Happy Recollections From A Man Who Intended To Write

BY H. W. SIGRIST, LA GRANGE, INDIANA

I fully intended to answer those fine letters and cards I received from a lot of my friends. From the foot hills of Nebraska where the snow piles high and great herds of white faced cattle roam the hills, men like Col. Dan Fuller stay young and still keep doing business long after some of us hauled down our shingles and called it a day. In my book, he is one of the "Greats."



From this fine state we go to the rolling waves of the Atlantic where that Dynamic Power called Coats travels up and down the Atlantic coast hob-nobbing with the other millionaires and still finding time to help some young Auctioneer get going. Between times he always has a fine and helpful article for "The Auctioneer." I am glad to call him my friend. He, too, has a right to have his name hung in the hall of the "Greats."

Then there are all those outstanding Auctioneers scattered across the country. I

was going to name a few but a few turned out to be hundreds so I call them all a grand lot. "From All the States, North, East, South and West" — surely the more than 5000 Reppert Graduates whose diplomas I have signed in the last 36 years will remember that one. To this bunch also goes my sincere thanks for the many Christmas cards and letters.

Why did I fall down on answering at least some of them? Well, one cold December night I sprung a leak somewhere inside my anatomy and they carted me back to Fort Wayne in the ambulance about two in the morning to Parkview Hospital — the one on whose board I served for about fifteen years during which time this five and one-half million dollar hospital was built. Here is where I spent Christmas and New Years. The Holidays were not so hollow either for they pumped eight pints of blood back into my circulatory system. Now I think I could auction in eight different languages.

I am back home on the farm in La-Grange County, Indiana feeling fine and assured that my trouble is not serious if I cut down my smoking to under fifteen cigars a day and just eat enough for one man instead of two. I never could understand why, with all those pretty and efficient nurses around, a fellow would be so anxious to get home. Anyway, that is when I got to recollecting and a-thinking how doggone lucky I had been to have been mixed up with a bunch of fellows like the members of the N.A.A. and how fine they all had been to me. They pushed me along from usher to President although the only office I ever wished for was treasurer so that I could have made that long wanted trip abroad. But who could beat Henry Rasmussen? You know that when he smiles at you, you just vote for him.

It has not been too bad though, for I have been in all of the States except Alaska and also all over Canada, Mexico, South American and in the Carribean. Too, I have flown over the Pacific to the Haw-

aiian Islands and in Honolulu I signed up Lou Stambler, who has not missed a National Convention since and who has handed more orchids to the ladies on the Main Land than any man in all America. He travels the farthest, gets more out of and gives more to the National than anyone else.

I have had a great time both in the State and National Conventions and I intend to stick around at least as long as those other guys like Pop Hess, Van Pelt, Dad Crume, Burkhardt, Foland, and a few more.

In October I had a fine trip to Washington D. C. down the coast to Charleston, South Carolina and back across the Carolinas and the Virginias where I sold so many Real Estate auctions of new town sites and lots, many of them over fifty years ago.

I may not get to Texas in July. If I don't I will have a good reason. If I do not I will check on the rest of you and when you get there don't let that Texas bunch tell you that those Kangaroos are Texas grasshoppers because they ain't.

Really what I intended to say was that if you belong to the National Association of Auctioneers you are saved but, if you don't, get on the band wagon now and keep there. Also, get some sinner to join up and go along to Texas. If you do that he will remember you in his will.

So long, fellows.

The Old Hoosier

1960 Auction Market Receipts Reported

KANSAS CITY, MO. — New records in salable receipts of the nation's more than 2,300 livestock auction markets were set during 1960, according to C. T. 'Tad' Sanders, general manager, National Association of Livestock Auction Markets.

The fast-expanding "Nationally Certified" public livestock markets — now handling about 70 percent of all red meat animals sold by the popular auction method — make up the national business trade association whose headquarters offices are located in Kansas City.

General Manager Sanders said reports from all sections of the country strongly

indicate that a record-shattering number of cattle, calves, hogs, sheep and lambs were sold at these local trade area public markets by chanting livestock auctioneers during the past 12 months.

Complete tabulation of salable receipts of the nation's auction markets will not be completed until late in February, according to officials of the Livestock Market Foundation, independent statistical and research agency sponsored by the National Association.

However, LMF spokesmen said, it is anticipated that the annual totals — when completed and released to public press, radio and television media — will "substantially" exceed record volume figures of the previous year, also a record-setter.

During 1959, greatest volume year in the annals of the modern livestock auction market industry, the nation's high bid centers sold 58 percent of all livestock consigned to all markets — private treaty and auctions — a whopping total of over 70 million head of cattle, calves, hogs, sheep and lambs.

Totals for that year, compiled and released last spring by Livestock Market Foundation, show that during 1959 the nation's auction markets handled over 25 million cattle, 15 million calves, 22 million hogs and over seven million sheep and lambs.

Phenomenal gains of the modern livestock auction market industry are graphically noted in comparison of 1959 volume figures with those of 1955 — five years earlier. Salable receipts of all species of livestock sold by the auction method — 70,700,000 head in 1959, only 44,000,000 in 1955 — represented a significant increase of 37 percent over the five-year span.

Biggest five-year gain by species was noted in calf volume — 7,200,000 head in 1955 to 15,500,000 head in 1959 — an increase of 53 percent.

Next notable bulge came in sheep and lambs — 3,600,000 head in 1955 to 7,300,000 in 1959 — up 49 percent.

Hogs — 1,200,000 in 1955 to 22,000,000 in 1959 — an increase of 40 percent.

And cattle — 19,900,000 head in 1955 to 25,400,000 head in 1959 — a gain of 21 percent.

Humor involves sentiment and character, it may be pure imagination.



Missouri Auction School Graduates, Class of December, 1960. Front row, left to right: Carroll F. Haymore, Class Secretary, N.C.; LeRoy Moss, Instructor, Ill.; Ken Barnicle, Instructor, Mo.; Dick Dewees, President, Mo.; Boyd Michael, Registrar, Mo.; O. R. Ireland, Instructor, Kans.; Roy Queen, Class President, Mo.

Second row: Homer Stone, Mich.; Mike Carrel, Mich.; Luther K. Rogers, N.C.; John Frank, British Columbia; Robert Lee Godwin, Fla.; Gene Evans, Ky.; Dwight F. Swanson, Ill.; Bill Harper, Mo.; David Briscoe, Wyo.; Allen Hendrex, Texas; Wilbur M. Fjosne, Minn.

Third row: Mike Stahl, Ill.; George R. Gnagy, Okla.; Don B. Harmon, Wyo.; Jerry Arnold, Colo.; Adrian J. Meierotto, Ia.; Victor D. Bremer, Nebr.; Rex Collins, Ill.; Loren Calhoun, N.C.; Wallace Hefner, Texas; Larry Cap, S. D.; Walter F. Whitson, Ill.

Fourth row: Harold Katzenberg, Wisc.; Jerry Simon, N.Y.; Tommy Brammer, Kans.; Pat Cawley, Ga.; G. M. Denman, Mo.; George K. Arnold, Ohio; Duane Swenson, Minn.; Wm. C. Blasengame, Ohio; Riley T. Jefferson, Dela.; Byron E. Mangan, Colo.; Leon Brinkley, Ark.; Ronald Moore, Dela.

Fifth row: Gerald Mt. Castle, Ohio; Andy McConvey, Toronto, Can.; Ronald Todd, Mo.; Charles Carroll, Ohio; Arthur Ord Pierson, Sr., W. Va.; James Janak, Texas; Thomas Janek, Texas; John T. Logsdon, Okla.; W. A. "Pete" Shaw, Ky.; Darroll Adams, Texas; Don Olin, Colo.; Jim Davis, Tenn.; M. L. Reh, Kans.; Lynn W. Anderson, Virginia.

Master Salesmen Fail To Sell National And State Associations

By Col. Fred G. Quick, Aurora, Illinois

Now, in the early part of the new year, is a very good time to count our many blessings and be so greatly thankful for our Editor and National Secretary. It was a little disappointing to pick up the December issue of "The Auctioneer" which seemed a little thinner than usual. That is one of the reasons for writing this article. I am one of those many auctioneers who promised so very faithfully to write an article for publication at different National Conventions. The more material the Editor receives the larger "The Auctioneer." We auctioneers who find it easier to look at pictures than to read noticed fewer pictures than usual. Again, no doubt if more pictures were supplied, the better for we picture lovers. Again we should be thankful that those few great auctioneers are still writing and mailing their articles in faithfully every month. Sometimes we say we are too busy to send in interesting items but those auctioneers are already as busy selling auctions as we ever hope to be. Yet it is nice that, even if only on rare occasions, we see an article contributed by a new name.

Somewhere in the December issue was an item about our State Convention held here in Illinois last September. It only took seven lines of type to cover that convention. I am sure the Illinois auctioneer who did not attend that Convention must feel as if his time spent at home was well spent. Yet of those who did attend all seemed to enjoy it very much. We had a great speaker and wonderful entertainment. To this auctioneer, it was the most exciting State Convention he has ever attended. Yet our Editor can only print items that are supplied him. I promise you, Col. Hart, that you will have more to work with from the next Illinois State Auctioneers Convention. Again we should be thankful that we have an editor that can do so much with so little.

When I read the editorial about our gaining only fifteen new members in the membership campaign, it made me want

to do some soul searching. My name was not among the ten honored men who did take part in the campaign. We members of the Illinois State Auctioneers Association should be the first to offer our apologies for our lack of cooperation given to our fellow State member and our National President, Carman Potter. From the last reports Illinois must be tied for last place in getting new members for not only the National Association but also the State Association.

We all have great pride in our National and State Associations and each of us who are members of both realize how important it has been to us and how it has benefitted us in so many different ways. But are we doing a good job of selling our own professional organizations to non-member auctioneers? We have had many speakers in many different places tell us auctioneers that auctioneers are the world's greatest salesmen. However, we so often quit selling the minute we leave the "Auction Block." Teachers that make a profession out of teaching salesmen how to sell almost always agree that one must sell the "Benefits." May we auctioneers count our blessings, our benefits we have enjoyed by being members of our National and State Auctioneers Associations. Then the next time we meet a non-member we will be prepared to "sell" the National and State Associations.

Col. Scarbrough Suffers Illness

Col. Virgil F. Scarbrough, Quincy, Ill., auctioneer, was seriously ill during December. He was taken to Blessing Hospital in Quincy, on December 15 where it was necessary to administer oxygen for several days. At last reports he was making satisfactory recovery and his many friends among the auction fraternity will be hoping that he is conducting sales by the time this issue is published.

New and Renewal Memberships For 1961 Arrive Steadily

A total of 226 members were added to the membership roster during the period from December 16, 1960 to January 15, 1961. The answers to membership renewal statement mailed early in January have kept us busy recording, preparing and mailing membership credentials. We sincerely hope that membership renewals and reinstatements will continue to come in steadily as well as applications from new members.

Over 22% of the memberships received this month were new members. The percentage is large considering the volume of renewals received. We welcome the 50 new N.A.A. members.

The memberships received during the last period are listed below. An asterisk indicates renewal.

Kenneth Warren, Virginia
 *Robert Newton, Ohio
 Theodore W. Lay, Illinois
 *Harold Cohn, Georgia
 Alva L. Cunningham, Nebraska
 *Fred W. Smiley, Michigan
 *Max Loucks, Indiana
 *J. R. McGowan, Kentucky
 Henry M. Stanley, Jr., Ohio
 Henry M. Stanley, Sr., Ohio
 Lynwood Taylor, Ohio
 *Faye S. Fisher, Indiana
 W. J. Webster, Tennessee
 Arthur L. Lacey, Texas
 *James C. Davis, North Dakota
 *Joe L. Horn, Missouri
 Wilbur M. Fjosne, Minnesota
 Carroll Franklin Haymore, No. Carolina
 Arthur Ord Pierson, West Virginia
 Loren W. Calhoun, North Carolina
 Riley T. Jefferson, Delaware
 Ray Queen, Missouri
 John Frank, British Columbia
 John T. Logsdon, Oklahoma
 Byron E. Mangan, Colorado
 Ronald Todd, Missouri
 Walter F. Whitson, Illinois
 Adrian J. Meiroto, Iowa
 Ronald Moore, Delaware
 William C. Blasengame, Ohio
 Larry Cap, South Dakota

*M. J. Schoch, Illinois
 Virgie L. Laughlin, Texas
 Clyde H. Wolgemuth, Pennsylvania
 *Claude White, Tennessee
 Fred J. Ramaker, Colorado
 *Lyle D. Woodward, Colorado
 *Herman W. Hauschildt, Colorado
 Calvin "Tink" Brown, Michigan
 *Leo Grindley, Indiana
 *Earl Ray, Indiana
 *James Gibson, California
 Elbert Whelchel, Indiana
 Jack D. Sheets, Kansas
 George K. Arnold, Ohio
 Joe Prelich, Alberta
 Ken Conzleman, Montana
 G. R. "Bob" Bausen, Alberta
 O. D. Jack Ellis, Montana
 Howard F. Endy, Pennsylvania
 Samuel I. Haines, Pennsylvania
 Cecil McConahy, Pennsylvania
 Quincy McConahy, Pennsylvania
 *Arthur West, Pennsylvania
 *Emmett L. Mateer, Pennsylvania
 *H. L. Frye, Pennsylvania
 *Homer H. Sparks, Pennsylvania
 *Herb Walters, Pennsylvania
 *Robert V. Bradley, Pennsylvania
 *Milton J. Dance, Sr., Maryland
 *Richard W. Dewees, Missouri
 *Fred C. Gerlach, Wisconsin
 *Clayton Dykema, Illinois
 *William T. Huisman, Iowa
 *A. J. Billig, Maryland
 *Joe Reisch, Iowa
 *Dale A. Dean, Michigan
 *Emil J. Konesky, Ohio
 *Ray Tuttle, Illinois
 *Ray J. Hohman, Iowa
 Charles G. Quick, Illinois
 *Exley E. Wical, Ohio
 *Stan Radde, Minnesota
 *Rolland Featheringham, Ohio
 *Cliff Probst, Louisiana
 *Stan Perkins, Michigan
 *R. Charles Backus, New York
 *O. L. Lansaw, Ohio
 *George Vander Meulen, Michigan
 *Frank Van Veghel, Wisconsin
 *Peter Van Veghel, Wisconsin

IN UNITY THERE IS STRENGTH

*Howard Benker, Indiana
*J. B. Hickerson, Kansas
*Alvin Kohner, Minnesota
*L. E. Drake, Michigan
*Paul L. Good, Ohio
*Anthony P. Zifcak, Rhode Island
*Gene Slagle, Ohio
*Owen V. Hall, Ohio
*Donald H. Jervis, Ohio
*John D. Ulrich, Kansas
Ed Vierheller, Oklahoma
*Wilbur R. Sweringen, Missouri
*George Jacobs, Missouri
*Glenn C. Brown, Kansas
*Leonard H. Austerman, Illinois
*Leonard Kriser, Illinois
*Arthur L. Borton, Ohio
*George C. Naylor, Maryland
*Ralph L. Zabel, Illinois
*Frank Tharp, Nebraska
*Gerald N. Mead, New York
*Harry H. Hawk, Ohio
*W. Virge Meador, Illinois
*Harry A. Chrisco, Illinois
*Norman G. Thorp, Ohio
Elmer Lee Harden, Illinois
*Don Lloyd, Wisconsin
R. J. Schuster, Illinois
*W. L. Carter, Virginia
*Clyde Jones, Oklahoma
*Theo. A. Merkt, New Jersey
*Frank J. Barron, California
*Romaine Sherman, Indiana
*Earl R. Smith, Texas
*George R. Morse, Kansas
*J. Hughey Martin, Illinois
*Richard W. Babb, Ohio
*Howard B. Overmeyer, Ohio
*Phil Goldstein, Massachusetts
*Lester Senty, Wisconsin
*Claus V. Beck, Minnesota
*Donald R. Sears, Iowa
*Carleton E. Meinders, Iowa
*Ray Sims, Missouri
*George Roman, Jr., Ohio
*James B. Bailey, Jr., Virginia
*A. W. Hamilton, West Virginia
*Dick Robinson, Kansas
*Joe Madden, Wyoming
*K. L. Espensen, Texas
*Gordon A. Drury, Wyoming
*James F. Esch, Wisconsin
*O. J. "Jim" Mader, Wyoming
*Alvin Freemount, Florida
*Weldon "Bud" Curry, Texas
*T. J. Moll, Illinois
*Coyte D. Carpenter, North Carolina
*Elias H. Frey, Ohio

*Edwin Linder, Michigan
*Morton M. Goldberg, Louisiana
*Walter S. Britten, Texas
*Lewis E. Smith, Indiana
*Jacob J. Ulrich, Kansas
*Wm. M. Miller, Texas
*Toxey Thomas Fortinberry, Tennessee
*E. Wayne Gibson, Texas
*W. C. Nelson, Washington
*Watson Van Sciver, New Jersey
*Dale Smith, Ohio
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*Christie Mercurio, Rhode Island
*Charles Vosburgh, New York
*Clifford L. Swan, Maine
*Jon Hampton, Texas
*R. E. Guiss, Ohio
*James K. Thompson, Illinois
*Michael Fox, Maryland
*Bernard J. Wehringer, California
*Arnold H. Hexom, Iowa
*Hugh J. Gorman, Illinois
*J. B. Robinson, Iowa
Donald E. Lindell, Colorado
Steve Steinmetz, Ohio
L. W. "Bill" Porter, Indiana
*Don Millspaugh, Indiana
*E. Dewey Anderson, Indiana
*John H. Linacre, Australia
*Arthur A. Long, Illinois
*George R. Mayfield, Wyoming
*William J. McKay, Montana
John A. Hamilton, Georgia
*James P. Ross, Missouri
*Clarence Prange, Iowa
*Jack McVicker, Kansas
*John H. Balbach, Illinois
*Clarence Foss, New York
*Wayne Cook, Texas
*Travis Somerville, Texas
*Harold Spoor, New York
*Ralph Rosen, New York
*Harold Lee, New York
*Harold Flanagan, Iowa
*Hobart W. Farthing, Ohio
*Robert Perry, Michigan
*O. B. Harris, West Virginia
*Wendell S. Knudson, Illinois
*Russell W. Kruse, Indiana
*Hylon C. Coates, New Jersey
*Irving B. Rosen, Texas
*Earl White, Texas
A. C. Thomson, Illinois
*David H. Gladstone, Virginia
*Harry Berg, North Dakota
*T. Lynn Davis, Georgia
*Vernon I. Cole, Michigan

*Mary Cole, Michigan
 *Samuel W. Savedow, Florida
 *Don Johnson, California
 *Arthur Gordon, Illinois
 *Joseph M. Goldberg, Illinois
 *Abe Levin, Massachusetts
 *Orison Seibert, Illinois
 *Colonel Sparkman, Oklahoma
 Eddie McCray, Arkansas
 Lennis W. Bloomquist, Iowa
 *Jay Arnold, Iowa
 *Joseph F. Ryan, Texas
 *Joseph Rosenberg, Illinois
 *B. L. Wooley, Arkansas
 *Lester Winternitz, Illinois
 *Ronald Reed, New York
 *Charles Ackerman, Michigan
 *Ray Holloway, California
 *Carl F. Ronnow, Illinois
 *Lewis M. Hymers, New Jersey
 Howard D. Zollinger, New York
 *Ray Linder, Ohio
 *Cy Ferguson, Ohio
 *Jack W. Foust, Texas
 *Tom Jeffreys, Texas
 *Vincent A. Stenger, Ohio
 *Wm. C. McDonald, Michigan
 *Orville Sherlock, Washington

Etiquette For The Auction-Room

Our only visible approach to this subject, so far, has been the printing of a small notice to the effect that dogs are not allowed in the salesroom. We will amplify this by stating that the prohibition also applies to cats, parakeets, goldfish, and any other portable or ambulatory fauna. Thus have we unfairly begun by legislating against the friends of man, rather than tackling the customer himself. We will now cautiously approach the problem of adult behavior.

Ladies and gentlemen of breeding will note that, as in a church, admission is free and they may come and go during the ceremony if they do so with quietness and decorum. Gentlemen should remove their hats, and refrain from smoking, reading newspapers and making moratory bids. Ladies, in addition, may keep their hats on if these are not more than one foot high. The presence of children under bidding age, while not prohibited, is countenanced only on the assumption that

they will stay next to their mothers and not make loud remarks or climb on things. Luncheon may not be consumed (even surreptitiously) in the salesroom, under penalty of instant expulsion.

Bidding may be conducted either by husband or wife, but not by both at once. While it is usual to raise the hand or the catalogue slightly, the bidding may also be advanced, if greater privacy be desired, by nods, winks or other contortions, as arranged with the attendants, who will be surprised by nothing. A man of distinction signing a card after a successful bid should print his name and not assume (a) that anyone can read his handwriting or (b) that he is so well known that this does not matter. Ladies should not gesticulate to attract the attention of friends entering the doorway of the salesroom, as this not only distracts the auctioneer but causes him automatically to repeat the standard joke on this practice, which everyone has heard before.

Laughter is in order in certain well-defined situations. These are, in general, (i) when the auctioneer utters a witticism, especially if it is a new one; (ii) if the attendants on stage display an abstract painting the wrong way up, or offer a drawing by Modigliani, when all the audience can see is a piece of blank paper. Applause is discouraged in the case of articles knocked down at less than six figures.

The above is commended to those in search of New Year's resolutions which do not impose an undue strain on their social habits.

(Reprinted from the Parke-Bernet Bulletin)

Sitdown Halts Foreclosure Sale

HONG KONG — The Bank of (communist) China, besieged by protesting workers, delayed foreclosure sale of a factory in this British crown colony.

More than 200 workers and their wives and children sat silently on the floor of the room where the factory was to be auctioned.

The South China iron works was to have been sold to raise \$750,000 owed the bank.



Pictured above are Glenwood Adams, Van Wert, Ohio, and Mr. Lech Wittig, Warsaw, Poland, who met on a plane during Col. Adams recent trip to Europe.

Col. Glenwood Adams Speaks on Trip

Col. Glenwood Adams, Van Wert, Ohio, has been busy since his return from Europe giving talks and showing pictures to groups such as the P.T.A., American Legion, Sunday Schools, Real Estate Boards and Y-Teens. Having visited eight foreign countries and spent 13 days inside Russia, he is able to present first hand information regarding those countries.

One of the highlights of Col. Adams trip was a meeting with Mr. Lech Wittig, Warsaw, Poland, who is head of the Advertising Department for Polish Canned Meats. Mr. Wittig, who was returning from New York, was impressed with the brightness of color which is reproduced in American advertising as well as the amount of money spent in America for advertising products and organizations.

First Sled Dog Sale In World

LACONIA, N.H. — Want to buy, sell or trade some sled dogs? You know, the kind that pull people through the snow as they yell “Mush!”

Well, Opechee Park here is the place for you to be.

Mr. and Mrs. Keith F. Bryar — he won the world championship sled dog derby here last winter — are running the auction. They believe it will be the first of its kind in the world.

The Bryars said there probably will be about 100 dogs from the eastern U.S. and Canada at the auction.

There are two reasons the Bryars give for setting up the auction: To provide an opportunity for dog owners to get together for exchange of dogs, and to allow purchase of dogs for youngsters at modest prices.



The Noon Banquet of the Ohio Auctioneers Association Convention for Auctioneers, their wives and guests. At the head table are James Patterson; Mrs. James Patterson; Mrs. Don Fisher; Mrs. Owen Hall; Mrs. Owen Hall; Tennyson Guyer, Speaker; Ray Austin, Mrs. Ray Austin; Donald Stafford, Mrs. Donald Stafford; Mrs. Harry Osborne Jr.; Harry Osborne, Jr.; Minerva, Attorney-at-Law and afternoon speaker.

THE LADIES AUXILIARY



Dear Ladies of the Auxiliary:

Best wishes to all of you and yours for 1961. The time has passed so quickly that it is hard to realize that we are in the New Year.

We have had a wonderful winter, so far, with very little snow which is unusual for Michigan.

By the time you read this C. B. and I will have returned from a short trip South. the past year has been a busy one for us. In December, C. B. celebrated 50 years in Holsteins.

It is time to start planning for the National Convention. I hope to see all of our friends July 20, 21, and 22 in Houston, Texas.

Meanwhile, if you should visit Michigan, the Welcome Mat is out.

Sincerely,
Edith A. Smith

Ohio Auxiliary Meeting Held

By MRS. DON FISHER,
Delaware, Ohio

The 12th meeting of the Ladies Auxiliary of the Ohio Auctioneers Association was held Sunday, January 8, at the Southern Hotel in Columbus, Ohio with 31 ladies in attendance. Coffee and rolls were served as the Cols. and their wives arrived.

Mrs. James Patterson, our President, opened the meeting by asking Mrs. Stafford to give devotions. A brief business meeting followed. Mrs. Patterson then asked the President of the National Auctioneers Association Auxiliary, Mrs. Madonna Hall to say a few words. Door prizes were then awarded.

We then joined our husbands for the noon banquet and a very inspiring talk by Tennyson Guyer of Findlay, Ohio.

In the afternoon the ladies were entertained by Mr. Warren Bailey of Delaware, Ohio, owner of World Wide Games. After a short talk and explanation of the games

the ladies spent the afternoon trying out the games from different countries.

The meeting was adjourned about 4:00 p.m. after a very enjoyable day.

Colorado Ladies Auxiliary Meets

Meeting at the same time and place as the men, members of the Ladies Auxiliary of the Colorado Auctioneers Association enjoyed the dinner and address of the principal speakers. It was the largest attendance on record of both men and women for a Colorado State meeting and the fellowship was thoroughly enjoyed.

Mrs. H. W. Hauschildt, President, presided at the business meeting which included election of new officers. Mrs. Lyle Woodward, Denver, was selected as the new President, Mrs. Hauschildt was elected Vice President and Mrs. Harvey Baldwin was named Secretary-Treasurer.

A large delegation from Colorado is planning to attend the 1961 National Convention in Houston.

She: "Why can't that fly see through the window?"

He: "He left his specks behind."

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

President

Mrs. Owen Hall, Celina, Ohio

1st Vice President

Mrs. Tom Berry, West Newton, Pa.

2nd Vice President

Mrs. John Overton, Albuquerque, N.M.

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Mrs. Artie Baldwin, Denver, Colo.

Mrs. Walter Britten,
College Station, Tex.

Mrs. R. E. Featheringham,
Ashville, Ohio

Mrs. Harris Wilcox, Bergen, N.Y.

Mrs. Al Rankin, Algier, Ohio

Colorado Holds Winter Meeting

Members of the Colorado Auctioneers Association held their most successful meeting to date when they turned out in large numbers for the annual business meeting of that organization. The meeting was held at the Albany Hotel in Denver, on January 14, commencing with a dinner at 7:00 P.M.

Speakers included E. T. Sherlock, St. Francis, Kas., past President of the NAA, Charles Corkle, Norfolk, Nebr., 1st Vice President of the NAA, and Bernard Hart, Frankfort, Ind., Secretary of the NAA. Various subjects pertaining to the auction profession were covered by round table discussion of those in attendance.

Elected to the President's post for the current year was J. Lee Sears, Fort Lupton. Howard Roland, Grand Junction, retiring President, was elected Vice-President, and H. W. "Bill" Hauschildt, Denver was named Secretary-Treasurer. Jim Sukla, Cortez, and C. E. "Kenny" Reed, Fort Morgan, were elected to three year terms on the Board of Directors, and Harvey Baldwin, Denver, was elected to serve the unexpired term of J. Lee Sears on the Board of Directors.

Another item of business was the decision to hold but two meetings per year in place of the former four per year plan. Members were urged to plan to attend the 1961 National Auctioneers Convention in Houston, July 20-22.

William C. Aubele Dies Suddenly

By KEN BROWN, Secretary

Pennsylvania Auctioneers Association

It is with deep regret that we note the passing of one of our valued auctioneers in Pennsylvania. William C. Aubele of Pittsburgh, Pennsylvania, aged 46, passed away suddenly on December 28 after an eleven day illness. Bill was a highly respected National Auctioneers Association member and attended several National Conventions.

He was a straight from the shoulder man and he never hesitated to give his honest opinion on any auctioneering ques-

tion. Organization was his by-word and progress was his business. Everything possible was done by him to promote auctioneering and the auctioneer organizations. His sights were high and his goal steadfast.

Bill had been an active member in the Pennsylvania Auctioneers Association since March of 1955. During this time he was always thinking ahead to the days when the auctioneers associations would mean something more. It will be difficult to replace his forward thinking and impossible to replace the man. Bill had just completed a year as President of the Western Chapter of the P.A.A. Men of his caliber willing to donate some of themselves to auction organizations are hard to find.

In Pennsylvania as well as in the National Auctioneers Association his absence will be gravely missed. We join with his family in their bereavement.

Mother Of Secretary Passes Away In Iowa

Mrs. Charles (Mabel) Hart, mother of Bernard Hart, Secretary of the NAA, passed away at the Clarinda (Iowa) Municipal Hospital on Dec. 30, 1960. She was 75 years old at the time of her death which was caused by cancer.

Mrs. Hart is survived by her husband and two sons, Glenn, who is District Manager of the New Holland Machine Co., Fresno, Calif., and Bernard of the NAA, also by two grandchildren. She and Mr. Hart were married March 30, 1910, and celebrated their Golden Wedding Anniversary last March.

Funeral services were held at Villisca, Iowa, on January 2, 1961, and burial was in the Villisca Cemetery.

THANK YOU

We wish to express our deep and sincere thanks to the many auctioneers and their families from all parts of the country for their expression of sympathy in the death of our mother. Your thoughtfulness will not be forgotten.

Bernard Hart and Family

Somewhat Retired Auctioneer Recommends Continued Activity

By COL. POP HESS



The date of this writing, January 12, 1961, is a beautiful day here in Ohio. The sun is shining, the birds are singing, the snow is melting and it is around 40 degrees. Auction Sales in Ohio are running about on par with the past years for the month of January with all indications of a very strong run for February and March.

The January issue of this publication is on my desk and I note that all the pages are very well supplied with words and information with some gain in membership listings. I hope from here on that there can be more added and that the coming Convention in July will be the highest total of all time.

The writer at this stage of the New Year has just returned from the Attorney's office. That adds one more to many such trips made each year in January when it is my time to pay my respects to Uncle Sam with my income tax reports. Well, this trip had nothing much new to offer. The language used by the Attorney was thus, "A figure is a figure and an aught is an aught." When he got all through Uncle Sam got all the figures and I got all the aughts so I dug down and paid off and got home all in one piece.

Always as we approach a new year we start back in November with our Thanksgiving and then come on down through Christmas and finish off with a big celebration for the New Year. For me this year it ran a little different than usual. Just as we were getting ready for the turkey on Thanksgiving our Grand-daughter took time out and gave birth to twins. The world came in over the wire as the clock struck twelve at midnight. Mom Hess with twins for great grandchildren was soon on the road to the birth destination. My Thanksgiving dinner was somewhat like the song, "I Took a Cold Tater and Waited."

Then as we came to Christmas, although I am somewhat bullet proof on colds and flu and such, I picked up the Flu bug and from December 15 until Christmas was over it was pills, blowing and snorting. Nothing tasted good. No Company came and Mom and I gnawed on the turkey until it got stale and what we could not give away the dog and cat cleaned up.

Then came New Years and did I celebrate? On Saturday before New Year's Day, I slipped on the ice and fell on my setter. Not until that time did I know how valuable one's setter is. I could not very comfortably sit on it so I spent New Year's Eve and the day standing. Very uncomfortable but it was much easier to stand than to sit or lie down and this was my 1961 New Years Day.

Of course from well back into the past summer I had my usual interest in politics and the National Election. This one was of much interest to me. For many years I have had a very good Auctioneer friend about my age. Many a time we have sold sales together, traveled together, eaten together, slept together and agreed on everything except politics. He is a died in the wool Democrat and I am the same kind of Republican. Back through the years at each election of a president we would bet a new hat. That started way way back when Warren Harding was elected as President up to this present election.

Of course you can figure out who got the hats down through those years. When Harding and Cooleige were elected the hats were mine. At Wilson—time he got the hats. Hoover gave me my hat. When we hit F.D.R. he got four hats in a row. When Truman was running my died in the wool Democrat said he did not like Harry's piano playing and took Dewey.

This made my blood pressure come up

IN UNITY THERE IS STRENGTH

as it looked to me as he still wanted me to buy the hat regardless so for pure stubbornness I took Truman and much to everybody's surprise I won the hat thus setting a record as the first died in the wool Republican winning on a Democrat.

Of course on Ike I got two hats, one for each term. Now on this past National Election we sided off as usual but no hats were posted as we found that each candidate was running hatless and both of us were so darned scared of which would win that no bets were made. We just kept going back and forth with hard and tough remarks on the others candidate right up until the last count was in. As we enter this year of 1961 the race is over. It was close and we are still feuding back and forth.

Just recently I received word from my friend asking if I would like an invitation to go with him to the Inauguration at Washington, D. C. I wrote back and made some reference to reading about how they sprayed the trees around the Capitol Dome to keep the birds out of the twigs as the attractive man of the show was going bare headed. I declined to attend as it looks to me that this event is not for the birds and also it was not for me.

Here is what he came back with just now, "Dear Old Pop, Yes, it is not for the Birds and please take note that also includes Woodpeckers so stay away. Your bosom friend, J. B."

Well, the event is now over. All jokes laid aside we are all true Americans. As usual we unite 100% for the best in the Administration as it goes forth in the New Frontier and much of the suggestions made and as in our way of government, we boil down all points into action. We, of course, will remain the great United States of America as we have been down through the years. My long time Auctioneer friend and I hope we will still be among the living when it comes time to bet hats again. Rest assured we are still the closest of friends who would fight for each other, regardless.

Since writing the column used in our January issue, not too many letters have come to me from Auctioneers with suggestions or disagreements or comments. The ones received seem to be good in reporting on the success of their work as Auctioneers. However, there was one letter somewhat similar to the one published in the January

issue, pages 29 and 30 by an Auctioneer from Ohio who asked for suggestions on how to get sales to conduct.

This could be a good question and could bring up many suggestions. For me it is somewhat like trying to answer the question. "What came first, the Hen or the Egg?" The most I can say on this request is as if you think or know you are an Auctioneer, to get sales to conduct you must have John Q. Public think the same. The approach is positive if you can so arrange to get into action so John Q. Public can be convinced that you are an Auctioneer.

In talking about Auctioneers and Sales Managers, back some forty-five years ago the writer had the pleasure of meeting up with E. M. Hastings of New York State. He was one of the pioneers in the work of managing Pure Bred Holstein Cattle Sales. He furnished publicity, sale catalogs, explained the pedigrees at the sales, and secured the Auctioneers used on his sales. Through this for many years Gene Hastings was closely connected with about all the important Holstein Sales of the land. Early in his career of Sales Management he came into Ohio and took over a Holstein Sale where I, as a local Auctioneer, was on the job selling the farming equipment and it was my job to get that part of the sale over so he and his Auctioneer could sell the Holsteins.

When it was time to get to selling the Holsteins, Mr. Hastings came to me and asked if I would like to work in the ring. I might say that was my first attempt to work in any man's sale as a ring man. I soon learned that a ring man in such a sale was often of as much value as the Box Auctioneer. It was this small start — the Hastings Sale Service — that started taking me to other sales that led on to a long run of sales over many years and brought also a close friendship that is still with us.

It was through Gene Hasting that it made possible for me to sell Holsteins in many states with about all the New England States and the Middle West. Early in 1940 Mr. Hastings somewhat retired from the work. At one time he published what was known as the "Holstein Record" which was later united with the "Holstein-Friesian World," the major publication for the Holstein Dairy Breed in the United States. In recent years the executive Editor is Ro-

bert Hastings, the son of E. M. Hastings, who is still keeping the name of Hastings in the pages of the Holstein Record.

The past fifteen years or longer, other work of Gene as well as myself has somewhat separated us. However, down at the National Convention last July, while taking with the N.A.A. Past President Col. Harris Wilcox of New York we got to comparing notes on Holstein Sales of the past and present and he mentioned the name of Robert Hastings of the Holstein World. By the time we closed our visit, Wilcox knew of the many years of the Hastings-Hess friendship. He told Robert Hastings, Robert told his Dad, M. E. Hastings. Again letters are going back and forth digging up old successes as well as failures as the line of sales and Holsteins during our heyday had many results and answers. Many were extra good sales, many were average, and some were the kind we wanted to forget.

Through the Sales Management Administration of E. M. Hastings, he employed

many top Dairy Cattle Auctioneers. The names, well known to Holstein breeders, were Kelly, Heager, Mack, Baxter, Andrews, Perry, and Hess. Through our late notes we find that E. M. Hastings and myself are the only survivors of his Sales work. Hastings is now past 84 and I am 81 this month. One of the many memories a retired Auctioneer and Sales Manager can have that helps to offset the thinking of old age are the pleasant events we each had in conducting sales as all folks who become near eighty and over have to amuse themselves and live over.

Last Sunday, January 8, was the day the Ohio Auctioneers held their annual meeting in Columbus, Ohio, which you will find fully reported by Secretary Don Fisher in the pages of this issue. It was possible for Mrs. Hess and me to attend. This good boy, Don Fisher backed his station wagon to our door and took us to the meeting, not that I couldn't drive but it was storming and very slippery and Don has a much more steady foot on ice than I have. He de-



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THE AUCTIONEER

803 So. Columbia St., Frankfort, Indiana

livered us there and back without a scratch. I can not pass up this statement — I want to say that the Ohio Auctioneers did not fear the bad weather and the slick roads as they came from many far sections of the State and from all over the State. They had a good program, a fine meeting, and they are now past their twenty years of existence and have been of good service to the Auctioneers of Ohio.

This column may read somewhat different from my general style of writing, but not too long ago, I had a letter from an auctioneer who was wanting to know what and how a busy Auctioneer has to go through with and do when he has time to retire. It seemed from the tone of his letter that he was dreading that time he may face and as I know he is a constant reader of this publication this may give him some insight as to how I, as a somewhat retired Auctioneer, live and get along. Maybe as he reads this he will stop getting old, get into reverse, and stay young many years.

I have not felt any remorse in becoming retired as far as the work of being an Auctioneer goes. My contact as Farm Sale Program Director here at Radio WFRD, Worthington, O., the past twelve years has kept me in close contact with Auction Sales and Auctioneers of Ohio and some of the other States. Their generous support of this program by having their Sales announced over Radio under my supervision, has made this program what it is today and I credit its success largely to our Ohio supporting Auctioneers. In turn their names go out over the air daily and are heard through Ohio and about 100 miles into states that border it. We are estimated to have some 400,000 folks tuned in and I would know of no better way to have an Auctioneers name listed that can lead to future business. As you know, John Q. Public for his coming sale wants to hire a busy Auctioneer and the more he hears his name or sees it in print listed as the Auctioneer of important sales, the more he wants to hire him as his auctioneer.

If anyone thinks nobody listens to Radio anymore since T.V. came in, all I can say is just come in and sit in my chair and let me go on the air and say something the public would not like and in a few hours

he will know. Many must listen, this I know by experience.

We are now embarking on the year of 1961 with a modern world still reaching out for more and better things. If this coming ten years goes as strong in new ventures it is bound to be still a greater and better world.

Auctioneers of the land, remember to be better Auctioneers and be more in the know of the business and the world. Keep united with your State and National Auctioneers Associations as we are now definitely in a world where all business and professions depend much on united strength in the way of the Associations that can represent them.

Prices In Recent Parke-Bernet Sales

Forty-five Russian icons and cloisonné and translucent enamels from the Roebeling collection, brought a total of \$24,040. Individual high prices in the same sale were \$8,500 for a kingwood and tulipwood marquetry commode by Nicolas Grevenich, \$6,800 for two pairs of fauteuils by Jean-Baptiste Gourdin and \$5,500 for a Russian gold snuff box of Czar Nicholas II, set with diamonds.

Dr. Max Thorek's autographs sold for \$118,295, and included a historical letter by Thomas Paine which made \$3,750 and a collection of memorabilia relating to Lincoln's assassination, which sold for \$3,400.

Early American silver featured in the Joseph P. Levy collection included a pyriform spout cup by Jno. Coney, which fetched \$3,750 and a pear-shaped coffee pot by Bancroft Woodcock, \$3,500.

Two Royal gobelins tapestries from the Portieres des Dieux series realized \$17,000 and \$6,000 and \$6,500 each were paid for two Louis XV bureaux plats.

The sale of modern paintings and drawing was of sufficient interest to those not yet in the market for higher-priced works to bring a total of \$75,175, and, judging from the records, started a great number of new collectors on their way. A sale of modern graphic art, realized \$31,160 and came at an opportune time to serve as a source of unusual Christmas gifts.

Col. Charles Corkle Honored By Purebred Men At Clan Gathering

Reprinted From Chicago Drovers Journal

OMAHA — Col. Charles (Charlie) Corkle, Norfolk, Neb., and Foster C. (Fos) Palmer of Chicago were honored guests at the annual "Gathering of the Clan" at the Sheraton-Fontenelle hotel here.

Col. Corkle is currently First Vice President of the National Auctioneers Association.

The "Clan" is a group of men engaged in the promotion, advertising and sale of purebred livestock throughout the United States who meet informally once a year to pay tribute to associates whose records of accomplishment in, and contributions to the purebred livestock industry, and service to their fellowmen, have earned them special recognition.

Joining in tribute to this year's honorees were 23 men from every section of the Middle West who represent various segments of the purebred livestock fraternity.

As with past Clan gatherings, it was an evening primarily devoted to good fellowship, reminiscence and the renewal of long-standing friendships, but there were serious moments, too, in a brief program following a delicious dinner centered around prime sirloin steaks.

Highlighting that program was a review of the contributions which Col. Corkle and Mr. Palmer have made to the progress of purebred livestock in, for each, a lifetime devoted to the business.

Those contributions, it was pointed out, have covered every department of the purebred industry, from production to the selling of registered seed stock—by Col. Corkle as a leading livestock auctioneer and former Corn Belt Farm Dailies fieldman; Mr. Palmer, as a former Corn Belt Farm Dailies fieldman and for more than 35 years the head of this organization's purebred livestock advertising department and director of its staff of fieldmen.

Col. Corkle was raised on a livestock farm near Tilden, Neb., where the family still produces registered Hereford cattle. He joined the Corn Belt Farm Dailies in

1925 as a fieldman out of the Journal-Stockman office in Omaha, a position which he held until taking up his present profession in the early 1940s.

Mr. Palmer, a native of Kansas City, Mo., became associated with the Corn Belt organization about 50 years ago on the staff of the Drovers Telegram at Kansas City. But during most of his lifetime association with these papers he has guided the destinies of their purebred livestock advertising department.

During that time Mr. Palmer has started many young men on their way to success in various fields of purebred livestock service, a fact which in the fraternity has earned him the titles of "Builder of Men" and "Dean of Livestock Advertising." A number of those men were on hand Tuesday evening to join in honoring him.

Col. Corkle, it was pointed out, is today among the few recognized top auctioneers in America. Attesting to the high esteem in which he is held was the presence Tuesday evening of no less than four other widely known livestock auctioneers.

Also present and paying verbal tribute to the guests of honor were Cal. A. W. Thompson of Lincoln, Neb.; Col. J. E. (Jack) Halsey, purebred advertising manager, Wallace's Farmer, Des Moines, Iowa, of whom are past Clan honorees; Dale and Phil W. Moore, retired Omaha Daily Journal-Stockman manager of Omaha, all Runnion, advertising manager, Angus Journal, Van Wert, Ohio; Tom Sherlock, Wallace's Farmer, and Ross Miller, Denver Record-Stockman fieldman, Lincoln, Neb.

Written tributes were read from Frank Richards, secretary of the American Angus Assn., St. Joseph, Mo.; Frank Harding of Harding & Harding, Geneva, Ill.; Ray Sprengle, Colorado Springs, Colo., and Charles E. Snyder, retired Corn Belt Farm Dailies editorial director now residing at Cassanova, Va.

In acknowledging their honors, both Col. Corkle and Mr. Palmer gave credit for

their success to the co-operation which they have enjoyed from those present and others in the industry, and pointed to the contributions which all have made to progress in livestock breed improvement and value.

On behalf of the group, Arden Aegerter, CBFD fieldman who presided over the program, and Mr. Miller presented a smoking jacket to Col. Corkle and a lounging robe to Mr. Palmer as mementos of the occasion. Col. Corkle was the recipient of a couple of gavels designed for regular or "special" use.

Others attending the dinner were Pete Swaffer, secretary, American Shorthorn Association, Omaha; Paul Swaffar, secretary and Lyle Roberts, Fieldman, American Hereford Association, Kansas City, Mo.; Lawrence Buller, fieldman, Nebraska Farmer, Lincoln; Arch Stone, fieldman, Wallace's Farmer; Clint Tomson, member of the Harding & Harding Firm.

Mervin Aegerter, Shorthorn World, Seward, Nebraska; Gene Johnson, fieldman, Denver, Record-Stockman, Lincoln, Nebraska; Chuck Cook, livestock sale manager, Colon, Nebraska; Col. Ralph Kuhr, Blair, Nebraska.

Walter W. Slack, manager, and Kirby Kittoe, editor, Omaha Daily Journal-Stockman; Hi Mackey, Claud Willett, and Veryl Jones, all Corn Belt Dailies fieldmen, and Wally Gladish, Coffeyville, Kansas, former CBFD fieldman.

Question Box

A feature, beginning in next month's issue of "The Auctioneer" has been suggested by Col. Carman Y. Potter, President, as means of giving relatively inexperienced men an opportunity to ask questions. The question will be referred to one or more experienced men who may have suitable answers. The questions and answers will be printed in the "Question Box." This introduction is presented as an invitation to any auctioneer who wishes to gain assistance, advice, or reassurance from their more experienced brother in the fraternity of Auctioneers.

From Little Acorns Big Oaks Grow

By Joe Steiner, Silver Spring, Md.

September 24, 1960 found another event taking place in the annals of history. Just as other business establishments are born, so was this outstanding Auction Gallery making its debut to the world. An attractive building was brought into being from what was previously a run down paint shop. What was a disgrace to a community was face-lifted into one of the most attractive buildings, both inside and out. Hours of toil and sweat, with assists from friends helped to bring to the community of Deal, New Jersey the realization of a long dream come true. The place, when you see it today, bears the name of one who has given much of his time to the Auction profession. His willingness to always help the under dog never stops. He has received the well wishes of all those in this area for his foresight in undertaking such an arduous task. For his bringing of this gallery to this locality has done much to help other merchants. The goods here, as you probably surmise, are only on consignment and when sales are conducted, they are always put forth with all the dignity and effort that realized the most in the best interest of seller and buyer. Private sales are conducted from the floor when the gallery is open on a daily basis. The clientele that has been patronizing this business is of the most desirable. When one closely looks about the surroundings we can only add one thing further. Good luck, B. G. Coats, to you and your new venture. May "The Coats Galleries" meet with every conceivable success in the coming year of 1961 with many more years to follow.

For the traveler going in the vicinity of Red Bank, Deal, or Asbury Park, New Jersey, I suggest that you stop in at 288 Norwood Avenue, Deal, N.J. and say "Hello" to a hard hitting business man, your friend and mine, B. G. Coats.

FOOD FOR THOUGHT

Saccharinize the words you utter,

Vocalize with mellowed care,

Lest your oral-cast cuisine,

Be destined for YOUR bill of fare.

James Redman

Bits Of Thought

By R. C. FOLAND, Real Estate Auctioneer, Noblesville, Ind.

In all due service to the selling public, I think it only fair to discuss the auction method as a means of service also to the buying public.

Any reasonable, thinking person should be convinced that the auction method does render a real service and give almost universal satisfaction. It is the one method of selling which gives to the seller who really wishes to dispose of his real estate, the assurance of an absolute sale at the time he wants to make it to the very highest bidder. It has indeed proven a comfort and satisfaction in the way of relieving that desire to sell which becomes so aggravating to those who really wish to make a change.



Even though we believe the auction method has proven to be the very best possible means of exchange from the standpoint of those who desire to sell, we also maintain that the auction plan is equally fair to the prospective buyers. The fact is, I have maintained that it is the fairest way from the standpoint of both buyer and seller. No seller should be satisfied unless and until he has opened the market to the

wide world, and given himself the greatest chance to secure the most money. The auction method does this. The person who will come out in the open and outbid his legitimate and honest competitors is the one entitled to be the buyer.

We stress the service we are able to render to those in the market to buy as well as to those in the market to sell, and we keep a mailing list in order to keep in direct contact with such persons. In fact, we are quite as proud of our buying friends as we are of those for whom we sell. I say this with the full realization that our first duty is to the seller, and that our affections and admiration go out to those who have the implicit confidence in us which is required from those who sign our genuine auction contract.

The genuine auction method is, we believe, the modern and logical means of bringing buyers and sellers together on mutual and satisfactory planes of service.

Going, Going, Gone to the highest bidder if you use the Auction Method.

Foundation Gets Art Collection

NEW YORK — One of the nation's outstanding private art collections — which includes works by Rembrandt, Goya, Corot, Manet and Degas — has been left to the Electra Havemeyer Webb Fund, Inc.

This became known when the estate of Mrs. Electra Havemeyer Webb was filed for probate.

Mrs. Webb died Nov. 19 in Burlington, Vt. Her late father, Henry O. Havemeyer, amassed what has been described as one of the greatest American art collections.

Among the art, sculpture and other objects left to the fund were two paintings by Rembrandt, "The Treasurer" and "Young Man In Broad-Brimmed Hat," and four pastels and five bronze sculptures by Degas.

Included in the bequest were five oils by Monet, two by Corot, a still-life by Courbet, three paintings by Manet, and a portrait by Goya.

• REPPERT AUCTION SCHOOL •



Reppert School Graduates 53

Fifty-graduates from 19 states and three graduates from two provinces of Canada made up the total of 53 new Auctioneers in the December Class of the Reppert School of Auctioneering, Decatur, Indiana. The graduates are pictured on the opposite page.

On the top row from left to right are W. J. Webster, Columbia, Tenn.; Ted C. Moye, Leary, Georgia; William Richardson, New Concord, Ohio; Charles H. Turner, Nashville, Tenn.; Phillip J. Foos, Goshen, Ind.; R. Allen Kessler, Hartford City, Ind.; B. C. Kinnan, Modoc, Ind.; Earl E. Hardeman, Kelly, Wyoming; Ray A. Wardell, Cora, Wyo.; Leon A. "Dick" Deason, Kilgore, Texas; Gordon Meacham, Yakima, Wash.; Kenneth M. Warren, Glade Springs, Va.

Third row: Reg. Cridler, Lowell, Mich.; Stanley B. Diamond, Royal Oak, B. C., Canada; Henry M. Stanley, Sr., Bainbridge, Ohio; Chester A. Andis, Oolitic, Ind.; Ason Goddard, Bartlett, Ohio; Walter W. Hewitt, Florence, S. C.; Paul J. Stewart, Manchester, Tenn.; William Janes, Pennsville, Ohio; Edward Border, Pennsville, Ohio; Gary Beardsley, Worcester, N. Y.; Ray Bateman, Roper, N. C.; Leo Brune, Festus, Mo.

Second Row: George Dennis, Punta Gorda, Fla.; Lester Clemans, Rensselaer, Ind.; Johnie Speerbrecker, DeWitt, Mich.; Allen S. Herbert, Red Deer, Alberta, Canada; Phil F. Fidler, North Webster, Ind.; Carl Allen, Cassopolis, Mich.; Ed H. Bryce, Meridian, Idaho; Thomas D. O'Neil, Big Piney, Wyo.; George Hileman, Reed City, Mich.; Chet Wills, Westport, Ind.; Douglas Clark, Altario, Alberta, Canada; James R. Edge, Sanford, Fla.; Elmer G. Morvatz, Carrollton, Ohio.

First Row: Steve Steinmetz, Springfield, Ohio; Donald L. Stone, Mattoon, Ill.; K. D. Welty, West Mansfield, Ohio; Jay A. Fisher, Jackson, Mich.; Steven Mahan, Troy, Ohio; Roger Huntley, Canton, N. Y.; R. T. Felknor, Dandridge, Tenn.; Lary Koblod, Sheridan, Wyo.; Allen E. Ziegler, Churubusco, Ind.; Boyce D. Hart, Guthrie, Texas; Michael Chernoff, Manitowoc, Wis.; Milton E. Stinnett, Nicholasville, Ky.; Donald Lewis Taylor, Roanoke, Va.

Those who will graduate but are not in

the picture are Lynwood Taylor, East Cleveland, Ohio; C. R. "Bill" Janes, Pennsville, Ohio; and Curtis Rodgers, Milton, Iowa.

The instructors, reading from left to right are Guy Pettit, Bloomfield, Iowa; Ray Elliott, Portland, Indiana; Homer Pollock, Delphos, Ohio; Roland Reppert, M. D., President, Decatur, Indiana; Q. R. Chaffe, Towanda, Pennsylvania; H. G. Sigrist, Fort Wayne, Indiana; Clyde Wilson, Marion, Ohio; H. D. Darnell, Cynthiana, Kentucky; Walter Carlson, Trimont, Minnesota. Five instructors were not present the day the picture was taken.

Show of Rare Old Toys in Virginia

WILLIAMSBURG, Virginia — A Christmas exhibition titled "A Nineteenth-Century World in Toys" was displayed at Colonial Williamsburg in Virginia. The display, featuring rare old toys from the Abby Aldrich Rockefeller Folk Art Collection and from museums and private collections, included dolls, dancing figures, miniature furniture and ship models. The background for the displays was an eighty-foot-long panoramic painting depicting an imaginary cruise around the world.

In the doll collection were figures from India, Switzerland, Germany, China and the southwestern United States. The Williamsburg show also included animal figures made by Pennsylvania craftsmen during the nineteenth century and a group of model boats on loan from the Mariners Museum of Newport News, Va. A Christmas tree decorated with nineteenth-century ornaments, cookies, paper chains, gilded walnuts, dyed eggs and strings of popcorn stood in the center of the main gallery.

Cigar Store Indians Were Varied Figures

Cigar store Indians weren't always Indians. At the height of their popularity in the last century the figures included cavaliers, ladies of fashion, sailors, baseball players, minstrel characters and clergymen.

Visionary Ideas Entitled to Organizational Consideration

BY COL. FRANK A. SLOAN, MINNEAPOLIS, MINNESOTA

The "Members Say" column, page 28 of the January, 1961, "Auctioneer" carried an article which not only invites but demands an answer from those of us who some refer to as non-conformists because we are dedicated to the proposition that new bold ideas with vision of the future are entitled to organizational consideration when after reasonable debate decisions can be made by the body as a whole as to whether they are harmful issues or merit acceptance for exploration. We don't think that this decision is a prerogative to be exercised by other than a majority.

This idea of suggesting by innuendo or inference that our brain children are the result of our personal ego is without factual foundation and end results, if side-tracking action procedures are used as substitution for the consideration of any issue, can only serve a purpose which is unacceptable to the average member if it is to placate those whose feelings may be injured by possibly having to admit that they had the wrong view point. Further, it can serve only to discourage the timid members from actively participating in convention debate. Few would contribute articles for the columns of this periodical for fear they may be tagged unfairly with labels such as "Screw-balls," "Egotists," or what have you.

Issues and ideas lend themselves to differences of opinions, however, the most detrimental thing that can happen to a democratic group is for someone to introduce machinations such as is commonly practiced in party politics after a majority has accepted a proposal as being worthy of exploration. It would be better that there should be a merging of these differences in a fashion that would not alienate the better part of wisdom or organizational valor.

Ironically, the contributor of the article that appeared as referred to herein is casting from a vulnerable position for, oddly enough, criticism he offers can be leveled at his own article. If he is alarmed that

members are exercising their freedom to see, hear, read and participate he contributes nothing towards a solution of any issue by pleading lack of time as a reason for his not presenting factual matter or reasoning such as exemplified in his attempt to discredit the factual matter of my article in the November 1960 issue of the Auctioneer in which the last line read, and I quote, "When and where do we go from here is up to you, the membership, to decide" (end of quote). Dedicated organizational minded are unlike old soldiers, we never fade away and my record will bear out that I am not one of the timid who are easily discouraged or deterred by those who would like to see the record straight but haven't got the time.

I don't profess to have all the answers but I invite those who do have to present their factual evidence for, if I am wrong, I will be the first one to admit it. However, let's put this on the basis of fact, not wishful thinking or personalities.

In conclusion may I add that I would like to see "The Auctioneer" reprint the Colonel B. G. Coats article which appeared in the February 1959 issue of the Auctioneer under the title of "Landmarks of Progress." Those who may have missed reading it as well as the many new members who weren't taking the Auctioneer at that time I am certain will appreciate it. In closing may I quote from Colonel Coats' pen, "On matters of substantial principle we owe it to ourselves and the precepts of human dignity to fight to the finish." With this I agree and will do. I will see you all in Houston, Texas, and I do mean "youall." Now let's face each other and draw.

POSER

(F. G. Kernan)

A thing that has me puzzled
And doing double takes,
Is how the Joneses do it
On what old Jonesey makes!



That great American institution, the farm sale, multiplied hundreds of times every day at this time of the year, is portrayed in the above three snapshots. Scene was the Jesse McCoy auction near Van Wert, Ohio and Col. Homer Pollock, Delphos, Ohio, is the auctioneer. Walter Carlson, Trimont, Minn., was the photographer who adds, "Since the passing of 'the best team' from this scene, the tractor has become the highlight at most farm sales."

Ox Teams and Slaves In 1849 Auction Ad

The following auction advertisement contributed by Col. Don Llyod, Oshkosh, Wisconsin, was originally clipped from a Louisville (Kentucky) Courier Journal of 1849.

"Having sold my farm, and am leaving for Oregon Territory by ox team, I will offer on March 1, 1849, all of my personal property to-wit: All ox teams except two teams: Ben and Buck and Tom and Jerry; two milch cows; 1 gray mare and colt; 2 ox carts; 1 iron plow with wood sole board; 800 feet of poplar weather boards; 1000 three-foot clapboards; 1,500 feet fence rails; one 60-gallon soap kettle; 85 sugar troughs made of white ash timber; 10 gallons of maple syrup; 2 spinning wheels; 30 pounds of beef tallow; 1 large broom made by Jerry Wilson; 300 poles; 100 split hoops; 100 empty barrels; one 32-gallon barrel of Johnson-Miller whiskey, 7 years old; 20 gal-

lons of apple brandy; one 30-gallon copper still; four sides of oak tanned leather; 1 dozen real hooks; 2 handle hooks; 3 scythes and cradles; one dozen wooden pitchforks; one-half interest in tanyard; seven 32-calibre rifles; bullet molds and powder horn; rifle made by Ben Miller; 50 gallons of soft soap; hams, bacon and lard; 50 gallons of sorghum molasses; six head of foxhounds, all soft mouth except one.

At the same time I will sell my six negro slaves—2 men, 35 and 50 years old; 2 boys, 12 and 18 years old; 2 mulatto wenches, 40 and 30 years old; will sell all together or separately, whichever way brings the most money."

Prices have been going up for nearly two and a half centuries. But there's a catch. While it took 200 years for prices to double — up to a quarter-century ago — they have doubled again in the past 25 years.

Don't kill time; let a TV gunman do it for you.



ON OPPOSITE PAGE

December, 1960 Graduates of the Western College of Auctioneering, Billings, Montana. On the front row, left to right, are: Henry Van Dyk, Medicine Hat, Alberta; Jim Carroll, Maple Creek, Sask.; Harry Den Boon, Bow Island, Alberta; Bill Hagen, Billings, Instructor; Jack Ellis, Lavina, Mont., Instructor; Ron Granmoe, Glendive, Mont., Instructor; Bob Lausen, Caresland, Alberta.

Second row: Brian Tink, Grand Prairie, Alberta; Waldo Morris, Lander, Wyo.; LeRoy Wolery, Inverness, Mont.; Joe Drelich, Picture Butte, Alberta, Instructor; John Burt, Calahan, Colo.; Ken Walker, Sundre, Alberta; Don McEwen, Vancouver, Wash.; Landis Baaken, Lignite, N. Dak.; Robert Baker, Jerome, Ida.

Third Row: Les Buffham, Greystone, Colo.; Bernard Seifried, Hythe, Alberta; Tony Derschan, Lemon, S. Dak.; Ed Vierheller, Claremore, Okla.; Harris Crimmins, Wing, N. Dak.; Dick Simonson, Filmore, N. Dak.; Dale Lybbert, Wardlow, Alberta; Ray Walker, Red Deer, Alberta; Donald Gibbins, Williston, N. Dak.

Fourth row: Bob Laackman, Milk River, Alberta; Reg Mount, Lethbridge, Alberta; Jay Anderberg, Forbes, N. Dak.; Bill McNary, Salmon Arm, B. C., Canada; Donald Lindell, Brush, Colo.

Back row: Dean Danileson, Lethbridge, Alberta; Michel Ghenard, Cadillac, Sask.; Ken Sharp, Colorado Springs, Colo.; Clayton Rietz, Wheatland, Wyo.; Thomas Brooks, Deer Park, Wash.; Larry Ellison, Thunder Hawk, S. Dak.; and Orville Mjelstad, Arnegard, N. Dak.

Good Prices at 4-H Livestock Show

DETROIT, Michigan—The winning ways of Wetzels and Washtenaw 4-H'ers might well summarize the results of the Detroit Junior Livestock Show last month. When the dust of the State Fair coliseum arena had cleared, the Wetzels, perennial winners from Gratiot County, had captured 7 top placing. The Washtenaw County clubsters assembled 7 more. Together their entries swept most of the steer and hog competition.

Club members from 30 counties entered

nearly 700 head of livestock and sold steers, hogs and lambs for just under \$100,000 to the 40 buyers who supported the auction. While bidding for the champions was somewhat less spirited than a year ago, sale averages went well above the marks of last December.

A sleek-coated, blocky Angus steer again walked into the championship spotlight to repeat an event of a year ago. At the end of the leadstrap for the 1,185-pound champion was Mike Wetzel of Gratiot County. Mike, from a family of consistent winners in 4-H livestock shows, exhibited the prime steer, placing first over 259 other entries. He carried home an armload of trophies and received a price of \$2.10 per pound for the prize from Food Fair Markets of Detroit.

Phillip Gray, Kalamazoo County, showed a trim Yorkshire barrow to win the champion title over 99 other entries.

The Yorkshire was the first of his breed to win the top honor. Last year Phil had first place pen and reserve individual hog. Farnsworth Packing Company, Detroit, purchased the 210-pound barrow for \$1.25 per pound. The top pen sold for 25 cents a pound.

Kirk Gordon was top swine showman. He was awarded the New York Central System trophy. Another Washtenaw entry, Judy McCalla, won the reserve market hog championship with a 215-pound Chester White barrow.

The sheep show had a multiple winner. Ronald Sober of Livingston County showed both the champion individual and pen-of-3 lambs. The compact Southdown packages topped nearly 400 entries. The 105-pound champion was sold to Carl's Chop House, popular Detroit restaurant for \$3 per pound. Second was Gregg Smith of Lenawee County. Runner-up in the pen class was Ruth Severance, Tuscola County.

James Hawkes, Hillsdale County, won first over 17 entries in the commercial pen-of-10 class. The lambs weighed just over 1,000 pounds and were purchased by Ridley Commission Company of Detroit for 22½ cents per pound.

Anyone who expects to do good must not expect people to roll stones out of the way but must accept his lot calmly even if they roll a few more into it.

— Albert Schweitzer

Col. John A. Carr Honored In Feature Story Of Auctioneer

Reprinted from the Decatur (Illinois)
Herald

By Norb Weimholt
Of The Herald and Review Staff

Probably no business is more like "show biz" than auctioneering.

The auctioneer's name on a billboard, his luring chant, the speculation of bidders, a nod or wink and the fall of the gavel — all these make an age-old form of selling a spectacular show.

But like all shows, there's more to auctioneering than what meets the eye.

An auctioneer uses several methods to keep the bidding going, according to John A. Carr of Macon who has been at it since 1928.

Auctioneers may start with a high or low price on the merchandise. Carr prefers to start low.

"A moderate price gets more persons interested," he said. "And once a bidder is in, there's a good chance of keeping him."

Normally a raised hand, a wink or a nod is considered a bid, Carr said, but concealed bids also are ethical.

This is called "bidding in the dark." The bidder will rub his ear, fold his lapel or use any number of signs which are worked out ahead of time with the auctioneer.

Signs are used at 40 or 50 per cent of farm sales, he said.

At large auctions, the auctioneer or the "block," uses assistants called "ringmen." Both the block and ringman use the chant.

The chant is a lip movement, something like singing.

Carr said his chant is in the key of G. "The success of a sale may depend on whether the auctioneer's rhythm is pleasing," Carr said.

The chant, "I'm bid a dollar . . . who'll bid a dollar and a half?" is difficult to understand when sung fast as done by many young auctioneers, he said.

Carr uses a slower chant. "People won't bid unless they understand it and know

what they are bidding on," he explains.

There are two types of bidders, Carr said. One is the businessman who finds this is a good bargaining method and the other is interested only from the speculative standpoint.

In either case, the merchandise goes to the highest bidder.

Some sales are made through a cashier, Carr said, while others may not be completed until the article is delivered to a buyer's residence.

Occasionally a buyer will try to "bush" the auctioneer — Claim the merchandise is bad and return it days later.

This was common in the earlier days with horse sales, Carr said.

As a general auctioneer, Carr sells farmland, cattle, real estate and household goods. He also handles sheriff's sales and bankruptcy sales.

A few auctioneers specialize, he said. They usually are found at tobacco auctions in the South or at Western cattle auctions.

Auctioneers work for a percentage of the profits. It may be 2 to 25 per cent, depending on the type of sale and what the auctioneer must furnish, Carr said.

There is a lot of competition and jealousy in auctioneering today he said.

"It's one of the hardest professions in the United States for a young man to break into.

"You must have experience and know the auctioneering business."

Carr, who farms 220 acres near Macon and is a member of the County Board of Supervisor's is immediate past president of the Illinois Auctioneers Assn.

He once attended a three-week school in Decatur, Ind., under Fred Reppert, a big name in the trade.

Like all auctioneers, Carr is called "colonel."

He thinks the title comes from the

Southern colonels who bought and sold slaves for plantations.

Carr says he always is learning something new. One thing he doesn't claim to know:

"A lot of auctioneers say they know the value of what they sell. I claim no one knows."

Col. Carr is a Life Member of The National Auctioneers Association.

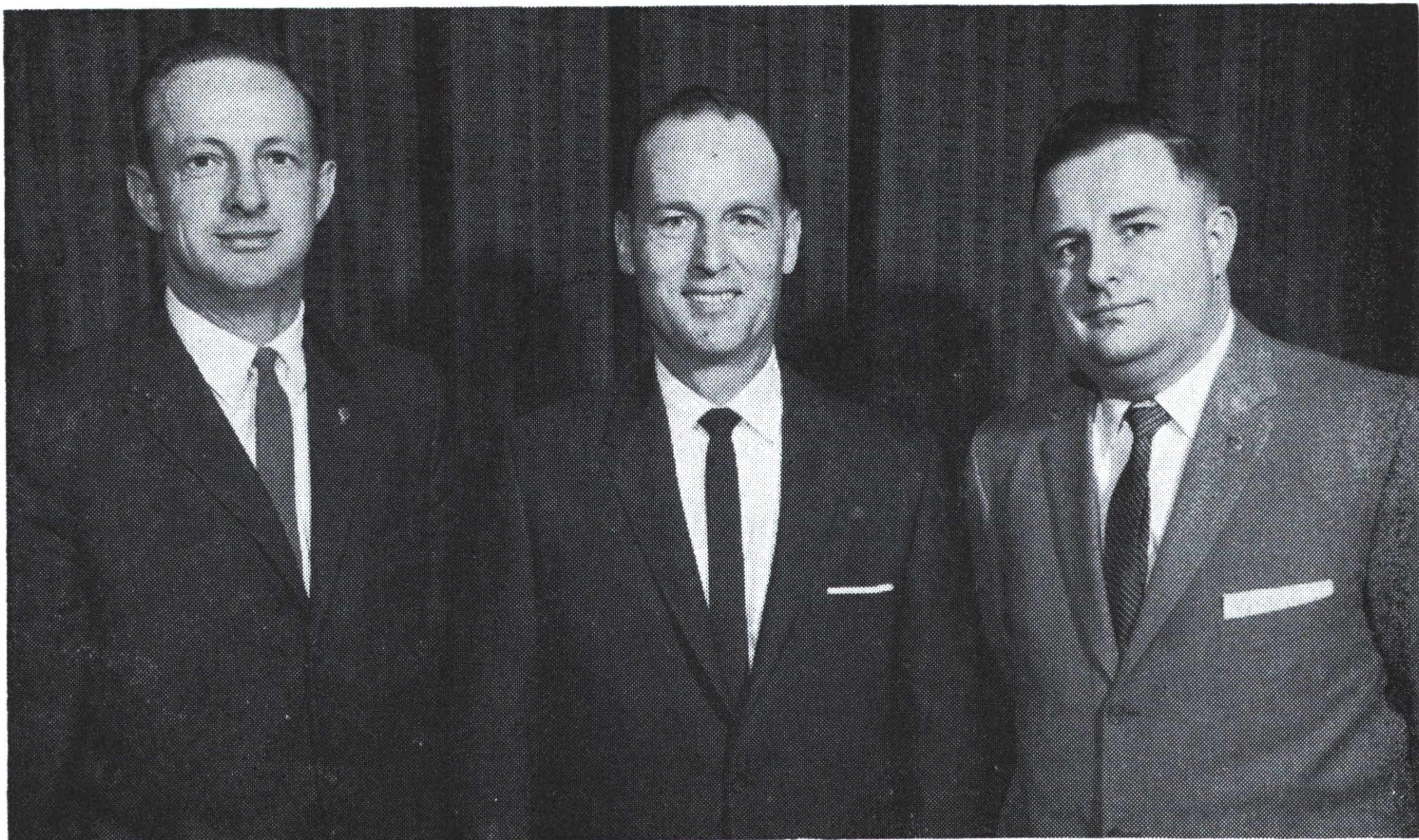
Ohio Auctioneers Hold Convention

By **DON E. FISHER**, Secretary

Donald Stafford, East Rochester, Ohio, was elected President of the Ohio Auctioneers' Association at their convention held Sunday, Jan. 8th, 1961 at the Southern Hotel in Columbus, Ohio. Other officers elected to serve in 1961 were Emerson Marting, Washington C.H., Vice-President, and Don E. Fisher, Delaware, Secretary-Treasurer. Newly elected Directors are L. Howard Jewell, Mt. Gilead; Neil Robinson, Mansfield, and Kenneth Bumgarner, Washington C.H.

The convention was a full one, starting in the morning with a coffee hour served by the Ladies Auxiliary followed by the regular business meeting, election of officers, Legislative Committee report and induction of new members into the organization. At noon both the Auctioneers and their wives as well as the guests attended the noon Banquet which was highlighted by the speech of Tennyson Guyer of Findlay, Ohio entitled "How High Is Your Star".

The afternoon session for the men featured two discussion topics; "What the Attorney expects of the Auctioneer" by Harry Osborne Jr., Attorney-at-Law from Minerva, Ohio and "Liability Responsibilities of the Auctioneer in Conducting the Sale" by T. R. Magley of the Ohio Insurance Information Service Inc., Columbus, Ohio and Mr. Dean Kuhn, Dover, Ohio special representative for Mutual of New York. At the conclusion of the discussion period outgoing President Ray Austin of Jefferson, installed the new officers. Attending the Convention were 111 Auctioneers, wives and guests. The next meeting for the group will be held in June at Washington C. H., Ohio.



Pictured above are the newly elected officers of the Ohio Auctioneers Association. From left to right are Emerson Marting, Washington, C.H., Vice-President; Donald Stafford, East Rochester, President; and Don E. Fisher, Delaware, re-elected Secretary-Treasurer.



Pennsylvania Group Has Winter Meeting

By **KENYON B. BROWN**, Secretary
Pennsylvania Auctioneers Association

The Fifteenth Annual Meeting of the Pennsylvania Auctioneers Association was Held January 6 and 7 at the Hotel Harrisburger in Harrisburg, Pennsylvania.

On Friday evening a panel discussion was held as part of the continuing Pennsylvania educational program. The first topic was "Real Estate at Auction." Col. Sam Lyons, Indiana, and Col. C. Morell Brown, Doylestown, spoke on two different phases of real estate auctions and a question and answer period followed. The next topic was "Auction Houses." Ed Van Bergen spoke on "Obtaining Merchandise" and L. M. Hocker, Harrisburg, touched on "Auction House Operation." Additional questions and answers followed. Elmer Murry, Lititz, gave an interesting talk on "Automobile Auctions." Woodrow Roth, Emmaus, acted as moderator.

On Saturday, the business meeting was conducted. Each chapter president from the five Pennsylvania district reported on 1960 activities in their respective areas.

Important business affecting the N.A.A.

Pictured opposite are members of the Pennsylvania Auctioneers Association who met at the Hotel Harrisburger, Harrisburg, Pa. on January 7.

On the top row from left to right are: Paul Z. Martin, John Breidegan, Mervin W. Adams, Wayne R. Posten, C. S. Detwiler, Harry M. Wimer, Jr., Pete Stewart, C. Morell Brown, James J. Ristimaki.

Second row: Ellsworth Walls, John T. Ensminger, C. J. Leiby, Mark Seiler, Ronald Chaffee, Russell E. Kehr, Quinton Chaffee, Sam Lyons, Tom Berry, Lee Pillsbury, Harlan Gundy.

Third row: Foster Hendrickson, Edward Von Bergen, William Boes, Lloyd Force, Ralph Horst, Eugene Derr, Sr., James Crawford, Elmer Murry.

Fourth row: Arlow Keihl, Wylie Rittenhouse, Oliver Wright, Jack Unger, Kenyon B. Brown, Henry Brooks, Homer Sparks.

On the front row are William Sparks, Tony Maiorana, Attorney, Woodrow Roth, and L. M. F. Hocker.

was a by-law change which requires all new members to join the National Auctioneers Association at the same time they join the Pennsylvania Auctioneers Association. This action was made possible by the cooperation of the N.A.A. in taking no new members from Pennsylvania unless they pass the approval of the P.A.A.

1960 officers were unanimously re-elected to serve during 1961. The officers are Woodrow P. Roth, President from Emmaus; Pete Stewart, Vice-President from Armagh; and Kenyon B. Brown, Secretary-Treasurer from Doylestown.

The membership committee reported an increase from 89 to 105 members during 1960. A concerted drive in 1961 is planned to increase 1961 membership.

The annual Banquet and entertainment was held for auctioneers, their wives, and sales personnel on Saturday evening.

The mid-summer meeting of the Pennsylvania Auctioneers will be held Monday, June 5. The location, to be announced at a later date, will be in the eastern part of the state.

Big West Michigan Livestock Show

GRAND RAPIDS, Michigan—The recent West Michigan Livestock Show at Grand Rapids enjoyed a sale total of \$2,479, one of the largest in recent years.

A new record bid, \$2.35 a pound, was paid for the grand champion steer. Mrs. James McKee, Manger Hotel, bought the 1,065-pound white Shorthorn steer of George McLachlan, Jr., Mecosta County. The steer was displayed in the hotel lobby early in 1961. Reserve champion was a Hereford shown by Don Wetzel, Gratiot County. Champion lamb was an 85-pound Southdown shown by Linda Wetzel, Gratiot, who is now Mrs. Quenton Harwood, Ionia. Jack Roberts, Pantlind Hotel, bought the lamb for \$2.60 a pound. George and Fred Buckingham, Kalamazoo, had champion pen, also Southdowns.

Champion hog was a 250-pound Poland China shown by Howard Riley, Eaton. Buyer was Peet Packing Co. at 75 cents a pound. He also had champion pen. Averages were well above Chicago prices—\$30.87 for lambs; \$35.03 for steers; \$22.20 for hogs, per hundredweight.

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.

ARKANSAS

Col. R. W. Henderson, Jr., Magnolia
Col. Brady L. Wooley—Pine Bluff

CALIFORNIA

Col. Tom Caldwell—Ontario
Col. James Gibson—Alameda
Col. R. W. "Bob" Main — Garberville
Col. E. V. Wing—Gerber

COLORADO

Col. Natte E. Austin—Greeley
Col. F. Harvey Baldwin—Denver
Col. Ed. Gibson—Denver
Col. Herman W. Hauschildt—Denver
Col. Howard Roland—Grand Junction
Col. C. W. Rosvall—Denver
Col. Howard Shults—Grand Junction
Col. Lyle D. Woodward—Denver
Col. L. R. Van Cleve — Denver

CONNECTICUT

Col. Richard K. Mather—Granby

DISTRICT OF COLUMBIA

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FLORIDA

Col. Joseph F. Sedmera — Lakeland

GEORGIA

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Col. Michael M. Gordon—Chicago
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Col. Chester March—Rockford

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Col. Carman Y. Potter—Jacksonville
Cols. L. Oard & Lloyd Sitter—Anna
Col. Fred G. Quick — Aurora
Col. James L. Shank — Princeton
Col. R. J. Schuster—Joliet
Col. Ray Tuttle—Sheldon

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Col. Jim Buckley—Shelbyville
Col. O. S. Clay—Shelbyville
Col. R. C. Foland—Noblesville
Col. Leo Grindley—Ft. Wayne
Col. Hubert L. Jones—South Bend
Col. Russel Kruse & Son—Auburn
Col. Amon H. Miller—Evansville
Col. Ernest Niemeyer—Crown Point
Col. Harold D. Parker — LaPorte
Col. Earl Ray—Tangier
Col. Herman V. Ream—Peru
Reppert School of Auctioneering
Decatur
Col. Herman Strakis—Indianapolis

IOWA

Col. Maurice M. Devore—Plano
Col. Arnold H. Hexom—Waverly
Col. Wendell R. Ritchie, Marathon

KANSAS

Col. J. B. Hickerson—Wichita
Col. Jack McVicker—Garden City
Col. Jesse Scott—Garden City
Col. E. T. Sherlock—St Francis
Col. Frederick E. Sherlock—St. Francis

KENTUCKY

Carter Realty Auction Co.—Scottsville

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MARYLAND

Col. Robert H. Campbell—Annapolis

MASSACHUSETTS

Col. Henry A. Berman—Worcester
Col. Phil Goldstein—West Roxbury
Col. Abe Levin—Lunenburg
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—Westminster

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Col. Harvey S. Parker—Pontiac

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

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Col. Elmer Bunker—Albuquerque
Col. John Overton—Albuquerque
Col. Chester Shough—Albuquerque

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Col. William Maloney, Syracuse
Col. Pete Murray—Ballston Lake
Col. George J. Nichols—Canastota
Col. Kenneth Rice, Hamburg
Col. Ben Schwadron—Queens Village
Col. Harold Spoor—Baldwinsville
Col. David H. Tracy, Pavilion

Col. Richard C. Tracy—Dansville
Col. Sidney White—New York
Col. Harris Wilcox—Bergen

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Col. Basil Albertson, Jr. — High Point
Col. Basil Albertson, Sr.—High Point
Col. Coyte D. Carpenter—Claremont
Col. Billy Dunn—Laurinburg
Col. Turner Kees—Hickory
Col. Robt. (Red) Mendenhall—High Point
Col. Gene A. Saine, Hickory
Col. Kenneth W. Teague, Burlington

NORTH DAKOTA

Col. Bob Penfield—Bowman

OHIO

Darbyshire & Associates, Inc.
Wilmington
Col. Don E. Fisher—Delaware
Col. C. H. Forthofer—Avon
Col. R. E. Guiss—Akron
Col. O. L. Lansaw—Middletown
Col. Clem Long—Dayton
Col. Mearl Maidment—Bowling Green
Col. Millard F. Merrill—Dayton
Col. George Roman—Canfield
Col. "C" Garth Semple—Milford
Smith-Babb-Seaman Co.—Wilmington
Col. Clyde M. Wilson—Marion
Col. Jim Wilson—Youngstown
Col. Lou Winters—Toledo

OKLAHOMA

Col. V. K. Crowell—Oklahoma City

OREGON

Col. Virgil R. Madsen—Halsey

PENNSYLVANIA

Col. Tom D. Berry—West Newton
Col. Q. R. Chaffee & Son—Towanda
Col. H. L. Frye—Pleasant Unity
Col. Jacob A. Gilbert—Wrightsville
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Col. J. Robert Hood—Lawrenceburg
Col. H. C. "Red" Jessee—Morristown
C. B. McCarter Auction Co.—Sevierville
Col. Ken Travis — Dresden

TEXAS

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

VIRGINIA

Col. David H. Gladstone—Norfolk

Col. C. B. Runyon—Falls Church

WASHINGTON

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

WEST VIRGINIA

Hale's Auction Service—Williamson

WISCONSIN

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

WYOMING

Col. George R. Mayfield—Dubois

ELSEWHERE

The Ladies Auxiliary to the
National Auctioneers Association

THE MEMBERS SAY . . .

Dear Bernie:

Forty years ago this coming February 1, I sold pies for a club meeting. This next Christmas Day, it is 35 years since I left home to attend Repperts. My first auction was the following February 6.

With no resistance left to fight winter weather and age pretty much against us, our auction days are now history. Nevertheless, I still have a world of admiration for a man who earns his business on merit, and absolutely no use for the one who gets it otherwise, even though his book is filled solid.

Sincerely,
Walter Carlson
Trimont, Minnesota

* * *

Dear Friends:

I just received my statement today to pay my dues for 1961. As this is the last day of the old year, I thought it might be well to send my \$10.00 check, and to tell you people who work so hard to get out our Auctioneer's monthly paper that although many of us, like myself, have never written you to tell you folks what a fine job you are doing for all of us members. My son, who is also a member, and I enjoy each issue and obtain much helpful in-

formation from the many articles. Keep up the good work and may God bless you all through 1961.

It might be interesting for some of the newly graduated Auctioneers to know that its a hard fight to get into the auction business, not only in their home towns but also here in the larger cities. But we, my son and I, are happy to have had wonderful training from very fine auctioneers, as he went to Decatur, Indiana and I went to Mason City, Iowa. Both of us graduated in the last two years. We love our auction work and step by step upward we go. We look forward to having our own auction yard in the year of 1961.

My yearly license here in Oakland is \$200.00 plus \$5000.00 bond. It is mighty hard to get a license but I have it now and must renew it in February, 1962. We have a meat business that we have had for years but we look forward to spending all our time in the auction field very shortly.

We both do a lot of free charity auctioneering and my son, Arnold, has a sale every Wednesday night. We have several Sales booked for January.

We love it, work for it, live by the word to be good auctioneers, to practice daily and be gentlemen at all times. We are on

IN UNITY THERE IS STRENGTH

the road to success in our new field.

Thank you all for your help.

Frank J. Barron
Oakland, California

* * *

Bernard:

Enjoyed visiting with you at Enid and look forward to your return to our State at a future meeting. I am enclosing a check for dues for next year.

I am planning to attend the National Convention and hope circumstances are so that we can.

With best regards for a happy and prosperous 1961, I am.

Yours truly,
Clyde Jones
Alva, Oklahoma

* * *

Dear Col. Hart:

Enclosed is a check for \$15.00 for N.A.A. dues and Booster page advertising for an Auctioneer who wishes to become a member.

We have been quite busy this past year. I just finished selling two nice bankruptcy auctions for the Federal Court, the first to be awarded to an auctioneer outside of Chicago in years. I also sold some nice real estate auctions, antique sales, and have had furniture auctions to gross \$3,000.00 or better. I have a very nice two-day antique auction early in February.

Auctioneeringly yours,
Fred G. Quick
Aurora, Illinois

* * *

Dear Colonel:

Enclosed you will find my check for \$10.00 for my 1961 membership to the National Auctioneers Association. My whole family enjoys "The Auctioneer" to the fullest and my sons especially like the Lighter Side.

While on vacation in Albuquerque, New Mexico last August, I had the opportunity to attend the 4-H Fair and Rodeo for that county. I was fortunate enough to make the acquaintance of Col. John Overton, one of our N.A.A. Directors.

While there, I also attended their annual 4-H Livestock Sale and was invited to sell a few animals for them. Their hospitality was grand. This was one of the highlights of my vacation as I am the Auctioneer for our own local Starke County 4-H Fair and I was very much interested in any pointer-

es on the way they handled their sale compared to ours. I might say that I did bring home several new ideas and will try to use them this coming year. The experience was well worthwhile and very informative.

I appreciated the welcome they extended me and my family and was happy to know that there are courteous, friendly Auctioneers throughout our whole United States.

Sincerely yours,
E. Dewey Anderson
Knox, Indiana

* * *

Dear Col. Hart:

Enclosed are my 1961 membership dues. It is a great pleasure to be a member of one of the finest associations. This association could be even greater if more of the Colonels would become members and more ideas would be exchanged openmindedly. Too, it would create a better feeling among all Colonels and this I think we could all improve on, to a certain extent.

"The Auctioneer" is one of the finest "little big" magazines ever published. It seems there is too much time between publications as I always look forward to receiving it. This magazine is full of useful information if properly absorbed. I have often wondered if some non-members received one publication if that wouldn't induce these Colonels to become interested as members.

Col. Hart, accept my congratulations on the splendid job in which you are doing. I hope that you may continue to do so.

Here is wishing you a prosperous '61.

Sincerely,
Jacob J. Ulrich
Luray, Kansas

* * *

Dear Bernie:

Congratulations on the good job you are doing with "The Auctioneer." Jesse and I look forward each month to reading it, and get a lot of good ideas from it. Keep up the good work.

We have enjoyed a very prosperous 1960 and the way things are starting out, it looks as if 1961 will be even better. We would like to encourage all the young Auctioneers just starting out to get behind their National Association, work hard, and do their very best at all times to uphold

IN UNITY THERE IS STRENGTH

the high standards of the Auction profession.

As well as my dues, we are sending an extra \$10.00 so you may put Col. Jesse Scott and I on the Booster Page.

We will be looking forward to seeing you all in Houston in July. Best of luck to you and all the Auctioneers throughout the country in '61.

Auctioneerly yours,
Jack McVicker
Garden City, Kansas

* * *

Dear Editor:

This is something I've planned on doing for quite some time but I just never got to it. I've spent the evening here reading your January issue of "The Auctioneer" and as Pop Hess says the editors like news to print so I thought it's about my time. Yes, of course, my whole family enjoys reading "The Auctioneer." You are doing a very fine job. Too bad some of us don't cooperate a bit more.

I've been a member of the N.A.A. for some time. At one time I was making the National Conventions—at Decatur, Illinois and Minneapolis, Minnesota—but none the later years.

I enjoy reading the letters and comments from other Auctioneers, the one's that offer advice and then the few who always complain. Sometimes I feel for that beginner who wants to know how to get started and get the first sale as I got started the hard way too. No older or more experienced Auctioneer helped me either. I'll agree whole-heartedly with the comment in your January issue by Mr. B. M. Rodman of New York about your magazine stressing "Integrity and Reliability." I would say to the beginner, "Don't get discouraged but keep in mind the above two words." Cutting rates are no solution and will do no good. It does take hard, sincere and alert work to get in the game. I am not an old timer in the game. I have been at it approximately 10 or 11 years amidst competition but by abiding by the above rules, I am not discouraged.

This winter has been somewhat slow as to Farm Auctions. I sell those along with Dairy Dispersals, Real Estate Sales, and lots of Household Goods Sales. I also have sold a Sale Barn Sale at another town for the past 5½ years. Last winter was a very good Sale year. Between September 1 and

March 1, I cried 70 sales! I had a very interesting Antique Sale a few weeks ago. These are not common here. Ball shade lamps, cranberry glass, pickle castors, brides baskets, etc. sold in the \$40.00 or \$50.00 bracket as well as some of the furniture items. A needle point chair brought \$50.00. It certainly brought about that astonished look, as well as conversation among the onlookers who had definitely never been to an Antique Auction before.

Too bad I haven't got time to write to Pop Hess too. I enjoy his column very much and notice in the January issue that he says his fan mail has been nil. Well, Pop, maybe no news is good news.

There's always a point or two that any Auctioneer can use if he reads the comments from the various members and so we won't miss out on the membership. Enclosed please find my check for membership and for six decals.

Sincerely yours,
Clarence F. Prange
Charles City, Iowa

* * *

Dear Bernie.

Merry Christmas and a Happy New Year.

Today is the last sale before Christmas.

We have had a sale everyday since the 28th of November and on three days we had two sales.

All sales are going real good. We have had a wonderful fall and winter with no snow and it has not been too cold.

I will have cried 160 sales this year. They are all public sales. I don't have any weekly sales.

Henry Rasmussen
St. Paul, Nebraska

* * *

Dear Bernie:

Well, another year is past and I hope all auctioneers had a very successful year in 1960 which will be surpassed in 1961.

We use a check list at inventory time and when we're through with the merchandise we try to inventory the business. Maybe we use too much detail, maybe we're too particular, maybe it's not important but it may be of help to some of our members since it has been to us.

The questions we ask in our inventory are listed below:

Was the year better than the previous one?

Is my plant and equipment all it could be:

Is my delivery equipment all it could be and is it good enough to make a good impression?

Is our service all it could be?

Do we treat every one exactly as we would want to be treated?

Is our help a good or poor advertisement?

How many letters of thanks and appreciation have we written?

Did we over-advertise?

Did we under-advertise?

Did we do our share of benefitting the community?

Did we do enough charitable and good will services?

Were we always the conscientious middleman, fair in every way to both buyer and seller?

Did we give each employee his share of our income and time?

Enclosed you will find my new member who is a deserving one for the start of the New Year. Will you please send me eleven membership application blanks and I'll try to send one a month to you with a new member enrolled.

Our profession has been so good to us in spite of personal and family health problems that have necessitated starting over in widely scattered states three times. We love our business, the profession and only hope more and more associates will stop by Albuquerque and visit the New Mexico Auctioneers.

The latchstring is always out for any auctioneer and his family and while a few have visited us and spent a few days with us we'd enjoy seeing more of you.

We will look forward to bigger and better things Texas style this July. "You all come."

John A. Overton
Albuquerque, New Mexico

Annual Dead Mail Boom In New York

There must be a lot of puzzled and disappointed persons around New York.

They are the ones who are wondering why they haven't received their annual Christmas card from Aunt Martha, or the children who are crushed because, the rich jovial uncle hasn't come through

with the promised riding boots, or the desperate young man who keeps looking for the \$25 from home that will tide him over.

The card, the riding boots and the money might very well be lying unclaimed on the fourth floor of the New York General Post Office where the Claims and Inquiry section is daily handling some 10,000 "dead letters" and some 1,500 "dead packages."

They are dead because of faulty addressing or wrapping. Neither the sender's nor the addressee's address can be determined from the outside so they are opened and examined further for clues that might lead to delivery.

The 108 employees of the section, under Superintendent Lester Bricks, check packing slips and what names they have against city directories, but in spite of their mighty efforts at tracing, only 10 per cent of the letters and 40 per cent of the packages will ever find their way to the rightful owners.

"I don't understand it," said Mr. Bricks. "People will crate up a nice hi fi set or FM radio in a good wooden box, secure it and put excelsior in it, everything, and then stick a little flimsy sticker on the outside, and it comes off. I see all this stuff up here, and it makes me sick. If people would just put some kind of identification inside, a return address or something. The letters, too; you open them up, and there's no address, no clew, nothing."

"I'd gladly talk myself out of a job," he said, "if I could just convince people to put some addresses on this stuff."

After a holding period — the time depends on what kind of mail it is — the letters are destroyed and the goods from the parcels are sorted and catalogued for PUBLIC AUCTION.

Books, false teeth, clothing, toys, luggage, radios, appliances, jewelry, tennis rackets, dishes, clocks, carved ivory and mink coats, bin after bin of it has made a merchandising expert of Mr. Bricks. The goods are auctioned three times a year and each sale brings in about \$25,000, which is about half what the same goods would bring retail, he said.

Twice a medical shipment of a human eye has turned up in the office, he said. The addressee of one was found and the other was turned over to the eye bank.

License Requirements for Vermont Auctioneers

BY COL. RALPH BRISTOL, RUTLAND, VERMONT

In regard to the many published articles in "The Auctioneer" both pro and con, concerning licensing of Auctioneers, I am sending the State license laws of Vermont as a means of putting my two cents worth into this tangled license matter.

On the application from the Vermont Tax Department the only five questions asked are:

1. Type of license desired (Vendors, Fortune Teller, Peddler, Private Investigator, and Auctioneer).
2. Has a license of this type ever been denied the applicant?
3. Name.
4. Address.
5. City and State.

That's it—no questions as to qualifications, schooling, or character references. It seems that any one with the required fee of \$25.00 can immediately become an Auctioneer. This whole arrangement seems very loose to me. Possibly if Vermont had an active state organization, this license law could be surveyed and tightened up. At least the auction profession should be removed from classification in a group including fortune tellers.

I certainly wish more of the N.A.A. members would air their views on this subject, and possibly come up with a blanket set of rules that might pertain to all states.

The Vermont requirement for the licensing of auctioneers follows:

AUCTIONEERS

1191. License, fee, revocation. The commissioner of taxes may license, in writing, resident and nonresident auctioneers to sell real and personal property in any town in the state. The fee therefor shall be \$25.00 for a term of two years. The commissioner may revoke a license so granted when in his judgment the public good requires.

1192. Application; record; prohibition to towns and villages. Application for an auctioneer's license shall be made in writing to the commissioner upon forms prepared by him and furnished for that purpose and

shall contain a statement of the name, place of residence and address of the applicant and such additional information as the commissioner may require. The application shall be accompanied by the prescribed fee of \$25.00. Each license granted shall express the amount paid therefore, shall be numbered and recorded by the commissioner in a book kept for that purpose. License to sell real and personal property at auction shall not be granted by the officials of towns or villages to any person who has not received a license issued by the commissioner according to the provisions of this chapter.

1193. Selling without license; penalty; exception. A person not licensed as provided by this chapter who sells or offers for sale at auction real or personal property shall be fined not more than \$100.00 nor less than \$10.00. This section shall not apply to auction sales made by a person required by law so to sell real or personal property or by licensed peddlers in the open streets or on public commons or fairgrounds.

7874. Sale by auction. In the case of sale by auction:

I. Where goods are put up for sale by auction in lots, each lot is the subject of a separate contract of sale;

II. A sale by auction is complete when the auctioneer announces its completion by the fall of the hammer, or in other customary manner. Until such announcement is made, any bidder may retract his bid; and the auctioneer may withdraw the goods from sale unless the auction has been announced to be without reserve;

III. A right to bid may be reserved expressly by or on behalf of the seller;

IV. Where notice has not been given that a sale by auction is subject to a right to bid on behalf of the seller, it shall not be lawful for the seller to bid himself or to employ or induce any person to bid at such sale on his behalf, or for the auctioneer to employ or induce any person to bid at such sale on behalf of the seller

or knowingly to take any bid from the seller or any person employed by him. Any sale contravening this rule may be treated as fraudulent by the buyer.

VERMONT TAX DEPARTMENT.

Craig Buys Riverton Auction Yards

RIVERTON, Wyo.—The Riverton Livestock Auction Co. facilities were sold at public auction here Nov. 7. Successful bidder at \$63,000 was E. B. Craig of Kingston Springs, Tenn.

Craig, originator of "The Grand Ole Opry" program 35 years ago, purchased the yards with son-in-law John Kemp. Kemp will take over management and operation of the yards immediately from former owner Howard Wightman.

Einstein's Letters Sold In Germany

BERLIN — A small collection of Albert Einstein's scientific and private letters has been sold as one of the first autographs at the Art and Book Auction by Gerd Rosen in Berlin, according to Deutsche Korrespondenz. The collection was purchased by a private collector from Switzerland for 11,000 Deutsche marks (\$2,637).

Gillette Livestock Exchange Sold

Deloss Hockett, Gillette, Wyo., has sold the Gillette Livestock Exchange to Alvis G. and James A. Lane, a father-son combination, also of Gillette.

Hockett said the exchange has done between \$4 and \$7 million worth of business a year, handling nearly 60,000 head of cattle and sheep a year.

Hockett has also owned similar services at Belle Fourche and Whitefish, S. Dak., and at Miles City, Mont.

Governor Auctions Gift From Goldfine

A bit of past history turned up when Governor G. Mennen Williams cleaned a closet preparatory to moving out of the Michigan Governor's mansion after twelve years.

Half a dozen years ago Bernard Goldfine — the Boston gift-giver who got Sherman Adams in trouble—gave forty-eight Governors a bolt of vicuna cloth apiece. Williams lost his. It was buried in a closet by somebody who thought it was an old piece of burlap.

Williams auctioned it off to reporters. Got \$5.50.

Established 1948



Class Rooms, Dormitory and Dining Room at Rocky Mountain College. A Co-Educational Institution. Specializing in Market Selling in the Heart of the Livestock Industry. Comfortable table arm chairs.

Western College of Auctioneering

Box 1458, Billings Montana

Our Graduates Are Our Best Advertisement

Classes limited to 30 Men.

Four Terms a Year.

March, June, September, December

Terms in January and May
at Meridian, Miss.

Every Student is an Individual.
Graduates selling in 39 States, and
all Provinces of Canada.



Officers and Board of Directors of the Ohio Auctioneers Association. Front row, left to right: L. Howard Jewell, Mt. Gilead; Ray Austin, Jefferson, Past President; Emerson Marting, Washington C. H., Vice-President; Don Stafford, East Rochester, President; Don E. Fisher, Delaware, Secretary-Treasurer; John Andrews, Beach City; Al Rankin, Alger.

Second row: Gene Slagle, Marion; J. Meredith Darbyshire, Wilmington; James Patterson, Bainbridge; Owen Hall, Celina; Charles Hunter, Hillsboro; Kenneth Bumgarner, Washington C.H.; H. W. Engle, Creola; John C. Watson, Pataskala.

Not present when picture was taken were Neil Robinson, Mansfield; Herb Bambeck, Dover; R. E. Featheringham, Asheville; and Emil J. Konesky, Woodville.

January Expirations Take Toll of Total Membership

The membership of the National Auctioneers Association suffered a substantial drop this month due to the large numbers of members whose expiration date was January 1, 1961. The response to the statements which were sent out has been good, however, and renewal dues continue to arrive.

It is interesting to note that Arkansas, Utah and Vermont have remained the same in membership in spite of the expiration of some members. Delaware, Nebraska, Oklahoma, Pennsylvania and Tennessee have shown increases.

If all of the 307 members who have not yet renewed their memberships send in dues payments, less than 150 new members would be required to meet the goal of 1500 members by July. This, although purely speculative, is encouraging.

Several times a week, non-member auctioneers write in for information about the N.A.A. We feel that many of the members have been discussing the organization with prospective members. Perhaps membership growth will gain in momentum as July approaches.

The membership count by states as of January 15 and the number of members in each state who have not renewed their 1961 dues to date follows:

STATE	Members Jan. 1		
	Dec. 15	Expires	Jan. 15
Alabama	7	1	6
Arizona	2	1	1
Arkansas	6	1	6
California	28	7	21
Colorado	28	25	6
Connecticut	3	1	2
Delaware	1	0	3
Dist. of Columbia	1	0	1
Florida	15	4	11
Georgia	14	3	13
Hawaii	1	1	0
Idaho	12	2	11
Illinois	83	19	71
Indiana	92	25	70
Iowa	41	12	32
Kansas	64	3	62
Kentucky	79	70	10
Louisiana	8	3	5

Maine	5	1	3
Maryland	18	5	13
Massachusetts	25	6	19
Michigan	32	3	30
Minnesota	15	4	12
Mississippi	4	1	3
Missouri	37	8	32
Montana	11	3	10
Nebraska	90	0	91
Nevada	2	0	1
New Hampshire	6	2	4
New Jersey	29	7	22
New Mexico	7	1	6
New York	54	10	46
North Carolina	23	6	17
North Dakota	9	2	8
Ohio	100	21	85
Oklahoma	16	1	18
Oregon	8	3	5
Pennsylvania	70	0	75
Rhode Island	6	2	5
South Carolina	3	2	1
South Dakota	9	6	3
Tennessee	53	0	56
Texas	38	13	27
Utah	2	0	2
Vermont	3	1	3
Virginia	25	5	20
Washington	9	2	6
West Virginia	12	3	10
Wisconsin	76	4	73
Wyoming	12	2	10
Canada	13	5	12
Germany	1	0	1
Australia	1	0	1
Totals	1308	307	1061

Three-Day Auction Brings \$3,759,375

NEW YORK CITY — Three hundred and eighty-three city-owned properties have been sold in a three-day auction. The parcels brought \$3,759,375 compared with upset prices amounting to \$2,046,850. They are assessed for a total of \$2,595,145.

The largest price paid was \$265,000 for a parcel of land 820 by 1,893 feet on Woodrow Road, near Foster Road, in the Woodrow area of Staten Island. The plot was listed at an upset price of \$160,000.

Ten Years Ago "The Auctioneer" Grows Bigger and Better

The February, 1951, "Auctioneer" was published with a new format. The size of the magazine was cut to six by nine inches and there were "more pages, more pictures, more news, and more jokes." The magazine, like everything else in the auctioneering world, was growing bigger and better.

A feature for February was the description of a sale at the Colchester Sales Company, owned by Mr. and Mrs. J. Hughey Martin of Colchester, Illinois. Auctioneers who worked with the Sales Company were Lowell Buck, Avon, Illinois, who specialized in the sale of sheep and hogs, and William Porter, Monmouth, Illinois, who sold horses. J. Hughey Martin specialized in feeder and stocker cattle sales. In addition to livestock, miscellaneous items were sold at the Colchester Sales Company—furniture and fence posts, implements and hamsters.

The Editor, John W. Rhodes, announced that beginning with the February issue "The Auctioneer" would be sent to every Sale Barn in Iowa, Illinois, Minnesota, Missouri, and Nebraska. It was urged that Sale Barn Managers list sale dates once a month in "The Auctioneer" as a method of keeping their dates before other sale barns as a reciprocal means of finding buyers among the managers of Sale Barns.

Pop Hess in his column remembered conducting a Coon Dog Sale many years before where dogs sold from \$2.00 to \$400.00. In comparing the auction profession of years ago and now, Pop Hess said, "Auctioneering is a great business, it is just as bright or brighter than it was fifty years ago. To become a good auctioneer, you must map your program as in every other profession and follow it. You can specialize, just as you can in any other profession, and can become just as successful as you can in any other profession."

At the third annual meeting of the Iowa Society of Auctioneers in Ames, Iowa, 45 Auctioneers were present. Officers re-elected were President Hugh McGuire, Holstein; Vice-President, Leon Joy, Ames; and Secre-

tary-Treasurer, Howard B. Johnson, Story City. New directors elected were Joe Herard, Cascade; Gerald Laughery, Guthrie Center; and Jack Tullis, Leon.

Kirklin, Indiana was the site of the annual meeting of the Indiana Auctioneers Association. R. C. Foland, Noblesville, was elected President; Sam Herdan, Indianapolis, Vice-President; John Cecil, Finly, Secretary; and Ralph Rinehart, Flora, Treasurer. Directors elected were Earl Ellis, Washington; Roy Hiatt, Portland; and Henry Aufer, South Whitley. Several new members were taken into the Association.

The Booster Page began its listing in February, 1951. Col. W. C. Heise of Oconto, Wisconsin and Col. Wendell Ritchie, Marathon, Iowa, were the original Boosters for "The Auctioneer."

Col. Herbert Van Pelt, Readington, New Jersey, had 19 furniture, real estate, farm and machinery, antique, livestock and household goods sales from September 13 to January 13. Walter Carlson, Trimont, Minnesota, was busy with farm sales in his home state and the Samuel L. Winternitz Company of Chicago sold two lumber yards of the Northwestern Lumber Company in Chicago.

A sampling from the joke page entitled "The Final Bid" follows: When the Scotsman decided to return to his native land after an absence of 40 years, he arranged to be met at the boat by his two brothers. But when he met them he could scarcely recognize them as they had both grown long beards.

When the greetings were over, Jock asked his brothers why they had grown beards.

"Why," replied one of them, "don't you remember? You took the razor with you."

A clipping from "The International Auctioneer" of December, 1919, serves as an epilogue to "The Auctioneer" in 1951 and again in 1961.

The profession of the Auctioneer is one of the most interesting in which men are engaged. He faces a new crowd every day and learns a new lesson.

The attorney simply has to fight the

opposing counsel, and it is generally a make-believe fight. The physician combats disease and is aided by the patient and all concerned. The minister faces an audience of friends who believe as he does, and pay him to teach the doctrine that pleases and satisfies them. Each member of these professions is backed up by a course of training in some institution before they are allowed to practice and have libraries of thousands of books to refer to as occasion demands.

The Auctioneer, single handed and alone, with only a few weeks' instruction at best, in some little Auction school, without any of the real advantages that men of other professions have, has to go out and fight a crowd of people who have assembled for the express purpose of getting the best of him; in other words, of obtaining property he is selling for less than its value, while he is striving to obtain what it is worth, thus protecting the owner who employed him. He is simply doing his duty and in order to succeed must have tact, skill, judgment and experience. He must be a student of human nature, able to read the thought of those who confront him by the expression on their faces, must be a quick thinker, and act quickly if he makes a success of the sale. No member of any other profession is ever placed in such a difficult position.

In the fact of all this many people turn up their noses when the claim is made that Auctioneering is a profession. Some day Auctioneers will be proud of the fact that they are Auctioneers, that they have graduated from a real Auctioneer college, but that day will not come until they get together, put away the petty jealousies that mar and dwarf and tell the story of man's weaknesses, join hands, all work together to build up the profession as a profession, then and not until then can they claim to belong to one of the learned professions.

Snuff, Cut Plug And Playing Cards Sold

MONTGOMERY, Ala. — The Alabama Revenue Department said it will auction off to the highest bidder the following

items, confiscated for lack of state tax stamps:

167 decks of playing cards, 62 packs of cigarettes, 33 plugs of chewing tobacco and 50 cans of snuff.

\$22,000 for Pontiac Is a Big Bargain

BUENOS AIRES — A Pontiac Catalina model drew top price at the first session of an auction sale of 48 new cars imported from the United States and Europe.

A buyer who identified himself as "Ernesto" paid the equivalent of about 1.85 million pesos (about \$22,000) for the car.

The cars were allowed into Argentina, despite import restrictions, for an international automobile show that attracted more than a million visitors in two weeks.

A government committee is auctioning the cars to get back part of the expenses for the show marking the 150th anniversary of this country's independence from Spain.

Other prices in the sale:

For a British made jeep-type Land Rover car—550,000 pesos (about \$6,600).

For a Chevrolet Impala—1.4 million pesos (about \$16,860).

For a Ford Fairlane—1.6 million pesos (about \$19,200).

For a German-made Borgward Isabella—760,000 pesos (about \$9,150).

For a German-made NSU sport car—465,000 pesos (\$5,600).

For an Italian-built Fiat 1100—600,000 pesos (about \$7,200).

A meat packing company paid nearly \$50,000 for a 1961 Cadillac.

At that, most buyers were getting bargains. Steep protective tariffs have pushed the cost of low-priced American cars up to around the \$25,000 mark.

Shakespeare Death Mask Brings \$11,500

Shakespeare's reputed death mask, bearing the date 1616, has been acquired by the Hesse State Library in Damstadt, Germany. The German Tourist Office has reported that the likeness, whose authenticity has been disputed for more than 100 years, was acquired for about \$11,500 at a recent Heidelberg auction.

NLDA Appoints New Executive Secretary

KANSAS CITY, MO. . . Appointment of Gary Snyder, Mission, Kansas, as executive secretary of the National Livestock Dealers Association has been announced here by C. F. Augustine, Lamar, Colo., NLDA president.

The Kansan, formerly engaged in market research with Safeway Stores, Kansas City, assumed his new duties Jan. 3. National headquarters offices of the National Livestock Dealers Association, are located in the VFW Building, Broadway at 34th.

"I appreciate this challenging opportunity for service to the livestock industry," Snyder said, "and will do my best in fulfilling the responsibilities and in working faithfully in the interests of the Association."

National Livestock Dealers Association is the industry trade organization of the nation's more than 25,000 firms and individuals engaged in livestock purchase and sale transactions. All dealer operations now are subject to regulations of the federal Packers and Stockyards Act, as amended in 1958.

Snyder, who has a farm and ranch background and is a native of Johnson County, Kansas, resides at Mission, a suburb of Kansas City. He attended Missouri Valley College, Marshall, Mo., the University of Missouri at Columbia, and received a B.S. degree in agriculture from Lincoln University, Jefferson City, in 1958. Snyder served in the U. S. Army for two years and was associated with Lincoln University's swine production farm prior to joining the Safeway organization.

He is married to the former Miss Judy Rolfes of Jefferson City. The couple has a one-year-old daughter, Leslie Lee Ann.

National Livestock Dealers Association, was first formed at Kansas City on Aug. 30, 1959 and the first annual convention of the industry trade organization was held at Lexington, Ky., last June. The 1961 business meeting has been scheduled at Dallas, Tex., on June 21-24 during the National Livestock Marketing Congress.

Other officers of the dealers' association

in addition to President Augustine are M. L. Angevine, Geneseo, Ill., first vice president; Glenn D. Britton, Ogden, Utah, second vice president; J. C. Petersen, Spencer, Iowa, third vice president; and George Bruington, Monmouth, Ill., secretary-treasurer.

Directors of the National Livestock Dealers Association, include C. W. Monier, Montgomery, Ill., North-East area; William D. Reamy, Fredericksburg, Va., South-East area; Wayne K. Bower, Caldwell, Idaho, North-West area; Cecil Sellers, Hamlin, Tex., South-West area; and Kenneth Anderson, Emporia, Kans., Central area.

Principal accomplishments of the NLDA include adoption of the industry's first national code of business standards for livestock dealers in purchase and sale transactions and establishment of continuing trade practice conference procedure with the U. S. Department of Agriculture for mutual interpretation and understanding of the Packers and Stockyards Act.

Individuals and dealer concerns subscribing to the NLDA's self-government code display the Association's "Seal of National Integrity."

Used City Vehicles Bring \$20,545

Saginaw, Michigan — The City of Saginaw took in \$20,545 at an auction sale of 59 used vehicles.

Motor Equipment Director Bernard W. Tunney said units were sold to purchasers from "all over the state and even Ohio." The lowest sale price was \$75 on a motorcycle, the highest \$700 on a jeep, Tunney said. Car prices ranged from \$270 to \$540.

Sold at the annual equipment auction were 22 cars, 14 two-ton trucks, 16 pickup trucks, one panel truck, three Jeeps with snow plows, and three three-wheeled motorcycles.

Directory of State Auctioneers Associations

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President: J. Lee Sears,
1000 Hoover, Ft. Lupton
Secretary: H. W. Hauschildt,
2575 S. Broadway, Denver 10

Illinois State Auctioneers Association

President: Fred Quick,
172 Woodlawn St., Aurora
Secretary: Theodore W. Lay, Girard

Indiana Auctioneers Association

President: Ernest Niemeyer,
205 Wells St., Crown Point
Secretary: George W. Skinner,
6171 N. Meridian St., Indianapolis

Idaho Auctioneers Association

President: Harvey Iverson, Gooding
Secretary: Paul L. Owens,
2900 Main St., Boise

Iowa State Auctioneers Association

President: Jay Arnold, Mallard
Secretary: Lennis W. Bloomquist,
RFD 2, Pocahontas

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311 E. Maple, Hill City
Secretary: Richard M. Brewer, Mt. Hope

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Secretary: Martha Kurtz, Sturgis

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President: Charles Kinsey,
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Secretary: Frank A. Sloan, 1711 Olson
Highway, Minneapolis 5

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Ellisville
Secretary: Don Albertson,
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Secretary: Donald D. Zicht,
506 Roland St., Norfolk

New Hampshire Auctioneers Association

President: Ray Houle, Intervale
Secretary: George E. Michael,
78 Wakefield St., Rochester

New Jersey State Society of Auctioneers

President: William P. Parr,
27 Hillside Terrace, Newton
Secretary: Ralph S. Day,
183 Broad Ave., Leonia

New York State Auctioneers Association

President: Tim Anspach,
1906 Central Ave., Albany
Secretary: Donald W. Maloney,
518 University Bldg., Syracuse 2

Auctioneers Association of N. Carolina

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

North Dakota Auctioneers Association

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1206 N. First St., Bismarck
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Ohio Association of Auctioneers

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3915 Silverton Rd., Salem

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President: Woodrow P. Roth,
539 Seem St., Emmaus
Secretary: Kenyon B. Brown,
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South Carolina Auctioneers Association

President: C. E. Cunningham
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Secretary: J. O. Lawlis,
827 LeGreen St., Houston

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706 Harriet St., Darlington
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President: O. J. Mader, Buffalo
Secretary: Don Hoffman, Buffalo

THE LIGHTER SIDE . . .

YOU CAN'T JUDGE

Two policemen met in a quiet part of town.

"Say, Mike, this wouldn't be your new, beat, would it?" asked Pat in a choked voice.

"Aye, that it would", Mike answered grimly. "Ever since I arrested the judge on his way to a dance".

"You arrested the Judge?"

"Sure, and how was I to know that that convict suit was only a fancy dress costume?" Mike protested.

"And now you're pounding a beat in the sticks. Ah, there's a moral there somewhere, Mike my boy".

"That there is", Mike agreed.

"'Tis the last time I'll ever book a judge by his cover".

DEDUCTABLE

"Ah, Watson", observed the perceptive Sherlock, "I see you've had your ears removed".

"Marvelous Holmes, how could you deduce that?"

"Elementary, I knew you were too cheap to get a hair cut".

A WEIGHTY QUESTION

The middle-aged man was standing on the bathroom scales, under protest, while his wife squinted at the weight indicator.

"Good Heavens, John", she exclaimed. "You have gained 57 pounds since we were married. You should be ashamed!"

"Oh, I don't know", shrugged the quick-witted man. "Seems to me I've done remarkably well; when you average it out, it's only three pounds a year on your good cooking!"

BOYS!

Two little boys, complete with ice cream cones, were having the time of their lives riding up and down in the crowded elevator of a department store. Suddenly one boy noticed his cone was dripping and wiped it against the back of a woman's mink coat.

"Watch yourself, Danny," cautioned the other lad in a loud whisper. "You're getting fur all over your ice cream."

LESSON NO. 1

Harvard's famed professor Charles T. Copeland was once asked by a student:

"Is there anything I can do to learn the art of conversation?"

"Yes, there is one thing," said Copeland. "If you will listen, I will tell you."

For several moments, there was silence. Then the student said: "I'm listening, professor."

"You see!" said Copeland. "You are leaning already."

TOO RISKY

It was a snowy, blustery night and the elderly boarder sat comfortably by the fire-side with the landlady. The coziness and warmth did its insidious work and suddenly he turned to the landlady and murmured, "Will you marry me?"

The landlady thought carefully before she answered. "Let's see, you've been here four years, never grumbled about the food or anything, and always paid promptly without question. I'm sorry, but you're too good a boarder to put on the free list."

WHERE ELSE

Uncle Ben was visiting little Betty who had been ill.

"Well, my dear," he said, "and how did you find yourself this morning?"

Betty opened her big, innocent blue eyes:

"Oh Uncle, I just opened my eyes—and there I was!"

MULE TRADING

"What's coming off out in front there?" asked the proprietor of the general store.

"A couple o' fellers from Blue Ridge swapped mules," replied the clerk, "and now each is accusing the other of skinning him."

"Well, then, why don't they trade back?"

"I reckon they are both afraid of getting skinned again."

CAUTION

"Don't throw banana peels on the edge of the Grand Canyon," said a ranger to a careless tourist. "Do you want somebody to slip and fall three miles?"

IN UNITY THERE IS STRENGTH

LAWN CARE

This was overheard the other day:

"Wanna rid your lawn of crabgrass?"

"Sure."

"Just sprinkle some ammonia on the lawn."

"Ammonia won't kill crabgrass."

"Of course not, but it gets the worms so angry they tear it to shreds."

NAUTICAL KNOWLEDGE

"Johnnie, was George Washington a soldier or a sailor?"

"He musta been a soldier."

"What makes you think that?"

"Well, I saw a picture of him crossing the Delaware River and anyone who would stand up in a rowboat sure ain't no sailor."

MODERN TOY

The young mother examined the complicated toy doubtfully. Turning to the salesman she said:

"It seems to me this is rather complicated for a young child."

"Madam," the clerk said, "this is an educational toy designed to adjust a child to life in the world of today. Any way he puts it together it's wrong."

GREEN CAR

A jaunty salesman parked his foreign sports car in front of a village store and went in. When he came out, a farmer was looking the car over.

"Well, what do you think of it?" asked the salesman.

The farmer replied: "Picked that one 'fore it was ripe, didn't ya?"

JUST DON'T BOTHER

A mother told her young son to go to bed and be sure to say his prayers and ask God to make him a good boy. The boy's father passed the door just in time and to hear him say, "And God make me a good boy if you can; and if you can't, don't worry about it 'cause I'm having fun the way I am."

NO TAKERS

Checking a no-parking zone, a policeman found a car occupied by two elderly women and asked them sternly: "Do you ladies want a ticket?" After a whispered consultation, one answered politely: "No, thank you, we never win a thing."

EXPERIENCE COUNTS

After hiring the young man, the employer gave him a broom. "Your first job," he said, "will be to sweep out the office."

"But," the youth protested, "I'm a college graduate."

"Very well," said the boss. "Hand me the broom, and I'll show you how."

SIMPLE DEDUCTION

The bachelor roomer called on his girl friend every night. Finally his landlady asked him why he didn't marry her. He evidently had given the matter a lot of thought, because he replied instantly: "Why, if I married her, where would I go every night? I'd be stuck at home!"

PARENTAL PRODUCTION

Friend—"And what is your son going to be when he's passed his final exam?"

Father—"An old man."

RIGHT DECISION

Fussy Lady Patient—"I was suffering so much, doctor, that I wanted to die."

Doctor—"You did right to call me in, dear lady."

HOSPITALITY

The owner of the house answered the bell to find a friend, whom he hadn't seen for some time, at the door along with a large, shaggy, and rather muddy dog. Inviting them in they sat in the living room and talked about old times. The dog, after sniffing around, finally hopped on the couch and settled down for a nap, much to the host's dismay.

Finally the guest rose to leave. "Aren't you forgetting your dog?" asked the host.

"That's not my dog," said the guest. "I thought he was yours."

JOKE'S ON HER

When the very, very fat lady walked into the room, four fellows, over the punch bowl started laughing and pointing.

"There they go," she muttered angrily, "having fun at my expense again."

THE VERY IDEA

"Do you have fits of giddiness?" the doctor asked a middle-aged stern-looking woman.

"No, I don't," came the snappy retort. "I'm a respectable married woman."



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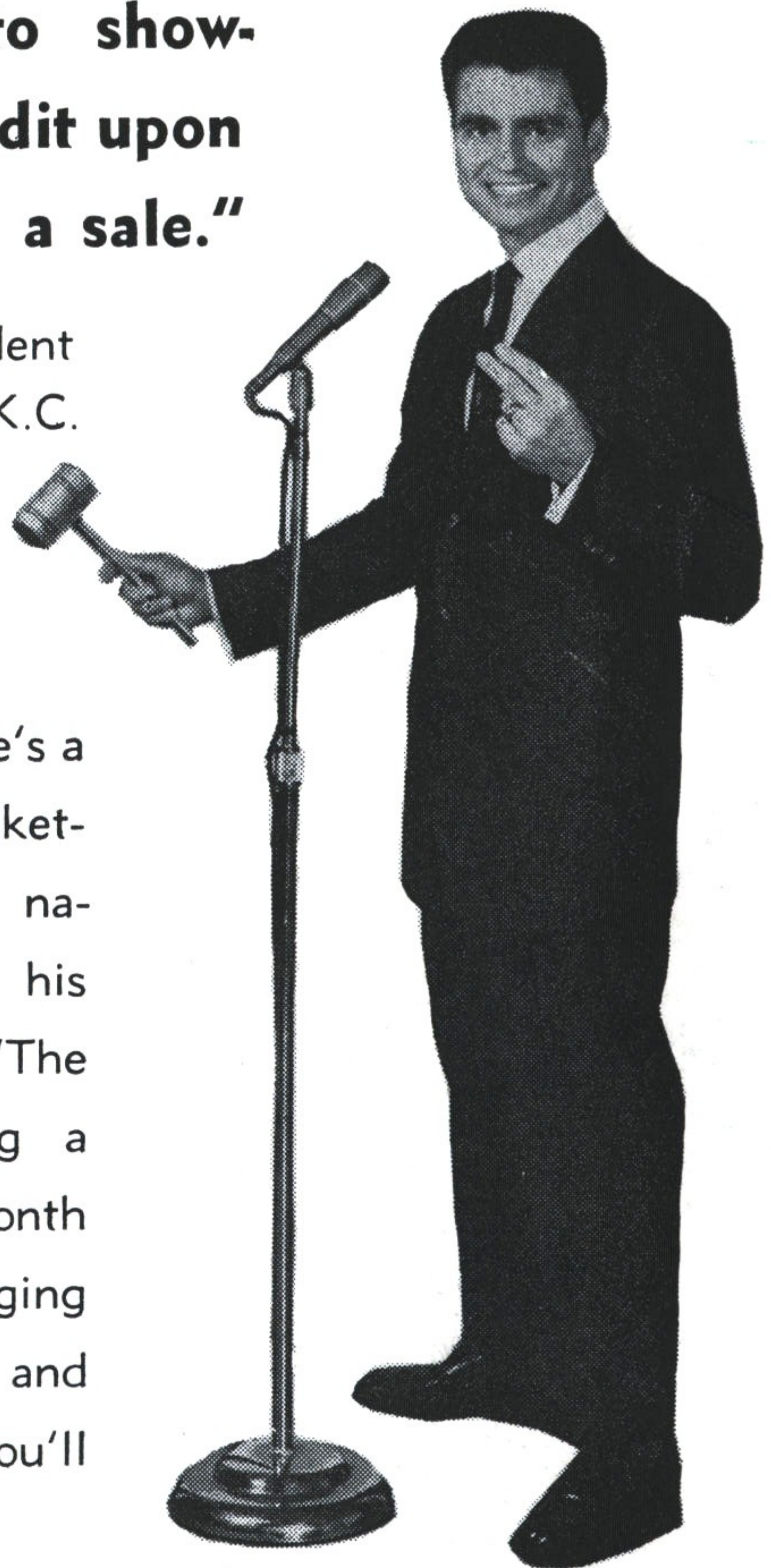
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