


the AUCTIONEER



VOL. XIV
DECEMBER

No. 12
1963



**PLAN
NOW
TO ATTEND**

**NATIONAL AUCTIONEERS
CONVENTION**

JULY 16 - 17 - 18, 1964

**HOTEL FT. DES MOINES
DES MOINES, IOWA**

THE AUCTIONEER
is the
OFFICIAL PUBLICATION
of
NATIONAL
AUCTIONEERS ASSOCIATION

803 S. Columbia St.
Frankfort Indiana

EDITOR

Bernard Hart, Frankfort, Indiana

Contributing Editors

Col. "Pop" Hess, Worthington, Ohio;
Walter Carlson, Triumph, Minn., and
every member of the National Auc-
tioneers Association.

THE AUCTIONEER is a non-profit
publication and every member of the
NAA also owns a share of THE AUC-
TIONEER. It is published as a means
of exchanging ideas that will serve to
promote the auctioneer and the auction
method of selling.

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

**CLOSING DATES FOR ADVERTISING
COPY and ALL ARTICLES FOR PUB-
LICATION 15TH OF THE MONTH
PRECEDING ISSUE OF THE 1ST.**

Subscription \$6.00 per year.
Single copies 50 cents.

DISPLAY ADVERTISING RATES

Full Page	\$45.00
One-half Page	22.50
Quarter Page	11.25
Column Inch	3.00

Copyright 1963

National Auctioneers Association

All Rights Reserved

Published the 1st of each month
except August.



**National Auctioneers
Association**

President

Walter S. Britten, College Station, Tex.

First Vice-President

John A. Overton, Albuquerque, N.M.

Second Vice-President

John L. Cummins, Cynthiana, Ky.

Secretary

Bernard Hart, Frankfort, Ind.

Treasurer

Henry Rasmussen, St. Paul, Nebr.

DIRECTORS

(Terms expiring 1966)

J. M. Darbyshire, Wilmington, Ohio
C. E. Cunningham, Greenwood, S.C.
Riley T. Jefferson, Lincoln, Dela.
Louis L. Stambler, Honolulu, Hawaii
Herbert Van Pelt, Whitehouse Station, N.J.

(Terms expiring 1965)

Charles Corkle, Norfolk, Nebr.
Ralph W. Horst, Marion, Pa.
Bob Penfield, Bowman, N.D.
Romaine Sherman, Goshen, Ind.
B. L. Wooley, Little Rock, Ark.

(Terms expiring 1964)

Carman Y. Potter, Jacksonville, Ill.
Ray Gevelinger, Dodgeville, Wis.
Irwin E. Murray, Ballston Lake, N.Y.
Fred S. Ramsay, Madison, Tenn.
Ray Sims, Leawood, Kas.

EXECUTIVE OFFICES

803 S. Columbia St. Frankfort
Indiana

How Speech Relates To The Field Of Auctioneering

By Richard W. Dilgard

What is speech? Webster defines it as — 1. The faculty of uttering articulate sounds or words to express thoughts; the power of speaking. 2. Act or manner of speaking; communication or expression of thoughts in spoken words. 3. That which is spoken; uttered words expressive of thought; -also, talk; conversation. 4. A formal public discourse; oration; address. 5. A particular language; a tongue, a dialect. 6. Archaic. Common saying; report. This is probably the best definition anyone could develop.

Without speech one would not be able to express himself and his thoughts. He would not be able, in some instances, to show his feelings of sadness or joy. In other words speech plays a very vital part in one's everyday life. Without speech, one would be completely bewildered.

Even though speech is very vital in one's life, there is a right way and a wrong way to speak, while expressing one's self, depending on what the situation may be. And speaking while engaged in a certain manner is very important. This is where the important quote by Emerson fits in. "Next to the originator of a good sentence is the good quoter of it." One must express himself clearly so that the persons listening will understand what is being said. This is a very important factor in the big wide world of business, especially salesmanship. "Salesmanship is the dominating force behind every business transaction." Thus being, proper speech is very important in the field of auctioneering; for auctioneering is a form of salesmanship.

Correct speech is the most important aspect in auctioneering. For example, a good auctioneer must know how to call his bids at an auction sale, along with being able to get up on the auction

block (stand or type of form where auctioneers sell from), and feeling very relaxed and poised. After he is on the block and ready to go, he must be able to talk to his crowd of bidders in a fashion so that they will have confidence in him with a feeling that he knows what he is doing. When talking to individual clients about an article or piece to be sold, he must express himself clearly also. While making an engagement for a sale, he must imply himself plainly. These are just the main points an auctioneer must consider, and use proper speech, if he wishes to be a success in becoming an auctioneer.

As mentioned about engaging a sale, an auctioneer must contact people personally in order that he might have a sale for them. If he wants them to think anything of him and his business purposes, he will talk to them in a pleasing way. He will usually use a persuasive approach so that he might convince his client that he can give them the best sale. Therefore an auctioneer must know how to speak in a persuasive way!

When the day of the sale finally arrives, the auctioneer must be careful as to what he eats prior to the sale. He must eat very lightly and the food should not be greasy. If an auctioneer attempts to cry (term for calling bids) a sale on a full stomach he may as well forget about having a successful sale, without a replacement, because he'll probably get a stomach ache and then he won't be able to cry so everyone will be able to hear and understand him call bids. The sale will just be a complete flop and his auctioneering ability, without a doubt, will not be recommended!! It's just like giving a lengthy speech; if you want it to be a successful one, you will not give it on a full stomach.

IN UNITY THERE IS STRENGTH

Assuming that the auctioneer is ready to go, correct speech when opening a sale is very important. He will open the sale by explaining why the sale is being held and the terms of the sale. Making himself plain and well understood at this point is a very important part, especially when selling real estate, because he will tell what property is to be sold, how it is being sold, down payment, etc., etc. And when one is dealing with something where the money situation is very high, you must make yourself plain enough to be heard by others so they will understand what is going on and then there will be little confusion, or if possible, none at all.

The salesman sells to only one person at a time — the auctioneer may sell to one hundred (100) or more persons at a time. An auctioneer sells by the method of calling bids (the manner or fashion by which an auctioneer persuades a buyer to buy a given article.) This is something that one must have an act or art at doing, because calling bids isn't just standing up in front of a crowd of auction bidders and rattling off. Calling bids takes a lot of coordination with the tongue, breathing, and eye contact.

While calling bids, an auctioneer may have to cry for a long number of hours. So to please the crowd, the auctioneer may change the pitch of his voice and the rhythm of his bid calling. When doing this, he isn't just pleasing the crowd for entertainment, but to take out the monotony of listening to the same thing over and over. This change can work two ways. It helps the auctioneer so that he himself can break the monotony also, and it helps him from getting a sore throat. Due to the fact that an auctioneer calls bids from his stomach and not from his throat, this change also helps to relax the stomach muscles.

As previously mentioned about the auctioneer selling to a hundred (100) people or more, it is a must that the auctioneer make his bids be heard throughout the crowd. To do this, he definitely must call the bids from the bottom of his stomach or diaphragm. If he should call bids strictly from the standpoint that he was talking from his

throat instead of his stomach, he wouldn't last too long on the auction block. He would get tired of crying, his throat would get rather sore, and further more he may as well just look in a mirror and call bids to himself, for no one would be able to hear him clearly anyway!

From the information just mentioned about the contrast between speech and auctioneering, one can see that proper speech plays a very important part in the role of being a successful auctioneer. To be a little more specific, proper and correct speech is the drive wheel in the field of auctioneering.

EDITOR'S NOTE: This essay was written by a Freshman at Bowling Green (Ohio) State University. Father of the author is Col. Newt Dilgard, an NAA member from Ashland, Ohio.



Col. Phil Goldstein, newly elected President of the Massachusetts Auctioneers Association. Col. Goldstein, who lives at 132 Russett Road, West Roxbury, a Boston suburb, is well known throughout the New England area. He is also a member of the National Auctioneers Association and a "regular" at National Conventions.

Our Profession --- Are We As Good To It As It Has Been To Us?

By John A. Overton, Albuquerque, N. M.

We often feel — we had to come up the hard way, why should not every auctioneer starting out do the same? It is a short-sighted view not to help them in every way as long as they are a credit to the profession.

The more good auctions there are the more opportunities for other auctions to present themselves. It is the most amazing thing on earth, to find out why you booked an auction sometimes, when as far as you know it was just a happenstance.

We had an auction the other day that another auctioneer should have had, but ten years ago he had failed to pay off on merchandise sent in to him to be sold. The man said he would never let another auctioneer handle his money. However he needed to move some old buildings from a piece of property on which they were placing a new building. One of his men had been present six or seven years ago when I spoke at a Twenty Thirty Club luncheon. He said he had run a credit check and contacted several of his church members for whom we had sold.

The final result was that we had the auction — he received a check for \$2,892.00 from us, and his old buildings were removed by the buyers, saving him \$2,300.00 which was what he was to have paid to the wreckers to remove them — All together he is \$5,000.00 plus better off — We had an auction that netted us \$350.00 for one and one half hours work. More important we have another sale as a result of that one from another firm and another for this firm for whom we had the auction.

We owe it to our profession to be as ethical as any physician, attorney, or

certified public accountant. If we are and if we live up to the N.A.A. code of ethics to the letter, we will not only be a respected member of the community but much more successful than the chisellers, and much more of an asset to the profession.

Since the start of the N.A.A. the profession has come a long, long way. It still has a long way to go but we can speed it on the way by getting every auctioneer who conducts his auctions and personal life in a manner conducive to the furthering of our profession into the N.A.A.

We could have so many benefits state-wise and nation-wise if every member would just get one more good auctioneer into the N.A.A. Why don't we all get just one more good member and see if we can't have 1000 at Des Moines, Iowa, for the next convention.

You can not visit with 400 or 500 auctioneers, listen to the speakers, attend the panels without learning something and the older you get the more you need to know.

One cannot stand still, he either grows or begins to slip backwards. The best way I know to learn and grow is to attend every convention, use all the combined knowledge of 400 to 500 auctioneers. It's so much less expensive to learn by some one elses experiences than by your own mistakes.

Auctioneers have always been individualists, but with the great increase in the auction method of selling with the good, well educated personable young men coming into the profession it behooves us all to do everything we can to promote the profession as a whole, and it will in turn support the individual more profitably.

Famed Plantation Sells For \$705,000

Bray's Island Plantation Yemassee, S.C., formerly the home of one of the nation's outstanding herds of Angus cattle, sold at auction September 18, for \$705,000. Summers Pingree, Jr., owner of a neighboring plantation, was the buyer.

The 5,000 acre plantation was purchased in 1937 by the late F. B. Davis, former chairman of the board of U.S. Rubber. It is reported he spent 3.5 million to make the place as near perfect as possible. Docking facilities, duck pond and salt water fishing was all a part of Bray's Island. Shrubbery surrounding the beautiful 20 room Georgian Plantation Home was appraised at \$25,000.

Other improvements included a six car garage, guest cottage, dog kennel, two servants quarters, etc.

The auction was made by order of the court with the judge insisting that it be offered first as a unit and later by tracts. The auctioneers would have preferred to have offered it first by tracts and then as a whole. When offered in tracts it brought a total of \$715,000 but the attorneys felt it would cost more than the difference in price to deliver deeds to 16 different purchasers for the 60 tracts so the first offer of \$705,000 for the entire plantation was accepted.

Bray's Island Plantation had been listed with Realtors in Charleston, S. C. and Savannah, Ga., for nearly a year for \$500,000. It was advertised by them in Wall Street Journal and a number of other publications last summer. Another example of the superiority of the Auction method of selling.

Auctioneers were C. E. Cunningham, Greenwood, S. C. and Stan Haworth, Warrenton, Va. Both are members of the National Auctioneers Association and Col. Cunningham is a member of the NAA Board of Directors.

The man who used to wear both belt and suspenders now has a daughter who wears nothing else and calls them her swim suit.



Col. Curtis E. Cunningham, with loud speaker in the rear of his pickup, opens sale of famed Bray's Island Plantation. Bidding started at \$300,000 and the first three raises were \$100,000 each.

Auctioneer's Gavel Sounds End Of Era

By ANNE FENDRICH

CODY, Wyo. — Thud of an auctioneer's gavel has sounded end of an era in Sunlight Basin, where a dude spread operated 41 years hosted the titled and wealthy the prominent in politics, business and arts and lots of just plain people wanting a taste of real ranch life.

"Going, going, gone" echoed over buildings and through trees of Sunlight Dude Ranch, 18 miles north of Cody. More than 1,000 from a 250-mile radius in Montana and Wyoming looked at items to be sold, listened to Auctioneer Bob Musser's chant and put in their bids.

Many things sold dated back to earliest days of the ranch's history. Don Snyder, son of Simon Snyder who purchased the ranch in 1922, told of a colored, leaded glass lamp shade his wife found in the attic. "I was so sure it wasn't saleable that I told her that anything bid on it over \$10 I'd give to her. It sold for \$27."

There were also 51 Navajo rugs, most of them hand-picked by Mr. and Mrs. Simon Snyder in the first years of the ranch. "You can tell the old rugs by the little break in the border the Indians put in to let the bad spirits out," explained 78-year-old Simon who has lived on the ranch 41 years.

One item was the piano the Snyders had freighted in from a former homestead on the Southfork to Cody and then to Sunlight Ranch. Mrs. Simon Snyder had purchased the piano for her daughter, now Mrs. W. E. Carpenter of Cody. Even after the journey over mountainous unpaved roads, the piano was declared in fine condition, hardly out of tune.

Other items on the auction block included equipment for horse-drawn vehicles. There was a roughlock iron, once used on a freight wagon for steep grades as a brake and stablizer.

A ranch bell, once owned by the J. R.

Painters, who first homesteaded there in 1896, went for \$70.

There were traps, trophy heads, linens and stock. Musser, graduate and instructor of Western College of Auctioneering, and his assistant, Ray Burgess of Casper, Wyoming, worked 14 hours. Still there were items hauled to Cody for auctioning later.

More than 600 attended the sale at peak periods. Nearly 1,500 cups of coffee were served.

Sunlight Dude Ranch was run like an "oldtime" dude ranch. Guests were repeaters or had been referred by former guests. When possible changes were considered "the regulars" would rebel. Years ago Simon Snyder told a guest he might tear out some of the old bunkhouses and barns. He was told indignantly, "If you do, I'll never come back again." The buildings still stand.

Simon and Don, who was then 9, first saw Sunlight Basin on a pack trip with Philadelphia dudes. Simon then said if he ever sold out his place on the Southfork he would settle there.

Two years later he bought the Painter place. He added to his holdings through the years until 1,400 acres were included in his ranch.

Simon had originally come to the Cody country with his parents and five brothers in 1898 when he was 13. It took them seven days to travel from Billings to Cody.

When 16, he was a horse wrangler for for W. F. "Buffalo Bill" Cody at the TE and Carter ranches. One of the favorite pastimes of the fellows in the bunkhouse was mimicking the manner in which Cody introduced his Roughriders.

Simon also recalls the time that a Dr. Powell of the Black Hills and Col. Cody were discussing where they wanted their graves. "One said he wanted

to be buried on Cedar Mountain and the other on Rattlesnake. So they could signal across to each other."

Cody's wife and Simon's mother were good friends and he remembers his mother's disapproval of some of "Buffalo Bill's" escapades.

Snyder married his wife, Ora, in 1908. She taught school in Marquette, a small settlement now buried under waters of Buffalo Bill Reservoir.

He and his bride homesteaded on the Southfork across from Valley Ranch and lived in a cabin with a sod roof and dirt floor. Simon was just a little nonplussed by his wife's sentimental tears upon leaving their cabin for the new home he'd built nearby.

It was in April, 1923, that the Snyders and their children: Don, 12; Catherine, 10, and Jack, 5, traveled into Sunlight to prepare for their first dude season at the guest ranch. Don and Catherine remember the trip clearly. Three kinds of transportation were used: Automobile, buckboard and horseback.

A late spring blizzard caught them on the road. Simon had arranged for a man to meet them on Dead Indian Hill. But he had gone back to the ranch, deciding the storm turned the Snyders back.

Simon had to urge his exhausted family on in 20-below zero weather through snow reaching their stirrups. They finally got to the Sanzenbacher Ranch 7 miles from their goal at two o'clock in the morning. Here they received food and shelter. Next day they pushed on to their new home. It had taken them "three days and one long, cold night from Cody."

Decision to sell Sunlight Dude Ranch had been a hard one. But Wyoming Fish and Game Commission had made a good offer. Don Snyder puts it this way "I've always felt it was better to quit when you were on top. I told everyone that this was going to be the best year we ever had. It was."

The ranch had hosted many prominent people and their families through

the years. When notices were sent to all former guests that 1963 would be the last season, many wrote back regretfully. One said never again would he have reason to return to Wyoming. On the night of the auction, Mrs. Nicholas Longworth, daughter of Teddy Roosevelt and the "Alice" of "Alice Blue Gown," called the Snyders to say how sorry she was there would be no more Sunlight Dude Ranch for her to visit.

So the auction was more than just an auction. Each time Musser's hammer fell, some piece of western Americana, some item rich in memory to a pioneer family and to thousands of guests passed on to new hands.

As the Auctioneer says, there's "action at the auction." In this case, there was a good bit of nostalgia and a tear or two to salt the proceedings

NOTE: The foregoing story was reprinted from THE BILLINGS (Mont.) GAZETTE. Bob Musser and Ray Burgess are members of the NAA.

Shopen Addresses Missouri Meeting

By ROGER A. HOLLRAH, Sec.-Treas.

The Missouri Auctioneers Association held their Annual Convention in Jefferson City, October 27, at the Missouri Hotel. In the absence of the President, Col. Russ Feedback, Col. Ralph Stark was appointed temporary chairman for the convention.

Five new members were added the day of the convention.

Col. Ken Barnicle reported on the National Convention held this past summer in Cincinnati, and urged more members to attend next year. Entertainment was furnished by Mr. Ruwe and his marionettes.

Principal speaker of the afternoon was Col. Cecil Shopen of the Shopen Realty and Auction Co., Kansas City, Mo. His topic was, "Better Ethics—Better Auctions."

Membership Increase Of 88 Over Last Month's Report

Total membership in the National Auctioneers Association stood at 1836 on November 15, an increase of 88 from last month and a tally of 155 more than the same date a year ago.

Ohio increased its lead in members, moving upward to 155, followed by Illinois with 132, Pennsylvania with 125 and Indiana with 114. Nebraska returned to the "100" club with 101 and Kentucky made the "club" for the first time. Wisconsin is next in line followed in order by Kansas, Iowa, and Tennessee. The latter two states posted the best gains as compared with last month.

Following is a comparative table of members by states. Where does your state rank?

STATE	Members Nov. 15, 1962	Members Oct. 15, 1963	Members Nov. 15, 1963
Alabama ..	7	8	8
Alaska ...	0	1	1
Arizona ..	6	8	8
Arkansas ..	15	20	20
California .	47	42	44
Colorado ..	31	36	36
Connecticut	4	4	4
Delaware	3	3	3
Dist. of Col.	1	1	1
Florida ...	17	22	25
Georgia ...	17	19	21
Hawaii	3	2	2
Idaho	10	7	7
Illinois	135	128	132
Indiana	111	111	114
Iowa	61	67	77
Kansas	65	75	79
Kentucky ...	72	98	100
Louisiana ..	7	10	10
Maine	3	4	4
Maryland	17	20	20
Massachusetts	22	23	26
Michigan ..	51	49	50
Minnesota .	18	22	21
Mississippi .	1	3	4
Missouri	43	52	57
Montana ..	29	21	23
Nebraska	112	93	101

Nevada	3	1	1
N. Hampshire	5	4	4
New Jersey	35	30	32
New Mexico	10	18	17
New York	54	57	61
N. Carolina	23	25	27
N. Dakota ..	20	18	18
Ohio	127	150	155
Oklahoma	26	21	23
Oregon	12	16	16
Pennsylvania	156	125	125
Rhode Island	4	5	5
S. Carolina ..	9	8	8
S. Dakota ..	19	25	25
Tennessee ..	59	59	73
Texas	42	62	64
Utah	1	1	1
Vermont	4	4	4
Virginia	31	30	31
Washington	12	12	12
W. Virginia	12	18	18
Wisconsin	77	78	80
Wyoming	14	16	18
Canada ...	15	15	19
India	2	0	0
Australia	1	1	1
TOTALS	1681	1748	1836



It takes clerical help at a Fun Auction as like any other auction, it is "money in the till" that we are after. Mrs. Owen Hall (left) and Mrs. R. E. Featheringham, handled these responsibilities at Cincinnati. Bilbruck photo.

THE LADIES AUXILIARY

Iowa Ladies Plan For National Convention

The Auxiliary to the Iowa Auctioneers Association held its fall meeting in conjunction with the Iowa Auctioneers Association at Hotel Roosevelt in Cedar Rapids, on October 26-27. The Auxiliary convened at 3:00 P.M. on October 27.

Mrs. Leland Dudley, Sheffield, president of the Auxiliary, called the large group of ladies to order. The chaplain, Mrs. Robert Winegarden, Pocahontas, led the group in prayer.

We in Iowa were happy to have Mrs. Lewis Marks of Abingdon, Illinois, the National Auxiliary President, with us for our meeting and to install our officers.

The meeting was turned over to one of the co-chairmen of the National Convention Program, Mrs. Wendell Ritchie of Marathon. She presided over the reports given by the various committees for the National Convention meeting in Des Moines, next July.

The Auxiliary held a bazaar in the hotel lobby on both days of the convention with a wide variety of items sold, adding several dollars to the Auxiliary "coffers."

Iowa Auctioneers and the Auxiliary say, "Remember the National Convention in Des Moines, Iowa, next July."

Mrs. Howard Johnson,
Publicity Chairman

New Officers Named By Indiana Auxiliary

The Ladies Auxiliary to the Indiana Auctioneers Association met at the Marott Hotel in Indianapolis, November 10-11, 1963.

Following the Grand Banquet on Sunday evening a short business meeting was held and door prizes were awarded. We had a very good attendance.

The new officers are as follows: President, Mrs. D. D. Meyer, Vincennes; Vice President, Mrs. Robert Ellenberger, Bluffton; Secretary-Treasurer, Mrs. Dean Kruse, Auburn; Directors: Mrs. Walter Murphy, Lebanon; Mrs. Russell Kruse, Auburn; Mrs. Maynard Lehman, Berne.

Mrs. James Buckley, Director

Fantastic Wardrobe Sold At Auction

CHICAGO — Violet Bidwell Wolfner cherished clothes.

But unlike most women, she could look at dresses by the thousand just by going to her attic.

Judging from the clothes hoard found at the late wealthy sportswoman's home in suburban Wilmette, Mrs. Wolfner did little more than look at her fantastic wardrobe.

Many of the more than 1,000 dress and coats were unworn, their tags (size 12 to 16) still in them. Dozens of the 1,500

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

President

Mrs. Lewis Marks, Abingdon, Ill.

1st Vice President

Mrs. Albert Rankin, Alger, O.

2nd Vice President

Mrs. Walter Britten, College Station,
Texas

Secretary-Treasurer

Mrs. Harvey Baldwin, Denver, Colo.

Historian

Mrs. Ken Burrows, New Wilmington,
Pennsylvania

Directors

Mrs. Charles Corkle, Norfolk, Nebr.

Mrs. James Buckley, Shelbyville, Ind.

Mrs. Lou Stambler, Honolulu, Hawaii

Mrs. John L. Cummins, Cynthiana, Ky.

Mrs. Margaret Berry, West Newton, Pa.

Mrs. Al Boss, Carroll, Iowa

Mrs. Owen Hall, Celina, Ohio

Mrs. David Tracy, Pavilion, N. Y.

Mrs. Clint Peterson, Webster City, Ia.

Mrs. Ernest Freund, Fond du Lac, Wis.

pairs of shoes were never taken from their boxes.

Designer gowns, bearing such labels as Dior and Pauline Trigere, were never unpacked from the tissue paper in which they were delivered.

Hundreds of Chicago women had a window-shopping spree as they jammed an auction gallery to examine the wardrobe, which will be sold.

The wardrobe is part of a \$3 million estate left by Mrs. Wolfner, who died in January 1962.

Lively Art Auction

CHICAGO — To the spell-binding chant of auctioneer William Hanzel, 74 master drawings on the benefit block all but came to life.

Witticisms by A. Hyatt Mayor, curator of prints at the Metropolitan Museum of Art in New York City, further "animated" the collection. His comments on each drawing as it came up for sale inspired a free-bidding audience to the delight of the Women's Board of the University of Chicago.

Womens's board members had assembled the sketches to benefit a favorite project, renovation of the Lorado Taft Midway Studios

Mrs. Owen Fairweather made the first purchase with a winning bid of \$80 for a 17th Century chalk, "Allegory of America."

Excitement and bids rose quickly. By the time the seventh drawing was offered for sale, Mrs. Solomon B. Smith and Mrs. Philip Stone were in competition, wig-wagging \$50 raises to the auctioneer.

Finally, for \$600 Mrs. Smith emerged triumphant with "Vulcan, the hen-pecked husband," as Mayor described him.

Since enthusiasm for the auction ran higher than the temperature of its setting — the club's unheated indoor tennis court — most women wore their furs to the after-dinner event.

Confidence is that quality which permits an individual to do crossword puzzles with the aid of a fountain pen.

What Never Moves Yet Constantly Changes?

Answer: Your Profession!!

It still is practiced on the map in the same places it did when you were a boy. Yet you know it has changed considerably since then. And it will go on changing. Perhaps you've had a hand in some of these changes. Hopefully, you'll have more of a hand in the future. If you are active in your professional association, you're bound to.

Planning your professional future is a task for everyone. It calls for coordination and know-how. It calls for professional concern and professional pride in your profession's growth. No organization blends these ingredients better than your professional association. With your help and your ideas, it can steer a course that will continue to make your profession a better profession in which to live and work.

In the years ahead competition will be tougher, faster changing and sharply different from what we have known in the past.

Be prepared to meet the challenges of the future by being active in the workings of your association. In this way you will improve your profession and also improve yourself by exchanging ideas between members.

Association of Wisconsin Auctioneers
Newsletter

Napoleon's Bed Sold

LONDON, England — A mahogany marriage bed made for Napoleon Bonaparte was sold at auction for 3,800 pounds (\$10,640).

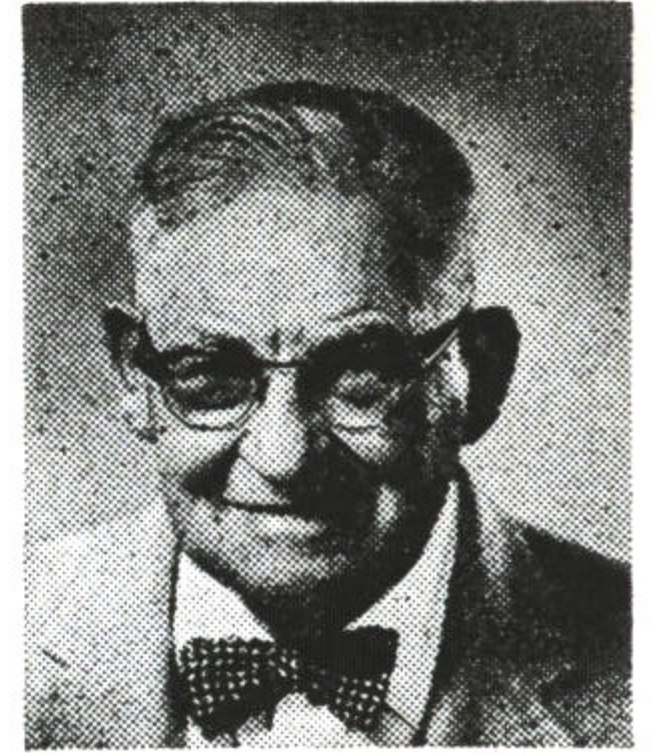
At Sothby's, famed art auctioneers, the bed was sold to Mrs. O. Alber of Switzerland. It was from the collection of the late Rene Fribourg of New York.

The bed was made in 1810 for Napoleon's marriage to his second wife, the Archduchess Marie-Louise, daughter of an Austrian emperor.

Total sales of works from the Fribourg collection have so far realized 1,048,466 pounds (\$2,935,648).

Today's Auctioneers Face New Problems

By COL. POP HESS



As I begin pounding out this line of writing I note it is the December issue and the month that closes out the year. The date of this writing is November 13 and we in Ohio are still quite dry although there are a few snowflakes in the air today. We have had only a trace of moisture since September.

Public sales throughout Ohio have been many and it looks like a fair run of general auction sales in the farming area until the Holidays. The boys out over the state tell me prices are good and attendance high with the bidders doing a good job of choosing what they buy. Due to the dry weather all feed crops are selling high as many of our farmers have been feeding their winter haystacks this fall. It could be that hay prices will remain high until another crop is harvested. We have a bumper corn crop and the small grains turned out well with many cattle in the feedlots. Dairy farmers and swine producers are in good shape so it looks like the farmers here in Ohio will go into the winter in fairly good shape and hope for an early spring.

Also, now as we complete this month of December, 1963, we as auctioneers of Ohio will all become listed under the new Ohio State Auctioneers' Law that takes effect January 1, 1964. So all you boys here in Ohio, who want to be auctioneers in 1964 should contact the proper person or persons, get your slate well cleaned and your License Card in your pocket. Don't make the mistake of a bride and groom who went to a hotel to begin their honeymoon. The small town hotel keeper was skeptical as to whether they were married or not married and he demanded their marriage certificate. The groom, somewhat excited, gave him what he thought was the marriage certificate and

the hotel keeper saw it said something about "license" and threw it in the desk drawer. Later on in the night he picked it up to see how those things were made out only to discover the groom had made a mistake and given him his dog's license. Well, to complete the story on what was said back and forth, it is only told behind closed doors and never in print in this publication. So boys, sort out the proper cards and in time you will become accustomed to laws for auctioneers in Ohio.

Looking through our November issue, I was amused in some data that came out of Washington, D. C., on the number of auctioneers listed in the United States, the total to be only 3,967. Most anything can happen in Washington, D. C., but that is the first time I ever saw any figures coming from that place that were so much less than the real facts. However, it does not represent dollars and the blow is not so hard. For years in the NAA we have worked hard to get at least 50% of the auctioneers of the U. S., and looking at our total membership as of October 15, and if the Washington figures were correct, by gosh we have 50% tied up with Ohio leading by 22 members.

Many letters have come over my desk the past month and believe it or not, we have Ohio auctioneers who do not know they have to have a license to be one, or that they have a new law with which to comply. So we hope that all can be put in line without too much trouble with misplaced words or punched noses. The apprentice auctioneer is still not fully defined as to who is an apprentice and who is not. As of this date I have not found the correct answers. So boys, we will have to get together and sort the sheep from the goats, or whoever is in the know can give us the answers. However, some of the members of the appointed com-

mission may have in this issue some of the answers to questions that many Ohio boys are pondering.

Numerous questions on auction sales and what it takes to be an auctioneer have been received and much of this has been defined in my past writings in this publication, so there is not much I can add. It is true, I am sure, auctioneers of today face many problems that were unknown in the time of my "haydays" from 1901 through 1950. As we now look over the situation we find numerous towns and cities have set up their own laws governing auctions within their corporation lines. As we see it, no state license law overrides the fees and requirements these towns and cities have set up. So as we go from here we more and more are required to be bookkeepers on rules and regulations than ever in the past.

This year, for myself, I have been letting down on number of hours I work at my desk and the miles I drive during the week, as you know after you pass eighty years of living your machinery rattles some and rest is needed much more than in former years. I took out a few days time just to sit around and read, rest, eat and sleep. The first few days were wonderful but it got a little "wormey" for me and I found I could rest better by doing something worthwhile a few hours each day. One day, while resting, I caught up on a lot of detail reading—how to do when you are past 65, what now faces the world, laws, wars and unrest in foreign countries. An article some chap down in Washington wrote on the New Frontier amused me. He made it sound like they had changed everything to milk and honey, all of which I did not swallow, just rolled it around in my mouth and spit out the seeds.

I read some articles on auction sales, how much they totalled, and the juicy fees received by the auctioneers. By that time I wondered if I had been born too soon and why couldn't I have been active later so I could be in on the modern kill of higher fees and higher prices. So I threw it all out and turned on the television and the program I ran into was "Hootennany." After absorbing that layout, I pushed the old chair in a good re-

clining position, lay down and decided I was not too bad off to have been born back in 1880 and grew up in a growing America, with men at the head of the government who actually knew what it took to really earn a dollar and also had salt of the earth judgment on how and where to spend it. I also resolved that my lot through all the years was good and now in the new modern world of today I have a rich store of hind-sights to guide me in my viewpoint of actions I must take in the future.

This is December and soon after you read this column we enter into our Christmas Season and a New Year will soon be with us. I wish you all a very Merry Christmas and a great New Year, 1964.

New Records Set In Brown Swiss Auction

Selling for \$75,000.00 in the Welcome In Farms Inc., Dispersal Sale at Columbus, Ohio on October 21 and 22, 1963, Welcome In Charmer 121816, nine year old Brown Swiss bull set a new record. He became the highest selling Brown Swiss bull of all time and the top selling dairy bull (all breeds) to be purchased in a dispersal sale. His buyer was Charmer, Inc., made up the following artificial breeding associations: CO-BA, Columbus Ohio; NIBCO, Hampshire, Illinois; NOBA, Tiffin, Ohio and SIBA, Breese, Illinois.

Mable's Tamarind Violet 325683, purchased by Lee's Hill Farm of New Vernon, New Jersey for \$12,000 became the highest selling Brown Swiss cow of all time. Violet is classified "2E" with a top record of 22,340 pounds of milk and 1,137 pounds of fat as a five-year-old on 3x milking. This eight-year-old was selected as the Grand Champion Female at the National Brown Swiss Show in 1962. That year she was the highest record cow on exhibit at the National Dairy Cattle Congress.

The top selling Brown Swiss bred heifer of all time was Welcome In Supreme Jolly 429021. She was purchased by Cold Springs Farm of Monroe, Wisconsin for \$7,600. This organization

also purchased her full sister, a two-year-old who was the All American Swiss Futurity winner in 1963.

A March 1963 heifer calf sired by the top selling bull out of the top selling cow was purchased by Roy H. Youker of Toledo, Ohio for \$8,300. She became the highest Brown Swiss calf ever to sell at public auction.

Two bulls, Welcome In Midnight 14-1750 and Welcome In Dreamer 140021, sold for \$10,000 each.

The sale was managed by Dale Homer of Hilliard, Ohio. Colonel Donald Bradley of Mechanicsburg, Ohio did the selling. He was assisted in the ring by Ernie Kueffner of Hartford, Wisconsin; Merlin Woodruff, Urbana, Ohio and J. O. Fenstermaker, Homerville, Ohio. Cols. Bradley, Kueffner and Woodruff are members of the National Auctioneers Association.

FTC Offers Guide For Business Men

A booklet describing briefly the advisory services now made available to businessmen by the Federal Trade Commission is now available. The services offered are designed to help businessmen avoid unlawful practices, individually and on an industry-wide basis.

This booklet is of special interest at this time since the Commission has recently made available the additional services of giving businessmen advisory opinions which are binding on the Commission and the issuance of trade regulation rules.

You may obtain this booklet by writing: Federal Trade Commission, Bureau of Industry Guidance, Washington, 25, D.C.



Promotional Items

LAPEL BUTTONS: "Dress Up" with this distinguished piece of Jewelry. **\$2.50 each**

INSIGNIA CUTS: Add distinction to your cards, letterheads and advertising. **\$2.50 each**

DECALS—3 color, reversible, new supply @ **25c each.**

BUMPER STRIPS—Advertising the Auction method of selling. **35c each; 3 for \$1.00**

All Items Sent Postpaid

Send your order with remittance to

THE AUCTIONEER

803 So. Columbia St., Frankfort, Indiana

Auctioneer Now Major Asset

LOS ANGELES — The industrial auctioneer, who once carried the stigma of Depression — caused plant closures, today is sporting a new look.

This new breed of tax-wise, financially adept businessmen — with the combined crafts of a psychologist, carnival barker and master salesman — have become major assets to executives involved in acquisitions and mergers.

As a prime mover of machinery and equipment from nonproductive areas to top priority jobs the industrial auctioneer has found himself at the very forefront of a new and dynamic marketing phase in our economy.

One of the most successful of the new breed is Milton J. Wershow, 53, a University of California alumnus. He is a member of the National Auctioneers Association.

Wershow, who graduated as a business economics major during the depression, was launched in the auctioneering business at a salary of \$20 a week.

Wershow's firm, with offices in Los Angeles, Oakland and Portland, Ore., currently takes in an average of over \$28 million a year in auction sales.

In line with California's mushrooming population and industrial growth, Los Angeles now leads the nation in number of industrial auction sales.

While West Coast plants generally are not comparable in size to the industrial giants of the East — almost daily in California small plants or massive industrial complexes are offered piece by piece to the highest bidders.

Although auctions have been known since Biblical times, the industrial auctioneer in the United States had to wait until after World War II to gain recognition and his present status of responsibility.

"The once attached stigma, born of depression, no longer holds true with industrial auctions," said Wershow. "Only five per cent of the sales we handle today are the result of distress or bankruptcy."

The other 95 per cent, according to Wershow, "are motivated by progress, change and transition."

One of Wershow's biggest customers is

Uncle Sam. Some years back, the General Services Administration selected the firm to conduct the first sale of Navy surplus in the West at Port Hueneme, Calif.

In two days of selling with more than 9,000 bidders in attendance, Wershow compiled a sales total of \$1,675,000 in such items as tractors, mosquito netting and tires.

Two years ago, Wershow was chosen to pioneer a government three-city auction over closed circuit television.

The cities involved were San Francisco, Los Angeles and Seattle.

Wershow has sold mules in a New Mexico mine, and melted chocolate off the floor in a candy plant in which the refrigeration failed.

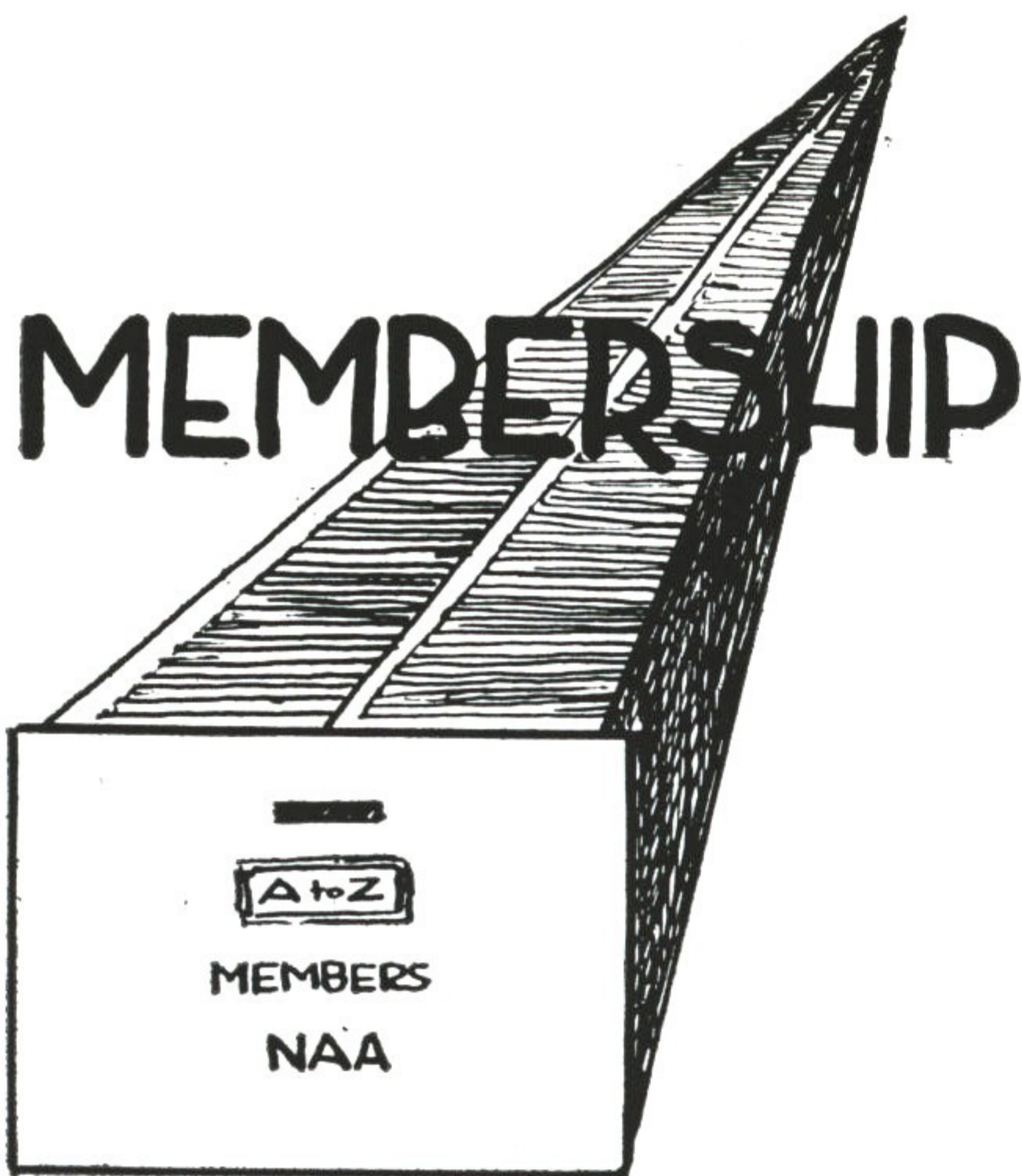
Last year, he sold a floating drydock at Moore Drydock, Oakland, Calif., for \$178,000 — one of his largest single sales.

At Wershow auctions, bidders are identified by number rather than by name to speed up the sale.

A sleek, stainless steel mobile auction block, equipped with amplifiers and microphones, enables the auctioneer to speak out without voice strain.

"A far cry from the early days," reminisces Wershow, "when the loudest voice made the best auctioneer."





*Memberships Processed Oct.
16, 1963 Thru Nov. 15, 1963*

***NEW MEMBER**

John M. Shibley, Massachusetts
 Bob L. Jessup, Kansas
 James H. Adams, Georgia
 Jack Amos, Ohio
 Dick Yager, Wyoming
 Myron Wilcox, Wisconsin
 *Joe T Presswood, Jr., Texas
 Bob Crockett, Ontario
 Thomas E. Taylor, Ohio
 Bill Hall, Tennessee
 Dick Robinson, Kansas
 Kenneth R. Atkinson, Oklahoma
 Max Puckett, Tennessee
 Bill Daniel, Tennessee
 Ronald Reed, New York
 T. B. Palmer, Virginia
 Walter Murphy, Indiana
 *Tex Surprise, New York
 Phil Sanders, Mississippi
 Joseph L. Horn, Florida
 J. L. Judy, Kansas
 Charles M. Bullock, Indiana
 *Johnny Watkins, Texas
 *Charles Stamkowski, Ohio
 Jerry E. Burns, Ontario
 William Bank, Nebraska
 Troy Olds, Tennessee
 L. Paul Monks, Tennessee
 Joe Loving, Tennessee
 Stanley Solon, New York
 John Paul Lewis, Tennessee
 *Chester H. Fiscus, Illinois

*Leonard Sheinfeld, Massachusetts
 Don Doris, California
 *Charles Swanson, Indiana
 *Mick Tomlin, Illinois
 *Ben Barrett, Illinois
 Clyde Carnes, Nebraska
 Edward Morris, Nebraska
 Dennis R. Troyan, Ohio
 Jack Sedgwick, Montana
 James L. Botch, Montana
 *Leroy H. Foster, Iowa
 Jame F. Williams, Michigan
 Marvin B. Cline, North Carolina
 Arnold J. Emerson, New York
 *Edward Beecher, Iowa
 R. L. Muench, Iowa
 *Francis Farmer, Iowa
 Arnold Hexom, Iowa
 Wendell Ritchie, Iowa
 *Glen F. Grow, Iowa
 George Yancey, Iowa
 *William F. McDonald, Iowa
 Irving Leonard, Iowa
 *Harold J. Ruden, Iowa
 Marvin Rogeness, Iowa
 Clarence Meyer, Iowa
 Harold Van Syoc, Iowa
 *Jack Bowman, Iowa
 *Dick Funk, Iowa
 Ed J. Arnold, Iowa
 *Wayne Miller, Iowa
 Lennis Bloomquist, Iowa
 Gale Copeland, Tennessee
 John Galloway, Nebraska
 *Cecil F. Shopen, Missouri
 Jesse G. Hill, North Carolina
 *Harold Stilson, Florida
 *Howard Wendel, Florida
 *Jearl Harris, Texas
 *Leonard A. Elrod, Missouri
 *W. E. Hancock, Arkansas
 Thomas H. Dent, Ontario
 *Billy Joe Hodge, Missouri
 George E. Collins, Georgia
 Dale Forbes, Michigan
 *Beyrl C. Erwin, Oklahoma
 Robert E. Musser, Wyoming
 Elmer Bunker, New Mexico
 *Elmer H. Paul, Wisconsin
 Donald E. Perry, Missouri
 Abe Goldstein, Massachusetts
 Newton E. Dilgard, Ohio
 Philip Katz, Kentucky
 Jacob A. Gilbert, Pennsylvania
 C. B. Arnette, Tennessee
 Norman C. Wilder, Tennessee

William T. Collier, Tennessee
*Frank H. Loveless, Tennessee
*Robert F. Ledyard, Ohio
Elbert H. Whelchel, Indiana
Henry Curran, Alberta
Marvin Larson, Nebraska
Harry English, Pennsylvania
*Norvin Olson, Iowa
Judy Schueler, Nebraska
Clive Anderson, Tennessee
Clive Anderson Jr., Tennessee
E. C. Jenkins, Jr., California

Col. Adolph Zicht Taken By Death

Adolph H. Zicht, widely known auctioneer of Norfolk, Neb., passed away October 12 at the age of 64. Col. Zicht was born, May 3, 1899, at Pender, Nebr., later moving to Wisner, Nebr., where he



lived a number of years. In 1938 he became associated with C. O. and Bus Emrich in the operation of the Norfolk Live Stock Sales Company, moving to Norfolk in 1943. Ill health forced him to retire from active participation nearly two years ago.

Col. Zicht is survived by his widow, one son, Donald, who is with the Norfolk Live Stock Market and was associated

with his father in the real estate business, four grandchildren and one brother. He was a veteran member of the National Auctioneers Association and attended many of its National Conventions.

We feel it fitting to reprint a tribute paid to him by one of his business associates, C. O. "Ces" Emrich, taken from the LIVESTOCK MARKET DIGEST:

He was respected by all who knew him for his exceptional ability as an auctioneer. This superb ability was augmented by his very sound judgment. Coupled with all of this ability was a sincere desire on his part to do the right thing under all circumstances, always recognizing the rights of others.

Col. Zicht was much interested in the furtherance of the auctioneering profession. He was always glad to give of his time to help young men develop themselves as auctioneers. In fact it was my personal experience to have gained much from his tutoring.

Certainly Col. Zicht was a man of great stature and integrity, and his death definitely represents a great loss to the livestock industry. All of us at the Norfolk Livestock Sales Co. have gained much from our association with Adolph. We will miss him very much.

Texas Auction Adds Electronic Board

UVALDE, Texas—Something new has been added to the Uvalde Livestock Auction Co. to speed up sales and inform buyers. It is an electronic board placed above the auctioneer's booth, which flashes on the weight and number of livestock as they are weighed. It then changes to show the average weight.

Owner Riley (Boots) Kothman says the board was an instant hit with buyers, and adds much to the company's overall efficiency.

No opportunity is ever lost. The other Auctioneer takes those you miss.

Auctionitis . . . It's Catching

By EARL G. TALBOTT
Of The Herald Tribune Staff

Auctionitis, a virulent malady which, like gout, is endemic among the more opulent classes, has many curious manifestations. Known medically as arteriofiscalitis, or desiccation of the bank balance, it is caused by an elusive bacterium that creates an uncontrollable desire to acquire an artifact also sought by others.

Its principal symptoms are mounting blood pressure, palpitations, abnormal excretions of the sweat glands and, at the moment of truth—when the bidding stops—a condition of mild shock.

Unless curbed by massive doses of will power, the ailment can lead to marital friction, neglect of the kiddies, disregard of the required daily vitamin intake and, worst of all, an interior decor resembling the more crowded hock shops of the nether Bowery.

Many Cases, Few Cures

The materia medica dealing with this psychosomatic phenomenon lists many case histories but few cures. The disease, in fact, is usually progressive; some victims, in their extremity, seek lebensraum by opening antique shops (known as second-hand stores east of First Ave., and west of Sixth).

This treatment, called "cold turkey" or "getting the sofa off one's back," is drastic but effective, temporarily. Once the victim has negotiated the hiatus from collector to dealer, he breathes easier, since he becomes merely the custodian of transitory acquisitions. These, in turn, are sold to people who wouldn't be caught dead with anything from an auction house.

However, the symptoms are likely to reappear when the collector-turned-dealer is himself outbid by a diehard collector who, in his madness, doesn't have to worry about a resale profit.

He's Got It Made

One dealer has achieved almost total immunity. By day he prowls his shop, which is crammed with every kind of objet de l'antiquite from a Turkish camel saddle, mounted as a lamp, to a rare oil, "Casey Stengel Contemplating the Bust of a Homer." (The latter shows the Ol'

Perfessor watching Albie Pearson catch a long fly from Mickey Mantle. It was not bought at Parke-Bernet; in fact, it didn't even cost \$2 million).

At night, the dealer retires to a one-room bachelor retreat which contains a sofa bed, a lamp, a desk, a chair and white walls barren of any adornment. He's got it made.

But he's a distinct minority of one. Like the Lotophagi, steeped in the dreamy ecstasy of nirvana, the true victim of auctionitis would treat any attempt to cure him with the scorn an auctioneer reserves for those timorous sculs who try to sway him with 50-cent bids.

Boat Auction Grows To Fit Owner Needs

Scores of boat owners and marine bargain hunters migrated to Miami's huge Dinner Key Auditorium, Oct. 12-13 for one of Florida's most unusual boating events. It was the Miami Boatarama and Boat Auction.

Boat owners were invited to haul their craft to the auditorium where a professional auctioneer proceeded to sell them to the highest bidder. The auction is a brain-child of an American-born Puerto Rico shoe manufacturer named Joe Murray, who actually got the idea several years ago when he was president of the Coronet Boat Manufacturing Co., in Hialeah.

"Through our sales operation I became aware of how many boat owners were restless to sell their boats and get a bigger one or a newer craft but didn't want to be bothered with a selling job," Murray recalls. "So my partner Bill Bishop, and myself decided to make it easy for those people to sell their boat and buy another at a good price."

Not long after a boy graduates as a Cub Scout he becomes a girl scout.



History in the making (or passing) as all household effects, farm equipment and garden tools go under the auctioneer's hammer at the Goodhue (Minn.) County Home County Commissioners made the decision to close the 90 year old home, one of the oldest in the state.

Approximately 800 people turned out for the auction conducted by Col. Orlin Cordes, Red Wing, Minn. (with cane at left) and Col. Emery Henn, Zumbro Falls, Minn. Col. Cordes is a member of the National Auctioneers Association.

Convention Fever In Iowa Auctioneers

Building enthusiasm toward the 1964 National Auctioneers Convention in Des Moines, was evident in the annual fall meeting of the Iowa Auctioneers Association at Cedar Rapids' Hotel Roosevelt, October 26-27. One of the best turnouts in some time was recorded at one of the top programs to be presented by this long established group.

First day's program consisted of Panel Discussions using the topics: Furniture and Antique Auctions; Farm Equipment Auctions; and Purebred Livestock Auc-

tions. Chairmen in charge of each panel were: Leon Joy, Ames; Lyle Erickson, Cresco; and Leland Dudley, Chapin, respectively. These discussions have been very interesting and it was voted that they be continued in the future.

A meeting of the Board of Directors and a Dance completed the activities of the first day.

Sunday morning has been left open so far as programming is concerned in all Iowa State Auctioneers Conventions in order that each person or family may attend the Church of his choice. The meeting reconvened with a Banquet at noon.

Afternoon speakers included: Bernard Hart, Secretary of the National Auction-

eers Association; Ed McNamara, immediate past President of the Wisconsin Auctioneers Association; Rex Conn, Farm Editor of the Cedar Rapids Gazette; and Joe Donahue, Secretary of the Wisconsin Auctioneers Association.

In the business meeting that followed, Leland Dudley, Chapin, was elected President; Howard Johnson, Story City, Vice President; and Lennis Bloomquist, Poca-hontas, was re-elected Secretary-Treasurer. Named to three year terms on the Board of Directors were: retiring President, Irving Leonard, Elkader; Norvin Olson, Spencer; and George Yancey, Ottumwa.

Final phase of the meeting was a dis-

cussion of the programming of the 1964 National Convention, led by Convention General Chairman, Wendell Ritchie. Curt Walker, representing the Ft. Des Moines Hotel, also took part in this discussion.

If I wanted to become a tramp, I would seek information and advice from the most successful tramp I could find. If I wanted to become a failure, I would seek advice from men who have never succeeded. If I wanted to succeed in all things, I would look around me for those who are succeeding and do as they have done.

—Joseph Marshall Wade

My Christmas Message to You

“And she brought forth her first-born son, and wrapped him in swaddling clothes, and laid him in a manger; because there was no room for them in the inn.” (Luke 2:7).

Thousands of years ago a wise man wrote, “Nothing under the sun is new; neither is man able to say: Behold this is new. For it has already gone before us in the days that were before.” (Eccles. 1:10).

Putting the above words of Luke and Solomon together we can understand or see that things are really no different today than they were at the birth of Christ or even back to the days of Solomon. In too much of the world, there still is no room ‘for them’ in the inn. Especially for the things that the coming of Christ stood for: the dignity of the human being: man’s tremendous worth as a creature of God; the rights that flow from Man’s nature; and above all the love we should have for one another.

The world today is not too different than the world into which Christ was born. While nations are still enslaved to tyrants; men still put the material world before the spiritual; and self-love still dominates brotherly love.

What does this have to do with us? We are dedicated to the profession of selling—Christ came to sell many things but above all He came to sell Love. It matters little if we are Christian or not for all of us should be interested in selling the same things that Christ first sold: LOVE OF MANKIND because he has such value before God.

The word auction or auctioneer comes from the Latin word, augere—meaning to increase. During this special Season let us be true to our profession and increase the spirit of love and charity in this world.

Walter S. Britten

Mayor Of Delaware's Capital

A Busy Livestock Auctioneer

Reprinted from the WILMINGTON (Del.)

MORNING NEWS

By LARRY VAN GOETHEM

When he was just 16 years old Crawford J. Carroll was handed an auctioneer's cane and told to go to work.

Young Crawford then walked into the livestock stable of the Carroll Sale Co. and held his first auction.

He likes it, is good at it, and has been doing it since.

But when you ask Dover's mayor how long he has been at the business, he says. "All my life, I guess."

"It's like anything else," Carroll says. "You start talking when you're a year old."

In an old and colorful tradition, the young mayor is one of Delaware's foremost practitioners of the art of the fast, rhythmic chant, the quick, expert eye and the eye that weighs almost as accurately as any scale.

Being born into the Carroll family of Dover, which has run an auction business for 40 years, didn't assure Crawford Carroll a birthright as an accomplished auctioneer.

He had to earn his reputation and, at 35, owns his own business on Route 13 outside Dover.

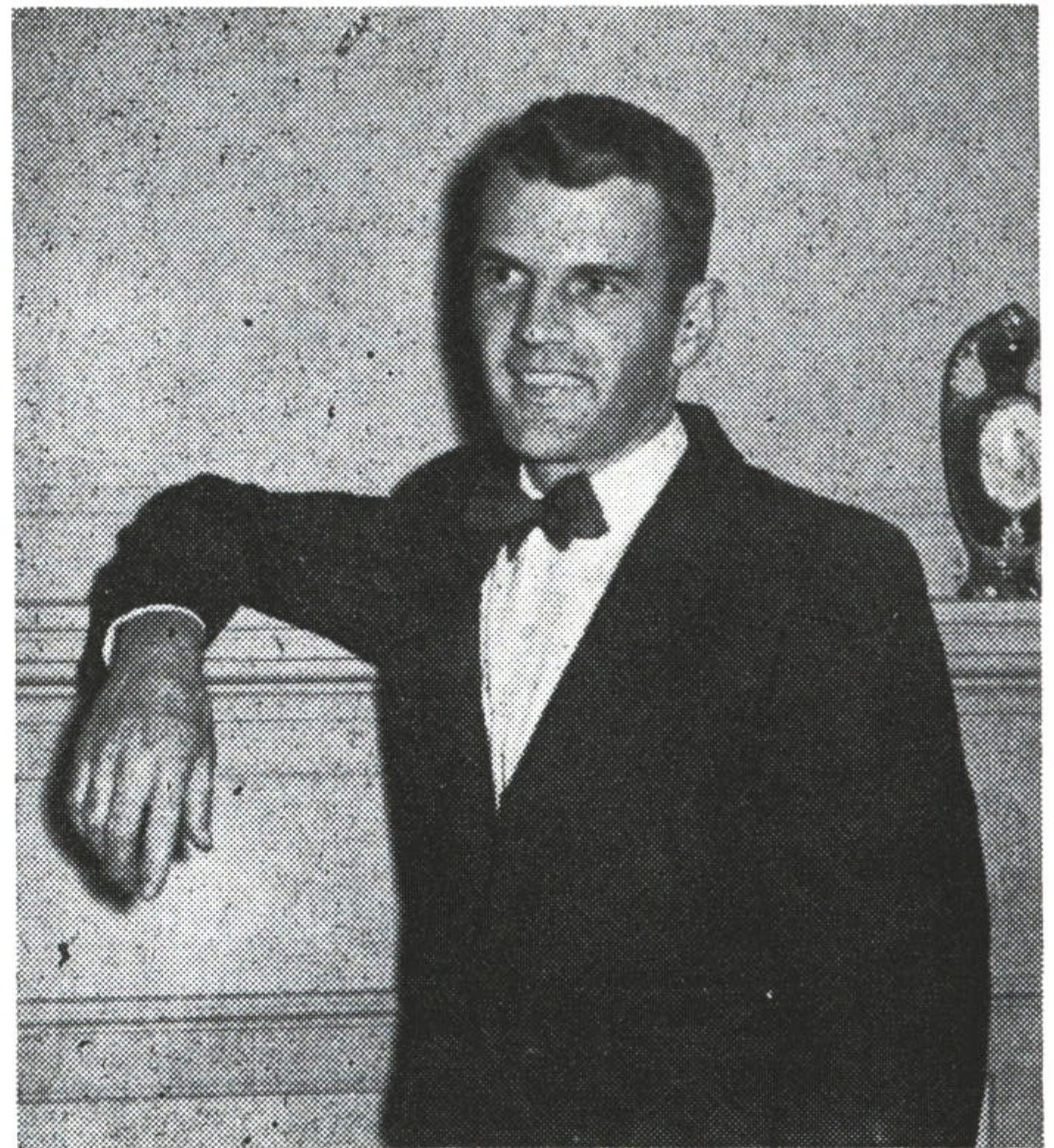
Since that first auction, he has sharpened his skills in the sales area, first at the old family livestock auction at Carroll's Corner and now in his own company.

"I've sold everything imaginable," He says with a grin. "From real estate to personal property." He has even auctioned a few outhouses.

To an auctioneer, integrity and reputation are vital. As Carroll explains, you have to get the seller a good price and you have to satisfy the buyer.

Neither the buyer or the seller will go back to a man they aren't satisfied with, says Carroll.

If that mesmeric and rhythmic chant is the auctioneer's method of selling, his



COL. CRAWFORD J. CARROLL

objectives is to get "top dollar" for his merchandise. In this way, Carroll says, he is like any retailer.

"Actually he's (the seller) putting his property in my hands," Carroll said. "A man who has been farming for 30 years decides to retire. Well, all he has worked for those long years is up for sale. It's up to me to get him top dollar."

While such individual farm and realty sales are part of his business the big job is the livestock stable where hundreds of head of cattle, swine and milk cows are sold every Thursday.

On the other six days of the week the stables are silent and the stalls empty. Then the cattle are shipped in and the air is filled with bawling, the smell of far-flung farms and dust from the milling, stamping herds.

The big buyers from the slaughter houses move in — casual, blase and very competitive. They earlier have strolled

along the catwalks above the stalls to observe the livestock.

Then the cattle are driven bawling along the corridor leading to the small arena and the sale starts.

It is an esoteric business. If you don't know the score you'll never manage to keep a score sheet — and outsiders seldom know the score.

You could stand for hours and never hear a sale made — never see one — yet four calves per minute are the average sold to the tune of a chant.

A buyer might tell the auctioneer he will be bidding if his hands is on his chin. He will buy thousands of dollars in meat with his hand on his chin — take it off and let another buyer pick off some more.

Carroll says it's a problem to keep a sharp eye on the professionals and yet make certain the general public present for the sale has a chance to bid.

Carroll started his own business when the Carroll Sales Co. auction barn burned down last autumn. He was in business with his father and a cousin, Anthony Carroll at Carroll's Corner but after the fire Anthony opened his own stable near Felton and Crawford built his.

He says: "If you know this business and like this business, then there are no problems."

EDITOR'S NOTE: Col. Crawford Carroll has been a member of the National Auctioneers Association since 1957. He is the Mayor of Dover, capital city of Delaware, the first state of the Union. When elected Mayor he gained the honor of being the youngest mayor the city ever had. Col. Carroll has attended several National Conventions and has a wide acquaintance among our membership.

Pennsylvania Man Has Fatal Attack

Col. A. F. Spada, North East, Pennsylvania, passed away suddenly on October 5. At the time of his death he was serving as Vice President of the Northwest Chapter of the Pennsylvania Auctioneers Association. He was also an active member of the National Auctioneers Association.

Auction Raises Funds For Ice Skating Rink

WESTFIELD, NEW YORK — The largest public auction of merchandise ever held in Northern Chautauqua County was conducted in Westfield by the local Rotary Club on Saturday afternoon, November 2.

Determined to build a modern ice skating rink for community use, 60 Westfield Rotarians stockpiled the largest assortment of household items, kitchen utensils, lawn and garden implements, sporting goods, furniture and toys ever to be offered in this area for sale at public auction. Thousands of dollars worth of good usable items, some of them new, were placed on sale to the highest bidders.

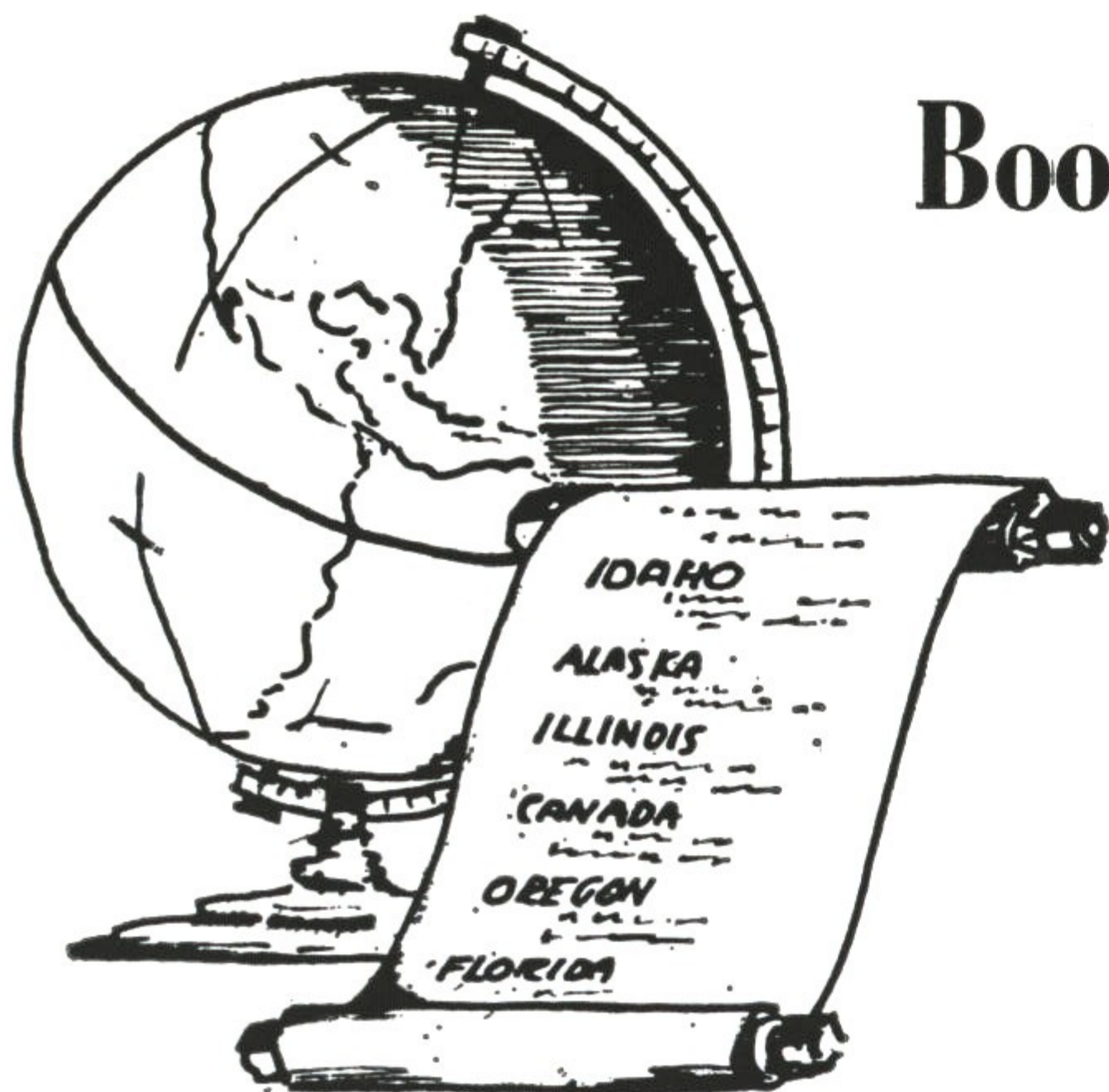
Starting at 1:00 p.m., the auction was held at The Welch Grape Juice Company's storage warehouse located north of the company's plant on North Portage Street. The location, across the street from the Ajax Flexible Coupling Company, was selected because it offers ample storage space for the large quantity of goods and a large parking area.

All funds received from the sale will be used by the Rotary Club to construct a community ice skating rink in Westfield.

A well-known auctioneering firm volunteered to run the November 2 auction as a community service. The L & M Complete Auction Service of Mayville and Westfield conducted the auction without fee. L & M personnel who volunteered their services are Edgar Lloyd and Richard Mead, auctioneers, Max Naeser, clerk, and Mrs. Ruth Alford, cashier. Mead is a member of the National Auctioneers Association.

Auction Re-Opened

The Dillon, Mont., Auction has re-opened with managers Henry Peters and his sons, Ken, Keith and Kon. The Peters have been in the cattle business and as cattle feeders for years in the Omaha area.



Boosters for 'The Auctioneer'

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

ALABAMA

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

ARIZONA

Col. Leroy Longberry—Phoenix

ARKANSAS

Col. W. E. Hancock—Jonesboro
Col. R. E. Harris—W. Helena
Col. William J. Massey—Jonesboro
Col. Herman P. Peacock—Winchester
Col. Brady L. Wooley—Little Rock

CALIFORNIA

Col. Bill Arnold—Grover City
Col. Leonard Burleson—Torrance
Col. Tom Caldwell—Ontario
Col. Keith Cullum—Chino
Col. Melvin H. Ellis—Napa
Col. James Gibson—Alameda
Col. Phil Hanson—Santa Ana
Col. Harold Henry—S. San Gabriel
Col. Rudy Larkin—W. Covina
Col. R. W. "Bob" Main—Garberville
Col. John W. Permar—Los Angeles
Col. Roy Roberson—Grover City
Col. Morris Schwartz—Hollywood
Col. R. E. "Bob" Stanley—Downey
Col. E. V. Wing—Gerber

COLORADO

Col. F. Harvey Baldwin—Denver
Col. Ed. Gibson—Denver
Col. Herman W. Hauschildt—Denver
Col. Howard Roland—Grand Junction
Col. Howard Shults—Denver
Col. J. Lee Sears—Ft. Lupton
Col. Lyle D. Woodward—Denver

CONNECTICUT

Col. Richard K. Mather—Granby

DELAWARE

Col. Crawford Carroll—Dover
Col. Riley Jefferson—Lincoln

DISTRICT OF COLUMBIA

Col. Ralph A. Weschler—Washington

FLORIDA

Col. W. E. Hancock—Madison
Col. Thomas A. Scarane—Miami
Col. Joseph F. Sedmera—Lakeland
Col. P. Frank Stuart—St. Petersburg

GEORGIA

Col. Paul E. Baker—Atlanta
Col. George E. Collins—Decatur
Col. R. A. Waldrep—Gainesville
Col. Daniel R. Wright—Plainville

HAWAII

Col. Louis L. Stambler—Honolulu

IDAHO

Col. Delbert Alexander—Castleford
Col. Irvin Eilers—Kimberly
Col. Jim Messersmith—Jerome
Col. Paul L. Owens—Boise
Col. Robert L. Wesely—Boise

ILLINOIS

American Auction Associates—Chicago
Col. Edward E. Bilbruck—Chicago
Col. Wes Chapman—Seneca
Col. Harry A. Chrisco—E. St. Louis
Col. Gordon Clingan—Danville
Col. J. W. "Jim" Cushing—Coal City
Col. W. P. "Bud" Drake—Decatur
Col. John H. Dieken—Pecatonica
Col. Art Feller—Cissna Park
Feller's Auctioneering College—Kankakee
Col. William L. Gaule—Chatham
Col. Michael M. Gordon—Chicago
Col. Harold Hilliard—Greenville
Col. Ray Hudson—Morrisonville
Col. Lane R. Hyett—Aledo

IN UNITY THERE IS STRENGTH

Col. Charles F. Knapp—Cissna Park
Col. A. R. McGowen—Oak Lawn
Col. J. Hughey Martin—Colchester
Col. Michael Modica—Chicago
Col. J. H. Oberwise—W. Chicago
Col. Melvin R. Penning—Forreston
Col. Fred G. Quick & Son—Aurora
Cols. L. Oard & Lloyd Sitter—Anna
Col. Tom Sapp—Springfield
Col. Burton A. Tunick—Des Plaines
Col. Herman F. Welch—Downers Gove

INDIANA

Col. Charles Bagby—Indianapolis
Col. James A. Buckley—Shelbyville
Col. Harry R. Campbell—College Corner, O.
Col. Dale Christman—Columbia City
Col. Ray Clark—Dyer
Col. O. S. Clay—Shelbyville
Col. G. W. Croddy, Madison
Col. Robert Ellenberger—Bluffton
Col. Leo Grindley—Ft. Wayne
Col. Robert L. Harrison—Monticello
Col. Hubert L. Jones—South Bend
Col. Amon H. Miller—Evansville
Col. L. W. "Bill" Porter—Brownsburg
Col. Earl Ray—Tangier
Reppert School of Auctioneering—Decatur
Col. Romaine Sherman—Goshen
Col. Loyal K. Smeltzer—Elkhart
Col. Lewis Smith—Cicero
Col. John C. Stanley—Hagerstown

IOWA

Col. Loren Albrecht—Wall Lake
Iowa School of Auctioneering—Ames
Joy & Johnson Auction Co.—Ames

KANSAS

Col. Donald L. Day—Council Grove
Col. Paul J. Doss—Wichita
Col. E. R. Harrison—Norton
Col. J. B. Hickerson—Wichita
Col. Fred Hiett—Topeka
Col. George Morse—Shawnee Mission
Col. Jack D. Sheets—Wellington
Col. Frederick Sherlock—St. Francis
Col. Edwin A. Turner—Wichita
Col. Gene Watson—Hutchinson

KENTUCKY

Carter Realty Auction Co.—Scottsville
Col. Fred A. DeVries—Oak Grove
Col. Wayne Kessler—Campbellsville
Col. John Patton, Jr.—Richmond

LOUISIANA

Col. Charles S. Gerth—New Orleans
Col. Jack C. Minter—Jennings
Col. Bob Strange—Shreveport

MAINE

Col. George A. Martin—East Lebanon
Col. Gardner R. Morrill—Harrison

MARYLAND

Col. Robert H. Campbell—Annapolis

MASSACHUSETTS

Col. Henry A. Berman—Worcester
Col. Phil Goldstein—West Roxbury
Col. Abe Levin—Fitchburg
Col. Wallace W. Olson—Whittensville
Col. Frank "Honest Chuck" Onischuk
—Westminster

Col. A. L. Tremblay—No. Attleboro

MICHIGAN

Col. Charles W. Anderson—Kalamazoo
Col. Elwyn W. Bentley—Fenton
Col. L. E. Drake—Battle Creek
Col. John M. Glassman—Dowagiac
Col. Bob Handrich—Fairview
Col. Charles J. Kinsey—Farmington
Nelson's Auction School—Detroit
Col. Fred W. Smiley—Saginaw
Col. Garth Wilber—Bronson

MINNESOTA

Col. Orlin F. Cordes—Red Wing

MISSISSIPPI

Col. W. E. "Bill" Tinnin, Meridian

MISSOURI

Col. Ken Barnicle—Ellisville
Col. Vernon McCracken, Wheaton
Missouri Auction School—Kansas City
Col. Jerry D. Popplewell—Amity

MONTANA

Col. Pat Goggins—Billings
Col. Wm. J. "Bill" Hagen—Billings
Col. Earl Kinney—Billings
Western College of Auctioneering—Billings

NEBRASKA

Col. W. V. "Bus" Emrich—Norfolk
Col. E. A. Camfield—North Platte
Col. Rod Gillespie—Gothenburg
Col. John W. Heist—Beatrice
Col. Jim Walker—Omaha
Col. Rex Young—Plattsmouth

NEVADA

Col. Mary Neer—Las Vegas

NEW HAMPSHIRE

Col. Ray G. Houle—Intervale
Col. Merle D. Straw, Jr.—Seabrook

NEW JERSEY

Col. Ralph S. Day—Leonora
Col. Herbert Van Pelt—Readington

NEW MEXICO

Col. Elmer Bunker—Albuquerque
Col. Monroe Goree—Roswell
The New Mexico Auctioneers

IN UNITY THERE IS STRENGTH

Col. Joe McGoldrick—Albuquerque
Col. John Overton—Albuquerque
Col. W. T. "Wag" Wagner—Farmington

NEW YORK

Col. Tim Anspach—Albany
Col. Tim W. Anspach—Albany
Col. Paul W. Calkins—Peru
Col. B. F. Hayes—Forest Hills
Col. Victor Kent—Hinsdale
Col. Ronald D. Kniffen—Montgomery
Col. Clarence Foss—East Aurora
Col. Donald W. Maloney—Syracuse
Col. William Maloney—Syracuse
Col. Irvin "Pete" Murray—Ballston Lake
Col. Harold Spoor—Baldwinsville
Col. Ben Schwadron—Queens Village
Col. David H. Tracy—Pavilion
Col. Richard C. Tracy—Dansville
Col. Sidney White—New York City
Col. Charles Vosburgh—Cortland
Col. Harris Wilcox—Bergen

NORTH CAROLINA

Col. Neil Bolton—Winston-Salem
Col. Coyte D. Carpenter—Claremont
Col. E. F. "Jack" Glascoe, Forest City
Col. Ben G. Hoffmeyer—Charlotte
Col. Forrest A. Mendenhall—High Point
Col. Robt. (Red) Mendenhall—High Point
Col. A. T. Morris—Durham
Col. Hugh Simpson—Union Mills
Col. Kenneth W. Teague—Burlington

NORTH DAKOTA

Col. Merle Clark—Marmarth
Col. H. Gene Harrington—Minot
Col. Bob Penfield—Bowman
Col. Elmer Zimmerman—Hettinger

OHIO

Col. Don R. Bruns—Cincinnati
Darbyshire & Associates, Inc.—Wilmington
Hunter-Wilson-Mayhugh Co.—Hillsboro
Col. Harry W. Kerns—Urbana
Col. O.L. Lansaw—Middletown
Col. Clem Long—Dayton
Ridenour & Merrill—Dayton
Col. Harley O'Day—Columbus
Col. George Roman—Canfield
C. Garth Semple & Associates,
Inc.—Milford
Smith-Babb-Seaman Co.—Wilmington
Col. Carl V. Stahl—Toledo
Col. Carl C. Stanton—Canton
Col. Steve Steinmetz—Springfield
Col. Roy N. Trotter—Lorain

OKLAHOMA

Col. V. K. Crowell—Oklahoma City
Col. Jim Richards—Spencer

OREGON

Col. Harold E. Ball—Portland
Col. Virgil R. Madsen—Halsey
Col. C. A. Morrison—Grants Pass
Col. Lee W. Putman—Eugene
Col. Virgil Munion—Roseburg
Col. S. J. Frey—Sweet Home
Col. Lynn Walters—Clackamas

PENNSYLVANIA

Mrs. Tom D. Berry—West Newton
Cols. Q. R. Chaffee & Son—Towanda
Col. H. L. Frye—Pleasant Unity
Col. Jacob A. Gilbert—Wrightsville
Col. Ralph W. Horst—Marion
Col. J. Omar Landis—Manheim
Col. Marlin J. Reifein—Fredricksburg
Col. Oliver M. Wright—Wexford

RHODE ISLAND

Col. Max Pollock—Providence

SOUTH CAROLINA

Col. Fred T. Moore—Honea Path

SOUTH DAKOTA

Col. Herb Bader—Timber Lake
Col. W. J. Kirkpatrick—Belle Fourche
Col. Leo D. Neilan—Bonesteel
Col. O. W. Wilson—Belle Fourche
Col. Reginald R. Oakley—Silver City

TENNESSEE

Col. L. B. Fuqua—Nashville
Col. Joe Hawkins—Woodbury
Col. John W. Hicks—Nashville
Col. J. Robert Hood—Lawrenceburg
Col. H. C. "Red" Jessee—Morristown
Col. Harold Kemp—Lafayette
Col. James Matthews—Cowan
Col. C. B. McCarter—Sevierville
Col. Bob Winton—Winchester

TEXAS

Col. Walter S. Britten—College Station
Col. Dub Bryant—Big Spring
Col. Russell de Cordova—Mexia
Col. K. L. Espensen—Tyler
Col. J. W. Foust—Lubbock
Col. Tom Jeffreys—Andrews
Col. Gene M. Jones—George West
J. O. Lawlis Associates—Houston
National Auction Institute—

College Station

Col. Carl Self—Lubbock
Col. Earl S. White—Madisonville
Col. W. J. Wendelin—Henderson
Col. Odus Wittenburg—Del Rio

VIRGINIA

Col. Willie T. Catlett—Lynchburg
Col. Harry D. Francis—Newport
Col. David H. Gladstone—Norfolk

IN UNITY THERE IS STRENGTH

Col. James E. Mullins—Pound
Col. J. E. Sutphin—Newport
WASHINGTON
Col. Bob Berger—Pasco
Col. Elmer L. Burnham—Thornton
Col. Hank Dunn—Kennewick
Col. Bill Johnson—Seattle
Col. Robert F. Losey, Sr.—Renton
Col. Orville Sherlock—Walla Walla
WISCONSIN
Col. Joseph W. Donahoe—Darlington

Col. Fred C. Gerlach—Brookfield
Col. W. C. Heise—Oconto
Col. Willard Olson—Delavan
WYOMING
Col. Paul Brownfield—Riverton
Western Auction Sales & Service—Casper
CANADA
Col. Harold P. Higgins—Huntingdon, Que.
ELSEWHERE
The Ladies Auxiliary to the
National Auctioneers Association

THE MEMBERS SAY . . .

Dear Bernie:

I just signed another Auctioneer to our National Association. You know after the Cincinnati Convention, I promised I would obtain four new members to the National—well this is the third one with one more to go.

We are specializing in Real Estate Auctions, it is sure building up in this

area. We have listed for this month, one section of land and improvements, a 20 acre with improvements, a five acre and business building, one business lot had a Drive-Inn. So I say anyone who is passing up the real estate angle is missing the boat.

Mrs. Crowell and I are both looking forward to next year's convention in



But when they sent a dues bill, I asked "Who needs an association?"

Iowa. Also she is saving her quarters to go to Hawaii.

We came home by Shelbyville, Ind., visited with Col. O. S. Clay and he was happy to see us. It would be very nice if everyone would send him a card. It would surely cheer him up as he misses th profession so very much.

So Bernie until something else comes along or I am able to get my fourth membership to mail to you—Good Luck and God Bless You All.

Sincerely yours,
V. K. "Doc" Crowell,
Oklahoma City 14, Oklahoma

Marketing

By WARREN COOK

Reprinted from "Mashed Potatoes" in the LIVESTOCK MARKET DIGEST

In the July 15 issue of Sports Illustrated, Arnold Palmer, the world famous professional golfer, writes:

"Golf is deceptively simple and endlessly complicated. A child can play it well and a grown man can never master it. Any single round of it is full of unexpected triumphs and seemingly perfect shots that end in disaster. It is almost a science, yet it is a puzzle without an answer.

"It is gratifying and tantalizing, precise and unpredictable; it requires complete concentration and total relaxation. It satisfies the soul and frustrates the intellect. It is at the same time rewarding and maddening — and it is without doubt the greatest game mankind his ever invented."

I could not help but think how much the market business is like the game of golf. It is a simple business and yet it is complicated. Market men really just handle merchandise that is bought and sold. A man can make good moves that are seemingly most intelligent and they will end up in a disastrous manner. It is like golf in that it is a puzzle that sometimes one finds difficult to find an answer.

The market business is gratifying, it requires precision and yet at the same time its outcome is always an unpredictable one. It takes an intelligent person to run a market and yet running that

market can make the most intelligent a very frustrated individual.

And yet even though the market business can be one that will almost drive you crazy at times it can be the most rewarding. At times it can be considered the greatest business anyone can be in.

Arnold Palmer states later in his article that the biggest reason he plays golf is that he plays for the love of the game. True, he likes the money but at the same time he loves the game so much that he feels he would continue to play it without the financial rewards that are involved.

The market business is a business that a man must truly love in order to be in it. Because it is maddening and unpredictable it is a business that requires a concentrated attitude on the part of the market man at all times. Yet he must be relaxed in order to cope with the daily routine of business as it comes before him at each turn of a new day.

It is true that most market men are in the business to make a profit. Yet this cannot be his only reason for being in the business because surely there has to be an easier way to make a living.

Guernsey Sells For \$9,000 In Auction

Forty three head of exceptional quality Guernseys passed before the gavel at a \$1542 average at the recent 13th Green Meadow sale, held at the beautiful Blakeford Farm, Queenstown, Maryland.

Sale topper was the 1962 Reserve Grand Champion Female at the National Guernsey Show an All-American 4 year old cow, Spar Hill Cecilia, consigned by University of Delaware and purchased by Raemelon Farm, Mansfield, Ohio, for \$9000. Her 5 month old bull calf, Spar Jolly Noble, was top selling bull and 3rd high individual, going at \$6500 to the Kleinpeter Farms Dairy, Inc, Baton Rouge, Louisiana

Business is never so healthy as when, like a chicken, it does a certain amount of scratching for what it gets. —Henry Ford.

Gun Collecting For Beginners

By CHARLES EDWARD CHAPEL

Most men own at least one old firearm that is the nucleus of an interesting and valuable gun collection. It may be a flintlock from the Revolutionary or the War of 1812, a "cap-and-ball" revolver from the Civil War, a Krag from the Spanish-American War, a Springfield from World War I, or one of the many war relics brought home from World War II or the Korean War. It may be merely an old shotgun that grandfather used to bring down a goose in the hunting season. Any of these weapons can arouse our interest in collecting.

Whether we collect guns for their historic and patriotic associations, the progress in mechanical design they exhibit, or simply for the pure fun of having a hobby, the end result is the same—the admiration of old guns. A number of questions about starting a collection need to be answered. Should I have a general collection or should I specialize? Where and how do I get the guns? How can I identify and classify them? What are they worth?

The first problem is where and how to acquire guns for a collection. Visit junk shops and second-hand dealers, tell your friends and relatives that you are forming a collection, and write to all dealers in antique guns who advertise in the many magazines now on the news stands. Locate antique gun collectors' clubs in your area, attend the meetings, and examine the weapons the members exhibit for sale or trade.

Books on gun collecting are plentiful today. Generally, you must buy them from book stores or through the mail from publishers or dealers in antique guns who sell books as a sideline. A few are available from libraries. Some modern gun books are on dueling pistols, freaks and oddities, Confederate weapons, United States martial firearms, derringers (made by Henry Deringer, Jr., and his imitators), Kentucky rifles and pistols, European arms, and Oriental weapons.

Specialized Gun Collections

Every collector starts with a general collection for the same reason that every

boy who collects stamps begins with a wide variety of stamps from many nations, most of them purchased at low prices. War veterans tend to start with shoulder arms because these are either handed down in a family or brought home from the wars. The term "shoulder arms," incidentally, includes muskets (smooth-bores), musketoon (short muskets), rifles, and carbines (short rifles).

Shoulder arms can be classified according to the method of setting fire to the powder charge in the rear of the barrel, whether the powder is loose or in cartridge. There is a long series of methods of igniting the powder, but most collectors start with flintlocks, percussion (cap-and-ball), or cartridge arms. The same thing can be said for pistols and revolvers because one of the biggest problems in the development of firearms has been ignition.

Closely related to the development of ignition, is a collection of either muzzle-loading or breech-loading arms, both shoulder arms and hand guns (pistols and revolvers). Many beginners think that all cartridge arms were breech-loaders, but this is not true. All breech-loading weapons did not use cartridges as we know them today until the development of the metallic cartridge case which contains the powder charge, the bullet and the primer in one package.

Another specialty is collecting either single-shot or multi-shot firearms. Until the development of the comparatively modern cartridge, most firearms were single-shot, although multi-shot and shoulder weapons were made and used more than 300 years ago.

Few specialists in shoulder arms collect semi-automatic repeating rifles because these are relatively modern.

Kentucky Rifles and Pistols

The Kentucky rifle originated as a distinct type in the vicinity of Lancaster, Pa. Many of the famous early makers of Kentucky rifles worked in Pennsylvania or neighboring states. The name "Kentucky" was not applied to this type until many years after it emerged as a fully developed

contractors and issued to the Armed Forces. Weapons issued for experimental or trial use, inventors' models, and those carried by state troops not called to federal service are classified U.S. Semi-Martial Shoulder Arms.

Kentucky rifles do not fall into this classification because they were never officially adopted by the United States. For reason that they could not be made in quantity and were not of standard specifications. They also were not made with any provision for attaching a bayonet. Nevertheless, Kentucky rifles were very important weapons in the Revolutionary War, the War of 1812, the Black Hawk War (in which Abraham Lincoln was a lieutenant), and the Mexican War. Converted to percussion, a few were used by the Confederates at the beginning of the Civil War.

U.S. Martial and U.S. Semi-Martial Pistols are more popular with advanced collectors than shoulder arms for the same reason that all pistols and revolvers are better liked by collectors in general than long arms.

Depending upon caliber, barrel length and other characteristics, but mostly based on condition, early Colt percussion revolvers made at Paterson often retail for as much as \$3,600 apiece while early Colt Paterson revolving rifles sell for more than \$750 apiece. These values are for single specimens without any special engraving or fancy grips. A matched, cased pair of revolvers, in the original case with all the original accessories, frequently retails for three times as much as the price of one revolver of the same caliber, barrel length, and other features.

Colt weapons can be classified as U.S. Martial, U.S. Semi-Martial, and still others as civilian weapons. Although Colt firearms are the most famous and generally command higher prices, weapons by other makers such as Remington, Smith & Wesson, and Winchester are advancing rapidly in value.

Freaks and Oddities

"Freaks and Oddities" is a catch-all classification for weapons difficult to place under any other classification. Here are a few:

An alarm gun is one which discharges powder but no bullets. In other words, it fires a blank to frighten prowlers and alert a homeowner. An Apache Pistol is another

type sometime between 1725 and 1728. These were flintlock, muzzle-loading rifles of great accuracy for that period and each was "hand made." No two were alike, even when made by the same man.

In 1807, the Rev. Alexander Forsyth, a Scotch Presbyterian minister received a patent for a percussion (cap-and-ball) ignition system. In 1812, he organized his own company in London. By 1816, percussion ignition was fairly well accepted in the United States. About 1828, those who had been making Kentucky flintlock rifles began to turn them out with percussion locks. By 1830, the flintlock was regarded as obsolete, but the percussion system was not generally adopted for most types of firearms in America until after 1842. Some flintlock arms were used in battle as late as the opening years of the Civil War by Confederate and some Union troops but were discarded as fast as percussion arms were issued.

In collecting firearms, it must be realized that there is a vast amount of overlapping in makes, models, types of ignition, methods of loading, firing mechanisms, and other mechanical and historic details. This is true because fire-arm development has been a gradual, evolutionary process.

Kentucky pistols were made by the same men who made Kentucky rifles but they were not recognized by collectors as a distinct type until 1939. Prior to that year, Kentucky pistols were described by collectors, dealers and museum curators as "horsemen's pistols," "great coat pistols," and by other terms which indicated that they were usually large-caliber, single-shot pistols, usually flintlock, suitable for use by mounted men. Today, they are among the rarest of all American firearms and are sold at extremely high prices, although before 1939 they could be bought for prices ranging from \$20 to \$50 apiece.

This is an example of what collectors call "sleepers," a term used for firearms which are sold at relatively low prices until national demand increases their rarity.

U.S. Martial and Semi-Martial Firearms

Veterans often start their collections with U.S. Martial Shoulder Arms. This group includes all those muskets, musketoons, rifles, and carbines made by the U.S. national armories at Springfield, Mass., and at Harpers Ferry, Va.; or bought by the United States from private



Col. Milo Beck, (extreme right), NAA member from Rogers, Ark., displays a well earned smile at the completion of the auction of seven acres of highway propetry that sold for \$25,500. Others in the picture, left to right, Hal K. Blevins, Vol. C. Blevins, Mr. and Mrs. Al Jorgenson. The Blevins' are the owners and operators of the Blevins Motor Co., in Rogers and were the purchasers of the property. Col. Beck reports the real estate auction business to have been quite good the past year.

name for a knife-or-dagger-pistol combined with brass knuckles. A bludgeon pistol has a club-shaped butt so that the barrel can be used as a handle to club a person after the pistol is fired. A bootleg pistol has nothing to do with prohibition. It is merely a pistol designed to carry in a boot or fastened to a leather bootstrap. A cane gun is a cane with a firearm concealed inside. A dagger pistol, also called a knife pistol, is similar to an Apache pistol but does not have brass knuckles attached. A knuckle-duster pistol has brass knuckles attached but no knife or dagger. A palm pistol is one that can be fired while concealed in the palm of the hand. A pencil pistol has a pistol built into what looks like an ordinary metal pencil. A fountain pen pistol is similar to a pencil pistol. A spring gun is a firearm fastened to a tree, anchored to the ground, or attached to some other solid base. Instead of a trigger, it has a lever with a hole in it for fastening one end of a string or wire stretched across a path or road. Any one or anything touching the string or wire moves the lever and fires the gun. Sometimes this is called a trap gun, but a true trap gun has a short spear on which bait is placed to tempt an animal to bite at

the bait, thereby firing a gun into its head.

Signal Pistols, also called Flare Pistols, Very Pistols, and several other names, were originally classified as freaks and oddities but now they are normally grouped with martial weapons; the demand has increased and the values are higher.

Cutlass pistols are pistols with a blade attached. A few are classified as U.S. Martial Percussion Pistols because they were made for and used by the U.S. Navy at one time, but most cutlass pistols are more properly classified as knife-or-dagger pistols, with resulting lower demand and lower values.

SHOTGUNS

Few collectors specialize in shotguns. Nobody can give specific reasons for this phenomenon but it exists. For example, revolving - cylinder percussion shotguns made by Colt at Paterson always sell for less than Paterson revolving-cylinder rifles and muskets made at the same time and place. However, it is possible that antique shotguns are "sleepers" and that in the future there will be a demand for them that will raise the values far beyond the expectations of today's experts.

Next to demand, condition is the most important factor in determining the value

IN UNITY THERE IS STRENGTH



The above three men will be busy the next few weeks with last minute plans for the Annual Convention and Business Meeting of the Ohio Association of Auctioneers to be held early in January. From left to right, they are: Richard "Dick" Babb, Secretary-Treasurer, Wilmington; Gene Slagle, President, Marion; and Herb Bambeck, Vice President, Dover.

of a firearm for collectors. With few exceptions, the condition of the bore (inside of the barrel) is disregarded by collectors because they do not want to take a chance on ruining their old guns by firing them, but otherwise condition is of vital importance. All collectors and dealers disagree about the precise definition of condition, but since 1940, the descriptions set forth in **THE GUN COLLECTOR'S HAND BOOK OF VALUES** have been accepted. Only two condition descriptions are given—"Fine" and "Good."

"Fine" condition means that at least 50 per cent of the original factory finish must be present. All markings must be distinct. All parts must be original. The weapon must be in perfect working order, mechanically speaking. In describing a gun in a catalog, an ethical dealer tells the amount of original finish. If it is less than 50 per cent, the condition is less than "fine" and worth less. If there is more than 50 per cent of the Barnes, Faith, who is constructing the sale original finish, the piece is better than "fine" and worth more.

"Good" condition means that little or no original factory finish is present. The original factory markings may be indistinct or missing because of wear. The exterior of the barrel may be slightly pitted or rusted. The stock may be bruised, scratched, or have small cracks, but otherwise it must be mechanically sound and complete. The firearm may show wear but not abuse or gross neglect. Mechanically, it must be in good working order. In a catalog, the extent of the rusting, pitting, cracking, etc. must be stated in detail.

These definitions of "fine" and "good" do not appear to be very strict to the beginner but it must be realized that they apply only to old firearms for a collector and not to semi-modern or modern arms which are acquired not only for exhibition but also for shooting. Generally, a gun for a collector in "fine" condition is worth about 50 per cent more than one in "good" condition, but like all statements about gun collecting, there is always at least one exception.

Finally, we are not collecting wood and iron, but the "Guns of Glory," many of

which were used in battle to create and preserve this United States as a free and sovereign nation. Know your guns, but also learn the story behind the guns because there lies the road to adventures of the mind, and that is the true measure of value!

Million Dollar Sale

NEW YORK CITY — Fifty-seven modern paintings, drawings and sculptures from the Larry Aldrich collection were sold for more than one million dollars at the Parke-Berent Galleries, the evening of October 30. Three times, prices of \$100,000 or more on a single item were reached

Top price paid during the evening was \$137,500 for catalog number 33, "Water Lilies" by Claude Monet. Number 30, "The Washerwoman" by Paul Gauguin, brought \$110,000 while number 39, "Femme Nue Assise" by Pablo Picasso sold for an even \$100,000. The latter was purchased by Marlborough-Gerson Gallery, New York City and other two went to private collectors.

Louis J. Marion, a member of the National Auctioneers Association, was the auctioneer.

Rasmussen Enjoying Excellent Health

We are happy to report to the readers of "The Auctioneer" that Col. Henry Rasmussen, Treasurer of the NAA, has regained his health and in his own words is, "Better than ever."

Hank, as he is known by his friends throughout the auction fraternity, had been ailing during the past spring and summer. He had cancelled his plans to attend the Cincinnati convention but changed his mind and arrived a day late. He has been Treasurer of the National Auctioneers Association since 1951 and has missed but one National Convention in that time.

Organization Builder

A clever approach toward interesting other auctioneers in becoming members of their professional organizations is being used by Col. Harold K. Keller, Mt. Joy, Pa.

Entitled, "The Lonely Inventor," and reprinted by permission from NATION'S BUSINESS, this item is used as a part of a mailing piece calling attention to area and state meetings of auctioneers.

Extra copies can be obtained by writing: Harold K. Keller, 268 Marietta Ave., Mt. Joy, Pennsylvania.

U. S. Property Sold

CHICAGO — Government property acquired at a cost of \$2,831,567 was sold for \$393,670 at a surplus goods auction.

The 243 items sold were stored at 34 Army, Navy and Air Force installations in 16 states.



The Sheraton Hotel, High Point, N.C. (above) was sold at auction October 23, for \$234,000. Bidding started at \$150,000 and jumped \$5,000 or more at a time until the \$225,000 mark was reached with several prospective buyers taking part. Purchaser was Delos Hedgecock, High Point, who plans to keep the Hotel in operation. The auction was conducted by Forrest and Robert Mendenhall, High Point, members of the National Auctioneers Association.

Directory of State Auctioneers Associations

Arkansas Auctioneers Association

President: Buddy Shoffner, Newport
Secretary: Milo Beck, Rogers

Colorado Auctioneers Association

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

Idaho Auctioneers Association

President: Delbert Alexander, Castleford
Secretary: Irvin Eilers, Kimberly

Illinois State Auctioneers Association

President: Charles P. Dunning,
416 Dundee Ave., Elgin
Secretary: Edward E. Bilbruck,
38 S. Dearborn St., Chicago

Indiana Auctioneers Association

President: D. D. Meyer, Monroe City
Secretary: Dean Kruse,
R. R. 2, Auburn

Iowa State Auctioneers Association

President: Leland Dudley, Chapin
Secretary: Lennis W. Bloomquist,
RFD 2, Pocahontas

Kansas Auctioneers Association

President: Paul A. Hurst, Valley Falls
Secretary: Richard M. Brewer, Mt. Hope

Kentucky Auctioneers Association

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

Maine Auctioneers Association

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

Auctioneers Association of Maryland

President: A. J. Billig,
16 E. Fayette, Baltimore 2
Secretary: Bill Fox,
American Bldg., Baltimore 2

Massachusetts Auctioneers Association

President: Phil Goldstein,
132 Russett Rd., Boston 32
Secretary: John Hilditch, Southville

Michigan Auctioneers Association

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

Missouri State Auctioneers Association

President: Russell Feedback, Belton
Secretary: Roger Hollrah,
2795 Zumbuhl Rd., St. Charles

Montana Auctioneers Association

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

Nebraska Auctioneers Association

President: Frank Diercks, Gordon
Secretary: Gene Lenhart, Gordon

New Hampshire Auctioneers Association

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

New Jersey State Society of Auctioneers

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

New York State Auctioneers Association

President: Harold Spoor,
29 Oswego St., Baldwinsville
Secretary: Donald W. Maloney,
518 University Bldg., Syracuse 2

North Dakota Auctioneers Association

President: Robert (Bob) Penfield, Bowman
Secretary: Wilbert Kroh,
1813—Ave. D East, Bismarck

Ohio Association of Auctioneers

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

Oklahoma State Auctioneers Association

President: Ed Vierheller,
Route 2, Claremore
Secretary: Bryan Blew,
Box 203, Cherokee

Pennsylvania Auctioneers Association

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

South Dakota Auctioneers Association

President: Willis O. Hanson, Mound City
Secretary: Reginald R. Oakley,
Box 222, Silver City

Tennessee Auctioneers Association

President: G. S. Gordon,
637 N. Main St., Shelbyville
Secretary: E. B. Fulkerson,
Rt. 4, Jonesboro

Texas Auctioneers Association

President: Russell deCordova,
712 Contour Dr., Mexia
Secretary: W. M. Bell, Llano

West Virginia Auctioneers Association

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

Virginia Auctioneers Association

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

Association of Wisconsin Auctioneers

President: E. G. Kuefner, R.R. 1, Hartford
Secretary: Joseph H. Donahoe,
706 Harriet St., Darlington

THE LIGHTER SIDE . . .

SUPER SALESMAN

The bald-headed little clerk in the men's wear department was so nice that a customer bought a half-dozen shirts, four neckties and two pairs of shorts. "Mister," the customer said as the package was being wrapped, "it's refreshing to do business with a man who knows his merchandise and treats a customer like an intelligent human being."

"Thank you, sir," said the clerk, smiling shyly. "Would you mind telling that to the manager on your way out? He's right over there."

The manager listened gravely while the compliment was repeated. "That eager beaver!" he muttered, shaking his head. "You're the sixth customer he has sent me this morning with a similar story. He's making everyone in the department, including me, look bad."

"What's wrong with that?" asked the customer.

"Plenty," replied the manager with a rueful grin. "He owns the store."

SECRET BALLOT

A peasant in a Russian village went to the polls on election day and was handed a sealed envelope to drop in the ballot box. He began to tear the envelope open when a Soviet official shouted, "What do you think you are doing?"

The peasant said he wanted to see for whom he was voting.

"Are you crazy?" exclaimed the official. "This is a secret ballot."

INTERPLANETARY WESTERN

A small boy was watching a TV program with his father. Suddenly the boy rushed to his room. He came back shortly wearing a space helmet and bearing a ray gun. "Put 'em up, you ornery horned toad, he piped, "or I'll plug you with my six shooter."

"Hold it son," corrected the father. "You've got the wrong cue. That's Western you're talking, not space."

"I," explained the boy with considerable composure, "am from West Mars."

LEGAL PRECEDENT

A newly appointed Justice was not familiar with the code and when a bootlegger appeared before him to plead guilty he was at a loss to know what to assess him. He called up the old Justice. "I've got a bootlegger here. What shall I give him?"

"Don't give him over \$4.00. I never did."

SURPLUS SOUVENIRS

An Easterner was telling about an experience he'd had on a vacation trip out west. "It was terrible," he recounted. "Indians on the right of me, Indians to the left of me, Indians in front, Indians in the rear, Indians everywhere, closing in on me."

"Wow!" exclaimed the listener, "What did you do?"

"What could I do?" was the reply, "I bought a blanket and two baskets."

VERBATIM

One blistering hot day when they had guests for dinner the mother asked her four-year-old son to say grace. "But I don't know what to say," the boy explained.

"Oh, just say what you hear me say," the mother replied.

Obediently, the boy bowed his head and murmured, "O, Lord, why did I invite those people here on a hot day like this?"

MATERNAL PRIDE

"How is your son doing in school?" asked Mrs. K. of Mrs. J.

"Very nicely," replied Mrs. J. "I think he's going to become an astrophysicist. Just the other day he came home with a note from his teacher which said that he was taking up space."

PRICE IS RIGHT

"My dear! What a lovely coat. It must have cost a fortune".

"Just a single kiss".

"That you gave your husband?"

"That he gave the maid"!

WRONG AGAIN, PARTNER

The husband began to tell his favorite joke at a party, but before he got halfway through it his wife corrected him on a minor point. A little later she made other corrections, and she even retold the punch line in her own version.

The husband was exasperated.

"We've been married 25 years," he told the guests, "and she still corrects everything I say."

"Twenty-six years!" the wife said smugly.

PEACE AGAIN

An old bachelor who had lived alone many years finally got married, but after a few months his young wife left him.

The old man took it good naturedly, saying, "Anyway she was always getting in the way while I was cooking, washing the dishes, and making the beds."

OH!!

The haughty, dowager called at the hospital to see her injured chauffeur.

"He's a very sick man," said the nurse. "Are you his wife?"

"Certainly not — I'm his mistress", the good woman said.

LOST AND FOUND DEPARTMENT

A man lost a valuable dog and advertised, offering \$1,000 reward. Later he stopped by the newspaper office. There was only the office boy there.

"I'd like to talk to the advertising manager," he told the boy.

"He's out sir."

"His assistant in?" the man went on.

"No, sir, he's out, too."

"Then may I see the editor?"

"He's out too, the boy answered.

"Great Scott," exclaimed the man. "Where is everyone?"

"They're out looking for your dog."

PAIR DON'T MATCH

Man: "Doctor, I'm afraid you'll have to remove my wife's tonsils one of these days.

Doctor: "I removed your wife's tonsils six years ago and I have never heard of a woman having two sets of tonsils!"

Man: "Maybe not. But have you ever heard of a man having a second wife?"

TEA FOR THREE

Three elderly ladies were stranded in a tough neighborhood and they reluctantly stopped at a local greasy spoon and ordered from a grizzly waiter. "I'll have a cup of strong tea and no lemon," said one.

"Some weak tea and lemon," said the second.

"Tea for me," said the third, "but make sure the cup is clean."

Returning in a few minutes with the order, the waiter grumbled, "Okay, which one wanted the clean cup?"

CHOICE TOPIC

A hunter and his friends stopped at a small gun shop in a remote section of the country for minor repairs to one of the guns.

They observed the following sign hanging on the wall, which quoted the following prices:

"Labor \$4.00 per hour, discussing hunting, fishing, politics, etc. \$7.50 per hour; arguing \$20.00 per hour; discussing women, free."

GILDING THE LILY

A group of young men just out of basic training were transferred to an Air Force Base to await assignment. Because knives and forks had been disappearing at a great rate, their first job was to count the silverware in the mess hall after every meal.

In a realm dominated by pilots and gunners, this "knife, fork and spoon" specialty proved embarrassing, especially at YWCA dances, where the young hostesses would inevitably ask. "What do you do in the service?"

Finally one of the "specialists" came up with this face-saver: "I'm a calculation technician, precious-metals division. I can't say any more." And with an overawed girl in his arms, he would happily dance away!

CURIOSITY —

"Let me see that letter you've just opened", snapped the wife. "I can see from the handwriting it is from a woman and you turned pale when you read it".

"You can have it", returned the husband calmly. "It's a bill from your dress shop".

**FELLER'S
AUCTIONEERING COLLEGE**

Where the newest and most successful methods of auctioneering are taught.

255 South Schuyler, Kankakee, Ill.

**MOUNTAIN STATES
AUCTION COLLEGE**

**Box 474
Cheyenne, Wyoming**

Each class limited.
Individual instruction stressed.

Write for details.

**Learn Auctioneering
At Home**

**Nelson Auction
School**

16800 Whitcomb
Detroit 35, Michigan

Home Study Course \$37.50
(With Recordings)

Residential Classes \$87.50

555 Auction Sayings \$2.00

**Classes Begin SECOND
MONDAY of April; June;
September and December
EVERY YEAR!**

Nationally Recognized School

**NATIONAL
AUCTION INSTITUTE**

College Station, Texas

The School of Distinction

LEARN AUCTIONEERING

Two week term, or home study.
Nationally recognized, diploma.
Free Catalog!

MISSOURI AUCTION SCHOOL

1330 Linwood Kansas City 9-X43, Mo.

PERSONALIZED

Business Forms Add Prestige,
Get New Business.

Get our prices on all types of personalized business forms in snap-out carbon form as well as checks, sales books and Auction Contracts.

BERNARD HART

803 S. Columbia St., Frankfort, Ind.

**ATTENTION
AUCTIONEERS**

The Kansas City Realty School is quitting business and retiring.

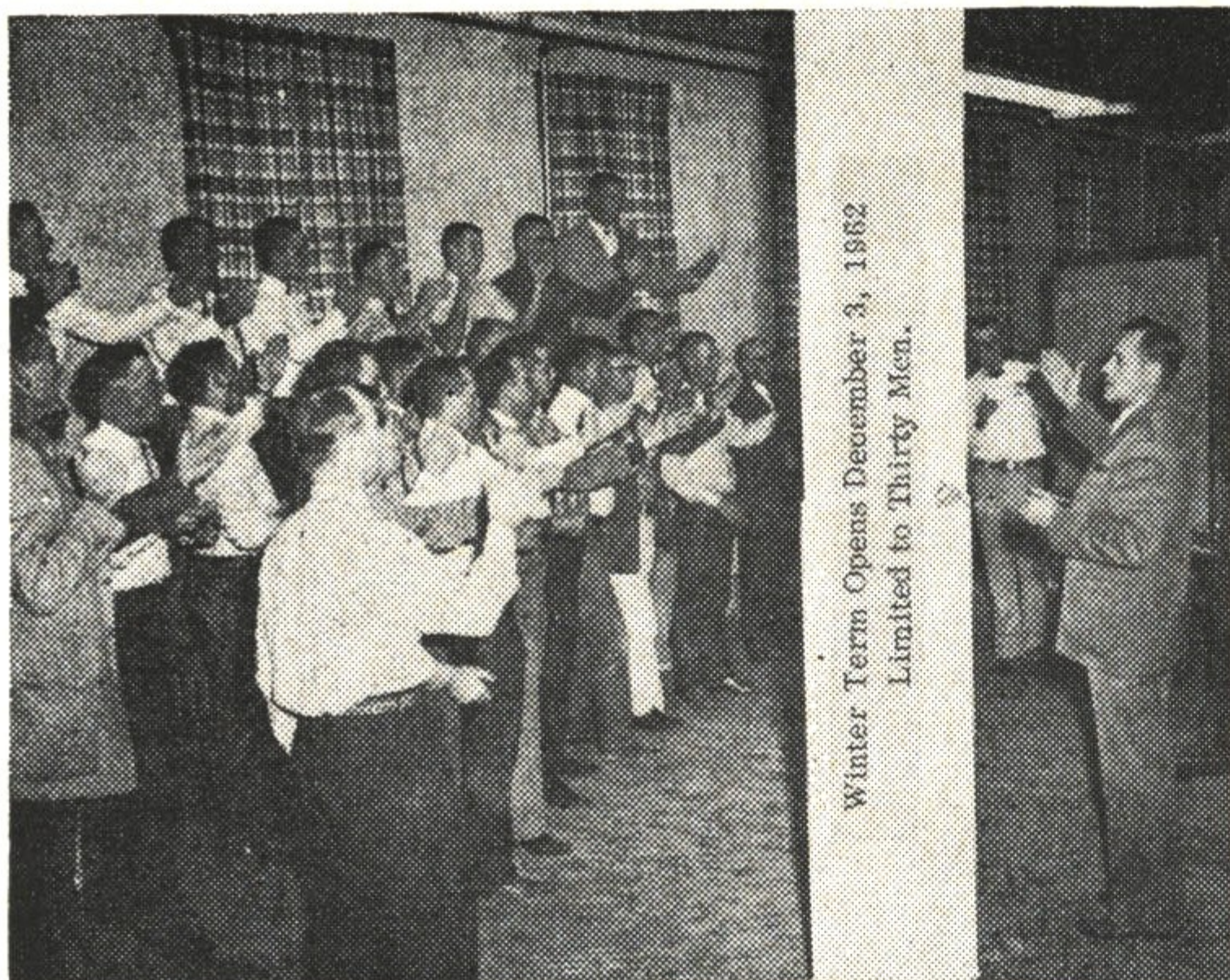
Be a Real Estate Broker or Salesman.

For a limited time, only until we sell what stock we now have on hand, we will sell our regular \$89.50 Home Study Courses, consisting of twenty lessons each, as a one package deal with no diploma or grading for \$12.95, while they last.

Mail your check or money order today.

COL. GEORGE A. MANN, Owner
15500 E. 24 Highway
Independence, Missouri

(Mann Auction & Realty Co., Since 1919)



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

Your Posterior end won't be numb, but your head and heart will be in the Auction business, at

WESTERN COLLEGE OF AUCTIONEERING

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

You will be on your feet for 60 some hours of bid calling practice.

14 Instructors assist you. Night and Day.

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

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

WRITE TODAY, TO

Western College of Auctioneering

Box 1458, Billings, Montana (Established 1948)

Six Reasons Why People Join Professional And Trade Associations

1. They want to improve the industry and their own business methods.
2. They believe in the association and its objectives.
3. They want to use the services of the organization.
4. They appreciate contacts and companionship.
5. They want to be informed on trade matters.
6. They want to work with competitors on mutual problems.

Those who do not join evidently do not possess the above desires.

HOLIDAY GREETINGS

