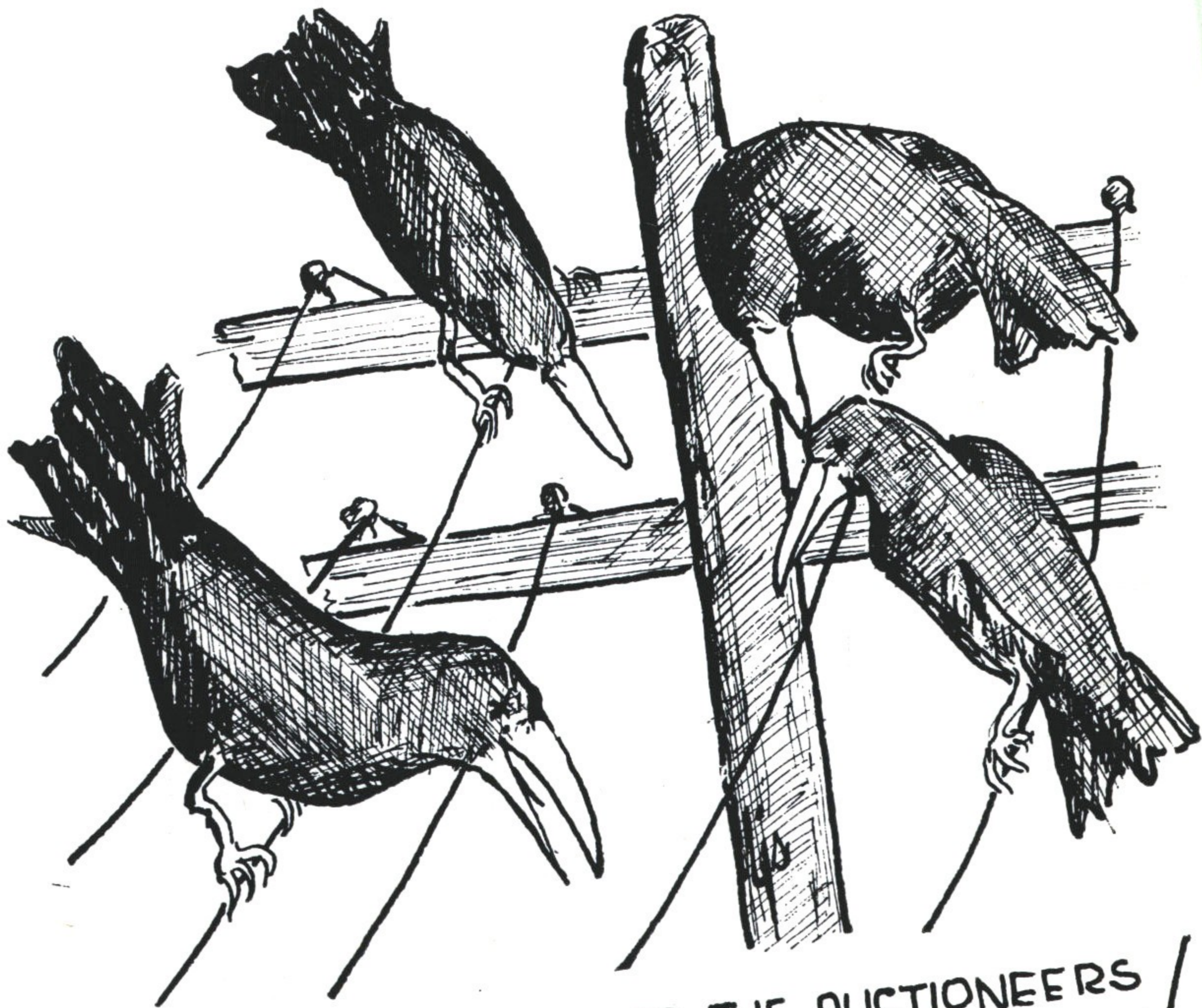


the AUCTIONEER



ACCORDING TO THE WIRES, THE AUCTIONEERS /
ARE GOING TO MEET IN HOUSTON, TEXAS IN JULY!

NATIONAL AUCTIONEERS CONVENTION

JULY 20-21-22, 1961

Shamrock Hilton Hotel, Houston, Texas



“Here in Texas, everything is big, and the National Auctioneers Convention at the Shamrock Hilton in Houston, will be the biggest event in Texas so far as we are concerned. “Won’t you join us?”

Earl White, President
Texas Auctioneers Association

THE AUCTIONEER
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803 S. Columbia St. Frankfort
Indiana

National Membership Total Jumps To Record High Of 1370

The total membership in the N.A.A. moved to 1370 this month. This constitutes a new high for the organization and makes a total of 1500 members by convention time a distinct possibility at the present pace.

We would like to point out that the goal of 2000 members by July is still attainable. It would involve the signing up of a new member by 600 present members, or the concentrated efforts of less than half of the present membership.

The Montana membership more than doubled during this period. Montana's growth occurred after the organizational meeting when the State Association was formed.

The membership count by states follows:

STATE	Members March 15	Expirations April 1	Members April 15
Alabama	8	1	6
Arizona	1		2
Arkansas	12	1	17
California	12	3	30
Colorado	20		28
Connecticut	2		4
Delaware	3		3
Dist. of Columbia	1		1
Florida	14		15
Georgia	14	1	13
Hawaii	1		1
Idaho	13	1	11
Illinois	101	1	107
Indiana	85	6	84
Iowa	40	1	44
Kansas	64	3	61
Kentucky	54		59
Louisiana	7		7
Maine	4	1	3
Maryland	14	1	15
Massachusetts	24	1	23
Michigan	41		42
Minnesota	16	1	16
Mississippi	3		3
Missouri	36	1	42
Montana	11	1	25
Nebraska	103		103

Nevada	1		2
New Hampshire	4	3	1
New Jersey	29	2	29
New Mexico	10		10
New York	50	6	46
North Carolina	17	2	19
North Dakota	8		8
Ohio	104	2	110
Oklahoma	18	1	19
Oregon	7	1	9
Pennsylvania	83		82
Rhode Island	6	1	5
South Carolina	3		4
South Dakota	6		8
Tennessee	57		56
Texas	42		44
Utah	3		3
Vermont	4	1	5
Virginia	24	1	25
Washington	7		8
West Virginia	13	1	12
Wisconsin	76	5	73
Wyoming	11	1	11
Canada	13	1	14
Germany	1		1
Australia	1		1
TOTALS	1317	52	1370

Midsummer Meeting For Pennsylvania

The annual midsummer meeting of the Pennsylvania Auctioneers Association, Inc. will be held on Monday, June 5, at 10:00 a.m. at the George Washington Motel located in eastern Pennsylvania on Route 202 at the Valley Forge exit of the Pennsylvania Turnpike.

Twice yearly the five chapters of the Pennsylvania Association meet together to discuss common Pennsylvania auctioneering problems. This summer session will highlight a discussion of the proposed auctioneers license legislation which is once again before the Pennsylvania Legislature for enactment. This bill is sponsored by and written by the Pennsylvania Association for the protection of the public and for

the betterment of honest auctioneers.

Pennsylvania auctioneers are urged to arrive at the Motel on Sunday afternoon, June 4, when a tour of Valley Forge Park is planned. As every American school child knows, this is the site of George Washington's colonial troops winter encampment.

The city of Philadelphia is only 20 minutes away via a new high speed expressway. Wives and children of auctioneers are encouraged to make the trip as there are many places to visit near the meeting location. Advance reservations at the Motel are a must if a room is to be guaranteed.

One More Member For '61 Should Be Everyone's Goal

BY RUSSELL KRUSE, AUBURN, INDIANA
VICE-PRESIDENT INDIANA AUCTIONEERS ASSOCIATION

I am sure that most of us eagerly pick up "The Auctioneer" magazine as soon as it appears on our desk each month, but I wonder how many of us ever notice the line of print at the top of every page, "In Unity There Is Strength." I am proud to be a member of my State and National Associations. However, when I look around and compare Auctioneers with other professional men such as Doctors, Lawyers, Insurance Underwriters and Realtors and realize the thoroughness of organization and the number of members they have on State and National levels, I realize that we must constantly keep pressing forward.

Recently I was part of a County Hospital Drive in which two men got the inspiration for the construction of a needed hospital. They started meeting with the rule that every person present bring someone along to the next meeting. In nine months this group grew to 1200 members and raised \$1,500,000.00 entirely by donation for this worthy cause.

Auctioneers, I am convinced that we members are sold on our fine organization and good staff of officers but how can the other fellow—your competitor or the young man just starting into the auction business—know about all this if he isn't attending meetings, conventions or receiving "The Auctioneer."

I am sure we all agree in opening a sale that a few short, well chosen remarks expressed in a clean, frank confident way, giving terms and conditions of the sale

are best. Try to believe what you say and the other fellow will believe you. This same method will work in talking to a non-member auctioneer. THINK how fast we can grow if each of us would get one new member in 1961. Don't look around. Accept this challenge yourself! IN UNITY THERE IS STRENGTH. Professional strength will put extra dollars in your pocket.

License, Increase In Dues Recommended

In a special called meeting at the Marrott Hotel in Indianapolis, April 9, the Board of Directors of the Indiana Auctioneers Association expressed themselves as being in favor of a license law for auctioneers. The vote was not unanimous as it followed a heated discussion of the subject.

In another action, the group recommended that annual dues be increased from \$5.00 per year to \$20.00 per year. As this would make a change in the present constitution and by-laws, approval by the membership would be required before the change in dues could be placed in effect.

"Everyone knows that many of the new drugs are not cheap. These days you can expect to pay as much to cure a girl of pneumonia as to take her to dinner and the theatre."

Over 47% Of Memberships This Period Are New Members

Of 146 memberships received in the Secretary's office during the period between March 16 and April 15, 69 or over 47% were new members. Renewals for April expirations have been coming in during this period and we continue to receive a few renewal memberships for January expirations as well as reinstatements from former members.

A list of those memberships received during the last period follows. An asterisk indicates renewal.

- *Richard A. Wagner, Michigan
- *Z. E. Blodgett, Jr., Ohio
- Warren C. Ware, Ohio
- *Ben G. Hoffmeyer, North Carolina
- *C. E. "Ken" Reed, Colorado
- *M. F. Merrill, Ohio
- James H. Janak, Texas
- *Adrian Atherton, Kentucky
- *C. M. Carter, Jr., Kentucky
- *George Swinebroad, Kentucky
- Frank St. Charles, Kentucky
- *A. F. "Shorty" Smith, Texas
- *Winfred Hinkley, New Jersey
- *Ernie Austin, Colorado
- *C. W. Rosvall, Colorado
- *Richard L. Sarver, Pennsylvania
- *Bernard Bartikowski, Pennsylvania
- *Henry Brooks, Pennsylvania
- *Joe E. Miller, Pennsylvania
- Harry A. English, Pennsylvania
- Roy M. Mitchel, Pennsylvania
- L. A. Mutschler, Pennsylvania
- *Russ E. Summers, Missouri
- *Thomas L. Pearch, Colorado
- *Kenneth Richardson, Texas
- *Jim Wilson, Ohio
- Ted McDougald, Saskatchewan
- Clyde A. Boldman, Ohio
- *Harold C. Henry, California
- Paul M. Van Houten, California
- Keith Cullum, California
- Larry P. Carlon, California
- John A. Maurer, Ohio
- *George Michael, New Hampshire
- *J. L. Hardesty, Colorado
- Joseph Sagor, Connecticut
- Robert S. Botwinik, Connecticut
- *John Clauss, Jr., New Jersey
- *DeWayne O. Traughber, Montana
- Luie Flower, Arkansas
- John Ayers, Missouri
- *Morris F. Fannon, Virginia
- Robert L. Chambers, Indiana
- Hubert McConnel, Montana
- John Kirkland, Washington
- Bernard P. Day, New York
- Stephen A. McDonald, New York
- *L. F. Heidrick, Kansas
- W. L. "Bill" Morehead, Arizona
- John T. Ensminger, Pennsylvania
- Mark D. Seiler, Pennsylvania
- *Harry M. Wimer, Jr., Pennsylvania
- *Henry H. Leid, Pennsylvania
- *Rufus Geib, Pennsylvania
- *Frank Steller, Pennsylvania
- *Ralph W. Horst, Pennsylvania
- *John E. Crawford, Pennsylvania
- *L. M. F. Hocker, Pennsylvania
- *Jim Merrigan, Missouri
- *Lloyd E. Sitter, Illinois
- James E. Allen, Illinois
- James W. Arnold, Arkansas
- Jack D. Bradley, Colorado
- *Bill Jameson, Germany
- *Glenn T. Powers, Sr., Iowa
- *Ralph H. Shively, Indiana
- Kenneth G. "Jake" Cochran, Oklahoma
- Harry R. Campbell, Ohio
- John Carlton, Arkansas
- Arnold E. Eidson, Missouri
- Bill Glover, Arkansas
- O. R. Ireland, Missouri
- Bill J. Martin, North Carolina
- Ronald M. Ohlinger, Iowa
- Robert C. Opheikens, Wyoming
- Charlie L. Page, Oregon
- Ivan W. Reel, Indiana
- Joe Watkins, Arkansas
- Harold W. Young, California
- Stafford Linderhold, Colorado
- Jimmy M. Slater, Texas
- *Alex Cooper, Maryland
- *Melvin E. Liechty, Indiana
- Neal A. Tarbox, Vermont
- Charles Hoover, South Dakota
- *A. R. Billiter, Illinois
- *Ed Carter, Missouri
- J. Clint McClain, South Carolina

Conrad Burns, Missouri
 David Derzon, Wisconsin
 *Joe Bushong, Colorado
 *Daniel C. Poole, Maryland
 *Ray H. Feragen, Montana
 *Guy L. Pettit, Iowa
 *Pete Younger, Missouri
 Gerald Wolff, Kansas
 Joseph R. Bove, Vermont
 Carl Tomlinson, Illinois
 *Harry J. Argus, Indiana
 *Edward Jezierski, Connecticut
 *Roger Bennett, Ohio
 *Norman E. Knowles, Jr., Virginia
 *A. R. McGowen, Illinois
 *J. R. Koske, Florida
 *John W. Burkhardt, Colorado
 *Milton Mann, Montana
 *Wes Chapman, Illinois
 *E. E. Cox, Oregon
 Melvin Ellis, California
 C. R. Thomas, Montana
 Dan Lattin, Montana
 *R. J. "Bob" Thomas, Montana
 Gordon Gross, Montana
 T. E. Herman, Montana
 Gus Bender, Montana
 Clark Taylor, Montana
 Ron Granmoe, Montana
 Con Christianson, Montana
 Shields B. Sanders, Montana
 John T. Vucick, Montana
 *James Tannehill, Montana
 *John A. Case, Indiana
 *Clarence E. Davis, Indiana
 *Paul W. Lavengood, Indiana
 *Pierce Smith, Georgia
 *Emerson Marting, Ohio
 *Robert Schnell, South Dakota
 H. S. Beeney, Illinois
 *Don E. Fisher, Ohio
 *David H. Levine, Minnesota
 *Ray Clark, Indiana
 *Daniel M. Owens, North Carolina
 Duane M. Roorda, North Carolina
 Frank Bass, Montana
 Virgil Donovan, Montana
 Clifford Strong, Illinois
 *Jesse A. McIntyre, Iowa
 Isidore Winkleman, Oregon
 Abe Belosky, Illinois
 *Lewis Campbell, Oklahoma
 Fred C. Ott, Oklahoma
 *Meyer Gronik, Wisconsin
 *Joe Herard, Iowa
 *Elmo Z. Peppers, Georgia
 *L. C. Christensen, Wisconsin

Our Congratulations To:

COL. And MRS. JACK GORDON
 CHICAGO, ILL.



MARCH 15 — Celebrated 50th Wedding Anniversary.

MARCH 29 — Became proud Great-Grandparents

APRIL 12 — Jack celebrated his 75th Birthday

300 Animals Perish In Stockyards Fire

STURGIS, Mich.—Fire swept the Sturgis Livestock Sales Co. yards, killing more than 300 animals and causing an estimated \$100,000 loss.

About 250 hogs, 50 sheep and five cows died when the flames raced through the animal pens and destroyed a two-story building housing a show ring and offices. Officials of the firm said the pens were stocked heavily for a regular weekly auction sale. The yard is a mile south of the city.

There were no injuries, but most of the company's financial records were lost. Cause of the fire was not determined.

Are Auctioneers Super-Salesmen Selfish, Lazy or Just Indifferent?

BY H. W. SIGRIST, LA GRANGE, INDIANA

I have a lot of time to just sit and think these days and sometimes I get to wondering about the Auctioneers who are busy all the time, those who are busy half the time and those who are idle most of the time.



Of the possible ten thousand auctioneers in the United States about ten or twelve per cent belong to the N.A.A. I wonder which ones belong — those who are busy nearly all the time, those who are just busy half the time, or the ones who don't have anything to do? Well, there is one lot of these fellows who know a lot but want to learn still more. They want to learn some new angles and some new tricks and they are not too selfish to be willing to impart a little knowledge of their success to their fellow men. These auctioneers are not afraid they will lose their business if they leave home for three days and they really make enough "hay" anyway to be able to take a whole three

days off.

I think these fellows are the Super Salesmen. In fact I know one little auctioneer (who never did fully grow up) who lives in one of the largest cities of the Middlewest who has probably sold more dollars worth at auction in one day than many of us have sold in a lifetime. He went out of his way to see a few fellow auctioneers. In fact, he signed up 39 for the N.A.A. in the last six months. He is just an ordinary fellow like many of the rest of us. Everyone just calls him "Jack." This is the difference between a Super Salesman who is not selfish, lazy or indifferent. If we just had forty more like him we could double our membership. Or if the thirteen hundred or thereabouts each just got one more member we could double the membership and what a great lot of auctioneers that would be, all working for each other.

I remember a great many years ago I had practically all the auction business in my city with no competition when one day there came along a good, young auctioneer who went after the business. He built a good business and my auction auction sales also doubled.

Yes, I guess some of us get lazy, selfish and indifferent. If one auctioneer can get 39 new members in less than six months the rest of us ought to add another thousand in the next three months, or else admit that we belong to the class I have labeled in this article.

As for myself, if I finish out March, I'll be seventy-nine. I have had rather a rough winter with two stretches in the hospital and am living on a very strict diet and schedule but I am still planning on Texas in July. I would like to see all of you fellows who read this and a thousand more. Let's get big like Texas so we can brag a little.

As always, your Hoosier friend,
Herman W. Sigrist



The Montana Auctioneers Association organizational meeting held March 26 was the occasion for the organization of the Arkansas Auctioneers Association as well. Pictured at the meeting in Billings, Montana are W. J. Hagen, Billings, Montana; James W. Arnold, Magnolia, Arkansas; Bernard Hart, N. A. A. Secretary, Frankfort, Indiana; and Brad L. Wooley, Little Rock, Arkansas. Standing is R. J. Thomas, Billings, Montana.

Two States Organize At Montana Meeting

Auctioneers from the State of Montana gathered at the Northern Hotel in Billings, March 26, and organized the Montana Auctioneers Association. A Ladies Auxiliary was also formed the same day.

With nearly every section of the large state represented it was a most enthusiastic group who formed the nucleus of the 28th State Auctioneers Association to be organized and the eighth state to require NAA membership as a requisite for State membership.

R. J. "Bob" Thomas, Billings, was elected to the office of President; Ken Conzelman, Bozeman, Vice President; and W. J. Hagen, Billings, Secretary-Treasurer. These men were selected from a nine man Board of Directors who were elected prior to the

election of officers.

Ken Conzelman; Gus Bender, Billings; and Frank Bass, Lewistown; were elected to three year terms; Milton Mann, Vaughn, W. J. Hagen, and William McKay, Great Falls, to two year terms; and Ron Granmoe, Lindsey; John Vucick, Whitehall, and Bob Thomas to one year terms.

Bernard Hart, Secretary of the NAA, was present to assist with the organization plans and take part in the discussion prior to the vote to organize. The film of the 1956 National Convention was also shown and the invitation issued to attend the 1961 convention in Houston.

During this same meeting, the 29th state to have an Auctioneers Association recognized by the NAA was formed, this being the Arkansas Auctioneers Association, Brad L. Wooley, Little Rock, was named President, and James W. Arnold, Magnolia, Secretary-Treasurer.

Variety Of Attractions Await N.A.A. Convention Guests

BY COL. B. G. COATS

Fifteen years is a long time but I have never during that time been more encouraged to write an article for "THE AUCTIONEER" than at this time. Encouraged because of so much enthusiasm over the coming national convention. Encouraged because of the splendid increase in membership. Encouraged because of the great interest that is manifested in the National Auctioneers Association by Auctioneers throughout the United States.

It is hardly surprising that an Auctioneer who has once visited Houston, Texas, may literally count the days until he returns. The city has a unique quality—different from that of any other American city and almost certain to capture the heart of every Auctioneer and his wife. When members of the N. A. A., their wives and families meet in Houston, Texas, for their national convention July 20-21-22 they will discover for themselves the rare charm of this renowned city. They will marvel at the sheer magnificence of the fabulous Shamrock Hilton hotel and the unique and picturesque city of Houston. Their first impulse will be to absorb as much as possible of all this beauty in the time available.

I will not take the time to elaborate on the magnificent Shamrock hotel other than to call to your attention that all rooms are "AIR CONDITIONED." As you enter the doors of this famous hostelry a greeting awaits you as generous as Texas itself and, Colonel, that is generosity personified.

There is every reason to believe that attendance records will be shattered at the 1961 national convention. I learn VIA the grapevine that the Texas Auctioneers Association will not be satisfied with less than a registration of 500. They are determined to make the 1961 national convention the greatest in the history of the National Auctioneers Association, and when

the convention is over and we all depart for our respective domiciles everyone of us can truly say it was indeed a revelation.

The membership of the N. A. A. has responded to the leadership of our President, Col. Carman Y. Potter, and is continuing to respond by obtaining many new members. The goal of 2000 members by July 1961 will be surpassed if we all do our duty.

I am told that Texas has approximately 1000 Auctioneers and that they are all awaiting the opportunity of seeing for themselves just what a national convention of Auctioneers is like. They welcome this event and have so expressed themselves by joining the Texas Auctioneers Association and the N. A. A. The Texas Association is one of the late Associations but is rapidly forging to the front and like everything else big in Texas, they can soon and very soon boast and proudly so of having the largest membership of any state Auctioneers Association.

The city of Houston is going all out this summer in cooperation with the convention planners to make your visit one you will remember joyously for a long time. Don't fail to be there July 20-21-22. It has been a long hard winter so that the need for a vacation has been forced upon us. My accountant is due any moment now to prepare my income tax return for 1960 and if you feel as I do, such an ordeal would make any Auctioneer want to get away for a few days and remember that your expenses in attending a national convention are tax deductible.

During 1960 despite continued reminders that reservations should be made in advance there were many late arrivals who found it difficult to get accommodations. May I suggest that you make your reservation as quickly as possible and be assured that you and your family will not

be inconvenienced upon your arrival. Let's all go to Houston, the oil capital of the United States and see and hear how the Texas Auctioneers pour on that black gold. Make your reservations now.

Thought For Today: God never fails those who trust in Him; He guides them through darkness and through trials secretly and surely to their end, and in the evening time there is light.

The President's Letter

Dear Friends:

The response to our membership drive for the 1960-61 fiscal year has fallen short of early expectations, but we still have time to make our goal a reality. We are very proud of those who have signed at least one new member during the year and believe this list will greatly increase between now and convention time.

There will be several State Association meetings during the next three months. Either your secretary or your president will attend these meetings if at all possible for we believe that it is important for the N.A.A. to have a close association with the various state organizations.

We are pleased with the fine promotional work of many state officials and wish to compliment them for their efforts. One of the great powers of any organization is its cooperative spirit and that spirit continues to grow in and between the N.A.A. and our state organizations. Let's keep up the good work!

License laws have been the issue discussed by several state organizations this year and while the N.A.A. has always respected States Rights we are, nevertheless, concerned. According to a motion that was passed at the 1960 National Convention, a committee has been appointed to review license bills and laws with the hope that it may be able to come up with a practical, workable bill that may serve as a guide to state associations or to individuals or other groups of Auctioneers.

It is the hope of the N.A.A. that whatever legislation is considered, it will be for the benefit of **all** good auctioneers and not for only a few.

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



Missouri Auction School Graduates, Class of March, 1961. Front Row, left to right: Roy S. Harper, Mo.; Fred C. Ott, Okla.; Don V. Whetsel, Mo.; Milton B. "Buddy" Franklin, Secretary, Okla.; Larry Z. Trumbo, Class President, Mo.; Col. LeRoy Moss, Instructor, Ill.; Col. Boyd Michael, Registrar, Mo.; Col. Richard W. Dewees, President, Mo.; Col. Dean Gates, Instructor, Mo.; Col. O. R. Ireland, Instructor, Kans.; T. Chester Baker, Jr., Va.; John A. Maurer, Ohio; Joseph C. Tate, Mich.; Thomas Kitchen, Canada.

Second Row: A. Doty Remsburg, Md.; John Carlton, Ark.; Dan Schlichter, Ohio; Wilson W. Daugherty, Mo.; Stan Karey, Ohio; Arthur Tulk, Kans.; Earnest Thomas, Mo.; Ronald Ohlinger, Iowa; Hugh Kelly, Colo.; Bill J. Martin, N. C.; J. A. Armes, Okla.; Ivan W. Reel, Indiana; Ronald Brown, Ind.; Vernon W. Arnold, Kans.

Third Row: Francis F. Hewitt, Va.; Conrad R. Burns, Mo.; Leo D. Koeller, Ill.; Harry R. Campbell, Ohio; James Flickner, Ind.; Melvin "Jack" Johns, Nebr.; Bill Glover, Ark.; Arnold E. Eidson, Mo.; Doc Lawson, Colo.; Staff Linderholm, Colo.; Kenneth Pratt, Colo.; Bob Carney, Canda.

Fourth Row: C. R. Page, S. C.; Duane M. Roorda, Wash.; Earl McCauley, Okla.; C. Clark Wydick, Mo.; Hugh D. Roe, Mo.; Jerry Martin, Ill.; Harry W. Wollgast, Ill.; Bud McKinley, Texas; Jim R. Miller, Iowa; Harold W. Young, Calif.; Delbert Kraich, Colo.; William R. Jones, Ark.; Marvin P. White, Ill.;

Fifth Row: Joe Watkins, Ark.; Jimmy M. Slater, Texas; Albert F. Cox, Mo.; W. G. Pickford, Va.; R. C. Opheikins, Wyo.; J. M. Schlichter, Ohio; Kenneth Cochran, Okla.; Charlie A. Reed, Kans.; K. McGregor, Canada; Dale Hafer, Mich.; Charlie L. Page, Ore.; Elmer T. Walton, Mo.; L. L. Morse, Mo. Instructors not in picture are Col. Ken Barnicle, Mo.; Col. Carman Potter, Ill.; John O'Flaherty, Real Estate Atty., Mo.; Dr. Robert Hertzog, Vet. Mo.; H. R. Block, Tax Specialist, Mo.; Paul McClure, Auto Auction Mgr., Mo.; Students not in picture are B. H. Doggett, N. Y.; James Walker, Fla; Jerry Bauman, Nebr.

First Response To Members Of The Auction Profession

BY ROBERT A. FOLAND, REAL ESTATE AUCTIONEER

May I express my thanks and gratitude to members of the Auction profession who have written articles expressing ideas and experiences that have been beneficial to me in my work.

As I have scavenged the contents of the issues published in the past years, I find that the most successful auctioneers are in agreement on a few basic principles that never grow old or obsolete.

If I may, I would in this brief paragraph submit these fundamental principles. TRUTHFULNESS to buyer and seller and the public in general.

UNSELFISHNESS in thoughts and deeds.

HONESTY with conscience and others.

PRIDE in what I am doing for the profession as well as what the profession is doing for me.

CONCERN not only for myself, but for the welfare of others in the need of auction service. I could go on and on possibly, but these I consider the most important to one's success.

My Dad, R. C. Foland, has written many articles for this publication pertaining to the selling of real estate by auction and of some of the experiences he has had for over a half a century. I have profited by his guidance and experiences in selling real estate by auction since joining him in 1949. He is a profound advocate of the principles listed above, which I know has contributed to his success.

All of us, faced with the fact that there are only two methods of selling real estate or personal property, the auction method and the private method must make a choice of either of these services when disposing of that which we want to sell. Also we must firmly and energetically recommend that method which we consider holding out for greater advantages and rendering the most worthy service.

After careful scrutiny, thought and consideration, we believe that the auction plan applied upon the selling of real estate

has, does and will get results. We also recognize the fact that the application of this service has a tremendous effect upon the results of a successful sale.

The word "auction" has a simple definition, but may not be as simple as it sounds when you hear many individuals expressing their opinion as to what they consider an auction. So I hesitate here to give my version and refer you to the dictionary lying handy. In essence I believe it will say an auction is a sale of real estate or personal property to the highest bidder. Anything other than this would not be a sale by auction, but by the private plan of selling camouflaged with an auction heading. We could write a book about this point alone, but space does not allow it.

Getting a sale by genuine auction from a prospective seller is one of the, if not the most important step in selling real estate by auction. We find many auctioneers who are able to get up and call bids, having something in front of them to sell and doing a very good job of it, but who are lost when it comes to getting out and contracting sales of realty by auction.

It has taken us many, many years to prepare an interview convincing people that the auction plan of selling is worthy of their consideration and use.

We have found it is just as essential and important to prepare a seller to sell as it is to prepare and persuade a purchaser to buy.

We are selling real estate without reserve to the highest bidder. We say this humbly because we have no priority over the auction plan and if others will raise up the hood, so to speak, and look underneath for the advantages of selling real estate by auction, they too will be able to refer others to the service it has to render and it will take its place along with the private treaty in every community in the selling of real estate.

IN UNITY THERE IS STRENGTH

THE LADIES AUXILIARY



Dear Ladies:

Spring is here at last. Such a lovely time of the year it is. We have had some warm days even though Easter Sunday we had one or two inches of snow.

It is hard to believe that there are just three months until convention time. There has been much preparation for this year's convention. The convention site, the Hotel and the program are all superb. You really won't want to miss any part of it. I hope each of you is planning to attend The Texas Ladies certainly have an interesting program planned.

Arrangements have been made for qualified baby sitters. There is a swimming pool at the hotel so, mothers, remember to pack the family's swim suits. I believe from the program planned that this will be the best convention ever.

I have chosen the following members to serve on the committees named for the coming convention. I trust that each one will accept the responsibility assigned to you.

NOMINATING COMMITTEE

Mrs. Charles Kinsey, Michigan
Mrs. Donald Stafford, Ohio
Mrs. Roy Gevelinger, Wisconsin

AUDITING COMMITTEE

Mrs. Lewis Marks, Illinois
Mrs. Arnold Ford, New York
Mrs. James Patterson, Ohio

GRIEVANCE COMMITTEE

Mrs. Irwin Murray, New York
Mrs. John Freund, Wisconsin
Mrs. Charles Corkle, Nebraska
Mrs. Fred Ramsey, Tennessee
Mrs. Gene Slagle, Ohio

We are planning to be in Houston a few days early for a little vacation. Owen has been so very busy this winter and spring so it will do us both good.

Shall we see you in Houston?

Sincerely,
Madonna Hall
President

Ladies of the Auxiliary:

We Texans are looking forward to being hostess to you ladies from all parts of these United States. We are planning for a most successful annual meeting and entertainment. The Ladies of the Auxiliary know how much pleasure is gotten in meeting with old friends and how much more important it is to meet new acquaintances. Therefore, we especially want to invite new friends to join us for the annual program of the Auxiliary during the N.A.A. Convention is Houston, Texas in July.

Everyone should be making plans now to attend the forthcoming Convention where you can spend a well planned vacation along with the business trip to a climate which will prove to be true summertime.

The Auxiliary is most fortunate in having a very capable staff of officers, but this staff needs the support of each one of you. Therefore, it is most beneficial to this organization if you will plan to attend the next Convention and take part in the interesting programs which are being outlined to make this Convention one long remembered.

With an outstanding accomodating hotel, well planned programs for all concerned, a swimming pool, a playground, and baby sitting arrangements, all at moderate prices, you just cannot afford to miss coming to Texas in July.

Sincerely,
Pearl Britten

Auxiliary Plans Are Big As Texas

By Mrs. Ernest Freund

All plans coming onto the desk of your Auxiliary Secretary from the pen of Mrs. Earl (Betty) White of Madisonville, Texas, concerning the arrangement for the Ladies part in the convention make me understand that Texas surely does everything BIG.

Betty, as Chairman, and her Texas Committee have a well rounded and interesting program.

IN UNITY THERE IS STRENGTH

The highlight of the convention for the girls is a typical ladies venture — a shopping tour on Thursday afternoon via air conditioned bus from the Shamrock Hilton to the South's largest shopping center, the Gulfgate Shopping City, which contains 72 stores. They tell us we will be able to buy anything from mink stoles to mouse traps. Refreshments will be served by the Hostess enroute and she will point out interesting sights along the way. Thus we will have a Capsule Tour of the city of Houston plus shopping.

This sounds like every one of us should start planning now for Texas. Bring the family and have a real vacation.

In addition to the many plans for the Ladies and families planned by the Texas Ladies and your Auxiliary President, we'd like to know some of your wishes. Please let us know if you would like a handicraft teacher such as Mrs. Moore had for us in Louisville. Betty and her committee will try to have one for you if you enjoyed her services last year.

For the teen-ages and the youngsters they have the fabulous swimming pool at

the Hotel and will have extra guards on duty for their protection. Would they again like a room for dancing and just plain gathering? Having a teen-age son myself, I know the boys are interested in attending the meetings with the men. They are all auctioneers at heart. We believe that the girls will enjoy the tour with their mothers.

It is your party, ladies, teen-agers and youngsters. Why don't you sit down and write to any of the three ladies listed below and tell us what you'd like to have added to the fun days. We'll do our best and what can't be included this year will go into the planning for next year.

Mrs. Earl White
Box 237
Madisonville, Texas

Mrs. Owen Hall
Route No. 1, Box 31
Celina, Ohio

Mrs. Ernest Freund
17 Sixth Street
Fond du Lac, Wisconsin

AUXILIARY PROGRAM N.A.A. CONVENTION

WEDNESDAY JULY 19

7:00 P.M.—Auxiliary Officers and Directors Meeting
7:30 P.M.—Hospitality Hour

THURSDAY JULY 20

9 to 11 A.M.—Registration
9 to 11 A.M.—Coffee Hour
12 Noon—Joint Luncheon
2:00 P.M.—Shopping Tour
7:00 P.M.—Chuck Wagon Supper

FRIDAY JULY 21

12 Noon—Ladies Luncheon
1:30 P.M.—Business Meeting
2:30 P.M.—Social Hour
7:30 P.M.—Special Entertainment

SATURDAY JULY 22

9:00 A.M.—Auxiliary Officers and Directors Brunch
2:00 P.M.—Acceptance Speech of New President of Ladies Auxiliary
6:30 P.M.—Banquet

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

President

Mrs. Owen Hall, Celina, Ohio

1st Vice President

Mrs. Tom Berry, West Newton, Pa.

2nd Vice President

Mrs. John Overton, Albuquerque, N.M.

Secretary-Treasurer

Mrs. Ernest Freund,
Fond du Lac, Wis.

Historian

Mrs. Tim Anspach, Albany, N.Y.

DIRECTORS:

Mrs. J. O. Lawlis, Houston, Tex.

Mrs. Earl White, Madisonville, Tex.

Mrs. C. B. Smith, Williamston, Mich.

Mrs. Tim Anspach, Albany, N.Y.

Mrs. Artie Baldwin, Denver, Colo.

Mrs. Walter Britten,
College Station, Tex.

Mrs. R. E. Featheringham,
Ashville, Ohio

Mrs. Harris Wilcox, Bergen, N.Y.

Mrs. Al Rankin, Algier, Ohio

Baby Sitters For Children Available

Being a Grandmother now, I'm beginning to remember how important an item babysitters can be to mothers with young ones.

Betty White and her committee have contacted the Sitters Agency recommended by the Hotel and they will have sitters available for us during the Convention, July 20, 21, and 22. The agency has not given us the rates per hour which will be charged as yet, but we will have it in next month's "Auctioneer."

Perhaps it would be wise for you to contact Mrs. White if you are going to need the services of a sitter so you will be assured of someone when you will want her. The number of people bringing children has been getting greater every year. We are happy to see them coming as we know it makes our Conventions much more of a family affair. We have been trying to bring in more activity for the teen-agers and youngsters each year and we feel that finding sitters for your little ones will give you more time to enjoy yourself. We know many do not have a place to leave tiny tots at home for such a long time, and, let's face it, we are much happier to have the little ones with us.

In the event you do not write Mrs. White, at P.O. Box 237, Madisonville, Texas, please contact the officers of the Auxiliary at the Registration desk and tell us you will

be needing a sitter and we will be able to give you the name of the Texas Committee woman who will take care of you. We will also have the rates of the sitters for you. It will be a uniform cost so there can be no mix-up.

So come one, come all. Texas and the Auxiliary is well prepared for you.

Mora E. Freund, Secy.-Treas.
Ladies Auxiliary

Montana Ladies Auxiliary Organized

The Ladies Auxiliary of the Montana Auctioneers Association was organized Sunday, March 26, at the Northern Hotel in Billings, Montana during the organizational meeting of the Montana Auctioneers.

At the meeting it was decided that the wives hold the same offices to which their husbands were elected in the Montana Association so that they could work together to make the state association greater. Mrs. R. J. Thomas, Billings, is the Montana Auxiliary President; Mrs. Ken Conzleman, Bozeman, is Vice-President; and Mrs. W. J. Hagen, Billings, is Secretary.

The annual dues for the Montana Ladies Auxiliary have been set at \$2.50 which will be used to provide funds for taking care of favors and entertainment at get-togethers. The first Directors meeting has been called for Sunday, April 16, at 10:30 a.m. at the Eagles Club in Lewistown, Montana.

The State Convention of the Montana Auctioneers Association will be held July 1 and 2. Although the convention site has not yet been selected, plans are underway for the program.

Of course women make fools of men—but they get lots of co-operation.

The only thing automatic about many dishwashers is the way they complain to their wives.

Advice To Young Auctioneers Stresses Independent Action

BY POP HESS



The date of this writing is April 13. Here in Ohio we have each of these 13 days of April expected to have Spring but so far it has not yet sprung. We get just cold, wet, sour days. A day now and then we get some sun and then none. All this follows a long winter and we could become a little sour and irritable. However Spring does arrive each year and then we forget some of the thoughts we have stored back to say.

I was happy to see our April issue of this publication. At once I checked up on page Six to view the membership lineup as of March 15, the going to press time, to see that we had a total membership of 1317 and we got by that 1200 stump without bumping. I also noted a close race is developing between Ohio and Nebraska. Ohio is ahead by one nose. Nebraska is hot one nose behind. With Illinois, Indiana, Pennsylvania each in the home stretch with whips in hand, it will be interesting to see the table of this issue to see who is who. It is interesting to note that old Kentucky jumped from ten to fifty-four. If they made a second jump like that it could be another Kentucky Derby by a Nose.

By the time you digest this issue there will be only two more Publications until the Convention date. All our readers and members should pull hard for a total that will make the goal we need. As of this date we are only a little over half way up the line we hoped to make—a 2000 total membership with all noses counted at the close of the Convention, July 22.

Public Auction Sales here in Ohio have been very numerous and it looks as if April will be a full month in general sales of Farms and Livestock. Through May we run very heavy in Purebred Cattle Production Sales and feeder cattle along with regular weekly auction markets. There

will not be much of a vacation time for our boys wielding the hammer as Auctioneers. Here in Ohio we have some eight Auctioneers scattered out over the State whose sales we service on the air. They have been dated solid from the first of January to date. This also includes many night sales which makes a double sale day for them and as far as I can see they are thriving like a good beef steer on good yellow corn.

My mail of the past month has brought in many letters of both good and bad comments with the good much in the lead. I also find a new crop of graduated auctioneers on the loose trying to get a stake driven down for business. In due time many of them will be the auctioneers of tomorrow. In fact, I recently had a personal contact with a young man who got his Auctioneer Sheep Skin three years back. He was not too well satisfied with his outlook or himself, yet I can see no reason why this young man will not make good. The road ahead is his to travel. After considering everything and all, my advice to him was to get into the highway and start walking and stop trying to thumb a ride as the fellows he was thumbing were not interested in taking on another rider, especially him, as he did have the ability to land at the same destination as a needed auctioneer.

The more we discuss the problem of the young Auctioneer now out of school it is proved that many have depended on riding through to glory with the older, busy Auctioneer. When the plan does not work out he feels he was not treated fair by the leader. My thinking is that it is better to ride your own horse to sales if employed or unemployed. You will see and hear at any man's auction something you can use for improvement in your way of working. Sort out the good from the bad and

build it all into your work on sales you conduct.

The writer well recalls a man several years back who came out as an Auctioneer with not much background to build on but who had judgment. He also had personality and know how to display both. The first three years only a few sales were conducted. However, when he conducted a sale he used his judgment and personality in such fine form that he became the auctioneer in demand and held that position without any interruptions through many years to retirement and until he passed on. Yes, the first few years he would ask for sales. If he got them he did the job well. If refused he smiled and often attended to see what the man who refused him saw in the man he employed. It was better for him to know or not know. He had a good word for everyone and was active in his home community. It paid off. This is a good program for our young Auctioneers to think about and build on.

We find in our issues of this publication of recent months, many good articles written by Auctioneers who know what is best. It is a much needed habit for our auctioneers to take out time and write. Even an old horse like myself has picked up some pointers from columns sent in that have helped to find a better point to present in having better Auctioneers and more of them.

Not so long ago I received a letter from a young man just out of Auction School asking if I would write a column on just how a young Auctioneer should live and act to get his feet on the ground to success. That was a fine request to make and I felt highly honored at his request for me to write it. After pondering over the matter for weeks, I found that it would not take a whole column like I write to say what I think would be the correct pill to swallow for a sure cure. It can be written in a few words. First, be sure you want to be, or can be, an Auctioneer who will meet the demands of an Auctioneer. If you are past that stage here is my suggested program to follow: Meet the public in your own usual way; never ridicule anyone when they turn you down. Turn a deaf ear to general gossip. Treat folks like they were ladies and gentlemen regardless of what you think or know. When

OUR MISTAKE

We wish to apologize for an error in the printing of the advertisement of Ed Bird, 1654 Holly, Casper, Wyoming, which appeared on the last page of the April issue of "The Auctioneer." The book, **HUMOR RIOT FOR AUCTIONEERS**, compiled by Mr. Bird contains 2000 quips, gags, and jokes for auctioneers rather than 200 as is listed in the advertisement.

you do conduct a sale, forget you are an amateur, go at it like an Auctioneer should, hit the ball, use judgment. Avoid any back talk or any remark shot you. Use good clean speed, keep your crowd with you, and don't let them take you with them. Be pleasant to all. It is O.K. to kiss the babies but overlook them if older. When through thank your audience for their attendance. Thank the man who employed you. In time you will be an Auctioneer if you have the ability to put it over.

The Auctioneer of today is indicated by how he has built. Being under the influence of liquor, women, cussing, and short cuts to the high dollar without significant gold blocks to back it up are a few things no Auctioneer at any time can do and hold the name of an Auctioneer in Demand by John Q. Public. He must serve as a public sales auctioneer and remain in the wanted column of good auctioneers. All these things mentioned reads like the text I heard a preacher use in one of his sermons which I never forgot. The text read something like this: "It was sweet as honey in my mouth, but was very bitter in my belly." The Auctioneer of today can do well by living by that old text.

Now, boys, let's think. July is not too far away. Whether you have been overworked the past year or much underworked or had no work at all, there can be much satisfaction and recreation and vacation in store if you take that date book right now and put a big circle around the dates of July 20, 21, 22, to remind you to be at Houston, Texas for the National Auctioneers Convention. If they don't run the event to suit you, you are there to say so. That

IN UNITY THERE IS STRENGTH

is the place to complain. Don't stay at home and kick the innocent who are helpless. You may be the Moses that can put a new light on what you can make a better convention for all. Who knows?

Also write a column to this publication. Write your way. It will be read. Do not fear of making blunders or mistakes. The Editor will see that it comes out quite well. You should see how he rubs some of my words out and injects the correct ones. It is interesting to write a column and then sit at home and read it in print and see things too late to change. It reminds me of the story of a young reporter who was hot for a hot catch story to write for his newspaper. Finally he picked up a report of a farmer and his mule. It appeared that the mule and the old man were not getting along too good and the mule turned on the old man and was pawing him into the ground. The farmer's wife saw the predicament and grabbed a two-by-four and beat the mule off the old man. However, when the new reporter was through with the story it read, "The man's

wife grabbed a two-by-four and beat the (???) off her husband.

This could be a convention story but I was afraid it would not keep until that time as one of our leading Ohio Auctioneers carried it to me last week and he is giving it plenty of publicity. And where I have the word boxed in he uses the word a mule is referred to back in Biblical times. However, after my long talk and words written on being a gentleman I thought it best that I still remain one and box in that word for your own conclusion.

Yes, the National Convention is soon due. Be sure and go!

Degas Pastel Brings \$25,200 At Auction

LONDON — An Edgar Degas pastel of a dancer adjusting her sandal was sold today for \$25,200. The picture was among impressionist and modern drawings and sculpture offered at auction by Sotheby's galleries.



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, closing out @ **\$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

The End Of An Era

BY RICHARD G. BAGLEY, VAN WERT, OHIO

Saturday morning, April 8th, 1961, I awakened to find the sun shining brightly. This thrilled me beyond words as my associate, W. L. Clay, and I were to have a large auction sale and the weather had for the past two weeks been cold and rainy every day without exception. A large part of this sale was to be held outside so the weather played an important part in the success or failure of the sale.

I arrived at Dulltown, Ohio, the scene of the sale, at 8:30 A.M., the sale was scheduled to begin at 10:00 A.M. but I wanted to get there early enough to see that everything was lined up properly and in a saleable fashion. The hour of the sale rolled around very quickly.

I opened the sale with the usual greeting to the bidders, who were quite numerous. I gave the terms and conditions and introduced Mr. Doyt Hunter as the Executor of the Estate of the deceased owner and we were on our way. First came a few odds and ends of indescribable nature, then several piles of scrap and junk and a few worn out pieces of old farm machinery. Then we moved on to better things—power tools, hand tools, garden tools — and then to the household goods. Last but not least came the groceries and grocery store fixtures. You might say, "What kind of a sale could this be with such a wide assortment of items?" We were selling out one of the few real old time country stores left in this area along with the personal belongings of the late owner.

This store had been in operation for 47 years by the owner and was a small but complete general store. They carried underwear, boots, overshoes, overalls, gloves, mens work caps, garden seed and many other articles plus the usual line of groceries. Since the town of Dull consisted of just this one store it was the official meeting place of neighbors for miles around. Some might prefer to call it a loafing spot but nevertheless the problems of the world were analyzed around the pot bellied stove and there were few

that were not solved.

Up until the recent death of the owner, Mr. Ernest Clouse, there was a Huckster Wagon operated from this store six days a week. It was started by Mr. Clouse some 40 odd years ago and used horses and a wagon in those days. Doyt Hunter, the Executor of the Clouse Estate, had made the Huckster trips for the past 27 years. This was the last Huckster in this area and I have no doubt that the rural folk long served by this means will miss it deeply. It has been a part of their lives for as long as they can remember and in many cases was a part of their parents and grandparents lives. It was much more than just a way of getting daily bread. The children looked forward to the weekly visit with anticipation as this was the time for ice cream and candy. The housewife depended upon it as a between marketing pick up of extra supplies. The man of the house could get a new pair of work gloves, boots or a new cap, some smoking or chewing tobacco but, above all, it was a chance to relax from the cares of the day for a few moments and have good friendly conversation with a good friend and neighbor. The Huckster driver was not for a moment considered a salesman. He would gladly talk about who was sowing oats, doing spring plowing, starting the fall harvest, how a sick neighbor was coming along or a variety of other things. He was considered somewhat of an authority on all these things and they were of prime interest to his customers. Even with this modern age of telephones they will never replace the Huckster. To these plain, simple farm and rural people it is truly an end of an era.

Perhaps some of the readers of this article were raised in areas where the Huckster was a familiar sight, others may never have seen one. In either case it is interesting to note that this particular Huckster was, in fact, a 1946 Chevrolet school bus converted for the purpose. The side windows were removed and metal

panels were installed in their place, the inside looked much like a small grocery store with its many shelves, racks and containers. The outside looked like what was, a school bus, except for the windows being paneled off.

The Huckster was bid in at \$210.00. Many other items including the groceries and grocery store fixtures were sold at substantial figures. All in all it was a very good sale. The many friends made down through the years were all present and bidding vigorously.

Although this was not an especially large auction sale money wise it was a very rewarding sale for my partner and myself in that we had a small part at the end of this era that started many years ago. I know of no other business where a man can be so close to the turning pages of time as he is at times in the auction business.

As we finished selling this sale and the bidders were carting off their wares I couldn't help feeling as though another chapter of American history had now been written and the pages were being turned ready for the next recording of events in the lives of people. I could not help but wonder what would be recorded on that page.

In the course of about nine short hours the production of 47 years was distributed among scores of people. Without a doubt some of these buyers bought something to remember the old yellow Huckster clattering up the farm lane or the pot belly stove in the beloved old general store that has heard so many tales through the past half century. Perhaps they realized as I did that they might never again derive such intermost personal satisfaction from a trivial chore such as the purchasing of a few loaves of their daily bread. The bible tells us that man does not live by bread alone. The little general store in Dull, O. sold bread but they gave much more.

The Case Of The Captious Consignors

Reprinted from PARKE-BERNET Bulletin

Under normal conditions — if any time phrase of this peculiar business can

be termed normal — we take the instructional salvoes of consignors in our stride, catching an occasional fast one on the side of the head but returning most of them smartly or bunting gently where tact is called for? After all, if the owner is parting with his (or her) possessions, a little ritual mourning, caution, some natural anxiety, even a few tears may be deemed in order; to say farewell to a Matisse or a family mug can be a distressing matter, and by and large, you will not find us unsympathetic. We realize that coming to auction, like getting married, is very often a unique experience which people have not been able to practise up for; and that it has the same flavor of irrevocability. Having ourself trembled (twice) at the altar, we are willing to offer sedative counsel; if, as St. Paul says, it is better to marry than burn, then also it is better to sell than to store. In neither case, however, can the element of risk be neglected.

Occasionally we encounter in our consignors a concomitant of anxiety that seems to take the form of harassment. To the sweet sorrow of parting is added a tart suspicion that perhaps after all these years we do not really know what we are doing, and that it would be better to keep a careful eye on us. Let me see the descriptions, the valuations, the galley-proofs, let me check the advertising schedule and come around when the exhibition is being set up, and wouldn't it be a good idea to give a cocktail party for the columnists? One lady — but no, that would be telling tales out of school, and besides, some of us are still licking our wounds. We have even been handed running scripts written for the auctioneer, as though we were mounting a soap opera; and may well, one day, be in peril of the applause of a clique hired to put a little more zing into the proceedings.

Is there a moral? (We have a terrible weakness for drawing morals.) It is perhaps that the dark chthonian forces that govern the success of auctions are unmoved by the twitterings of the communicants; or, on the terrestrial plane, that if you hire professionals, you should let them do the job. This last has a millennial sound, but—as the younger generation would say—we are strictly from Hopeville.



“Ready for Dinner” at the semi-annual meeting of the Illinois Auctioneers Association at the Pere Marquette Hotel, Peoria, April 9. You’ll see a good many of these faces at Houston in July.

Illinois Spring Meeting In Peoria

By Col. Theodore W. Lay, Girard

Secy.-Treas. Illinois Auctioneers Association

The spring meeting of the Illinois State Auctioneers Association was held April 9 at the Pere Marquette Hotel in Peoria, Illinois. In spite of inclement weather there was very good attendance at the meeting.

A business meeting which was presided over by Col. Fred Quick, Aurora, President of the Illinois Auctioneers Association was held in the morning. Plans were made for the fall convention to be held at the Hotel Leland in Springfield, Illinois, October 29 and 30. Col. William L. Gaule, Chatham, Illinois, will be publicity chairman in charge of the two-day program which will feature an address by Col. Charles Corkle, 1st Vice-President of the N.A.A. from Norfolk, Nebraska.

Col. J. M. Bliss, Princeville, was program chairman of the April meeting. The principal speaker, Mr. Thomas Munton, associate sponsor and managing director of the Dale Carnegie Sales Courses in the Metropolitan Chicago Area, gave a very interesting talk on sales promotion and the auction method of selling. Entertainment was provided by the Bradley Choral Group from Bradley University in Peoria.

The membership of the Illinois State Auctioneers Association has shown a decided increase during the last few months. State membership now totals 95 with others planning on joining immediately.

Did The First Lady Bid?

NEW YORK — Has the White House acquired thousands of dollars worth of 18th century furniture in one swoop?

Or was there nothing to suit the First Lady's fancy in one of the biggest collections of its type ever sold here?

It was still a mystery Saturday as the Parke-Bernet Galleries completed a two-day auction of the collection of 18th century cabinetwork and decorative objects

accumulated by the late Reginald M. Lewis of Easton, Md.

Apparently only two people held the answer to the mystery—a Wilmington, Del., antique dealer, and Mrs. John F. Kennedy.

When the President's wife was visiting here earlier last week, gallery officials and newsmen watched for days to see if the visitors to the presale exhibition of the Lewis collection would include the First Lady.

After all, she had announced she wanted authentic 18th century items as part of a plan to replace some of the unhistoric furniture now in the White House. And the Lewis collection was the most valuable group of 18th century furniture Parke-Bernet had sold since 1929.

So far as anyone knew, Mrs. Kennedy never paid the expected visit to the gallery. The sale ended Saturday, with the buyers bidding a total of \$418,745 for the collection.

But a gallery spokesman said a secretary to the First Lady called several days ago and requested a catalogue of the offerings be sent to the White House.

Some of the fine furniture definitely won't go to the White House, for it was purchased by Dr. Donald Shelley, executive director of the Henry Ford Museum at Dearborn, Mich. Among other things, he bought a secretary cabinet for \$26,000, the top single price of the sale.

Most of the buyers were dealers, who said they were acting as agents for private collectors. Could any of them have been agents for the White House? The question was asked of nearly every dealer present, and the answer was almost invariably, "No."

But one dealer, David Stockwell Inc., of Wilmington, gave a slightly different answer. He would "neither confirm nor deny."

Whoever his client, Stockwell bought a total of \$30,375 worth of antiques, including one tea table which alone cost \$19,000.

That's a tea table that bears watching.

When the one great scorer comes

To write against your name

He'll write not that you won or lost,

But how you played the game.

— Sir Henry Newbolt

Col. Herbert Van Pelt Honored By Feature In New Jersey Paper

REPRINTED FROM NEWARK (NEW JERSEY) SUNDAY NEWS

The odds are very much against bidders ever finding rare antiques by "accident" at auction sales today, according to Herbert Van Pelt of Readington, one of the best-known country auctioneers in New Jersey.

But there's one thing Mr. Van Pelt can guarantee—a common, ordinary rolling pin will always sell. Rolling pins have been popular at every sale he has "chanted" in all of his 44 years as an auctioneer.

Mr. Van Pelt is celebrating 44 years behind the block this month and is still going strong with auction sales of livestock, farms, machinery, household items or estates lined up for months ahead.

But those rolling pins really puzzle him.

"They never bring less than 25 cents for the worn-out and old ones. Some get \$1.50. Why they bid for them I'll never know. Women just seem to fancy them, I guess. Might be their pies taste better with a seasoned rolling pin."

Auction fever is at its highest peak throughout America today, according to Mr. Van Pelt. People used to come in buggies and wagons. Today, cars for miles around line streets and roads at sales. Antique dealers follow Mr. Van Pelt's sales like bees to honey.

Mr. Van Pelt, who is over 70, has presided over more than 6,500 sales of all kinds and is more than "just an Auctioneer." He has a following which would be the envy of film stars. A personality, he's always good for several laughs during the sales, always poking fun at some article when the going seems dull, or "knocking down" items to small children when he sees that they want something just "awful bad" at the sales. But he's always selling—anything at all from a package of old-fashioned hairpins to a huge estate with crystal chandeliers worth thousands of dollars.

The craze today is for Victorian furniture. Those marble-top bureaus washstands, or carved heavy chairs are quick sellers. Accordion hat racks, hanging lamps and oil lamps are popular, along with old picture



frames, Currier and Ives prints and old clocks.

"Do you know I never used to be able to sell anything like that for more than \$5.00 and had to push sales, at that. Now, its nothing to get \$25.00 for them," Mr. Van Pelt mused.

A "big" sale has all the atmosphere and the nostalgia of the "good old days." There are children running about, humor, keen discernment on the part of the auctioneer, attentive persons sitting straight on stools, outbidding each other while at the same time the local PTA, church, grange or fire auxiliary dispenses homemade soups, pies, baked hams, soft drinks and hot dogs.

Auction-goers are always hungry people, "and it's a good way for organizations to make money, too," Mr. Van Pelt observed.

"Everyone is looking for bargains, and men are as avid auction bidders as women today, especially in antiques. Years ago it was only the women who went to auctions. Today men even take time off from work to go to an auction."

Just everyone loves to poke into boxes and baskets and barrels of dishes and other

IN UNITY THERE IS STRENGTH

articles or to paw over old records, books or newspapers.

"People seem to buy anything just so it is cheap," Mr. Van Pelt said.

Tall, gray-haired and with a stately figure, he occasionally tries on women's hats or even dons old-fashioned dresses to demonstrate the service ability of the articles to the delight of the crowds. And they bid; and they buy.

Mr. Van Pelt began his auctioneering 44 years ago when he was asked to help "get rid of" some leftover pies and cakes at a country supper.

He owns a 135-acre farm in Readington, Hunterdon County, New Jersey, and is chairman of the Board of Directors of the Raritan State Bank in Raritan, New Jersey. He is president of the Farmers Mutual Fire Assurance Association and director of the Whitehouse Building and Loan Association.

A trustee of Somerset Hospital in Somerville, Mr. Van Pelt is also a director of the Flemington Agriculture Fair and a past president of the New Jersey State Society of Auctioneers.

"People are collecting just about everything today. And they don't mind paying good prices to add to those collections either. No matter how high the price is bid they'll pay for it," he said.

A psychologist could take a leaf out of Mr. Van Pelt's book—from sizing up an audience to conducting a sale, knowing just

how far to go and when to stop.

Organizations such as fire companies, churches, hospitals, granges, lodges, and PTA's have only to ask Mr. Van Pelt to "auction something off" and he gives his services unstintingly.

He himself is a collector of 400 canes, hammers made by early blacksmiths, and souvenir spoons, of which he has over 1,000.

Wistful eyed youngsters who long for fishing poles, toys or anything dear to their hearts are Mr. Van Pelt's weakness. They are the ones who get the breaks, and he confesses that he likes to see their faces light up when they can get something for a "song" at one of his auctions.

In many instances people go to auctions out of curiosity, not meaning to buy a single thing, but they get carried away by the bidding and before they know it they are buying something they never intended to buy at all. Some persons regard bidding as a great sport, just trying to outbid someone else, and they leave the sale bearing the article—perhaps really unwanted—in their arms.

Mr. Van Pelt has a simple answer as to whether or not he can sell. "You can take any house whose contents are to be sold. I'll guarantee that everything in that house will be gone by nightfall, and if I can't sell it or give it away, then someone will take it anyway."

MISSING?

THE AUCTIONEER cannot follow you if your new address is missing from our files. If you plan to move soon, send your change of address today!



Officers elected at the annual meeting of the New Jersey State Society of Auctioneers held in February at Far Hills Inn, Somerville, N. J. are President, Frank W. Mountain, Jersey City; and vice-president Frank Schurich, Fairlawn. Ralph S. Day, Leonia, was re-elected Secretary-Treasurer for his seventh term.

New Jersey Society Annual Meeting Held

By RALPH S. DAY, Secretary

The New Jersey State Society of Auctioneers, Inc. had to postpone its Annual Meeting from February 6, 1961, because it was impossible to travel due to weather conditions. Accordingly the meeting was held at our traditional Far Hills Inn at Somerville, New Jersey, a central point for all on Monday, February 27.

We had a fair turnout through many Southern New Jersey members were absent. Retiring President William P. Parr, conducted the meeting and reviewed his administration of the Association for the past year on behalf of the profession generally and the Association in particular.

Our Association was saddened during 1960 by the death of the following mem-

bers: Col. Albert Lucas, Sr., Woodbridge, who died March 3; Col. Otto Seng, Whippany, September 18; Col. Charles Holtzhauser, Mullica Hill, August 29; and Col. Roy Cosgrove, Allentown, August 23.

Officers and Directors were elected during the February meeting. Col Frank W. Mountain, Jersey City, was chosen as President, Col. Frank Schurich, Fairlawn, Vice-President; and Col. Ralph S. Day, Leonia, Secretary-Treasurer.

Directors, Class of 1962, are Col. Winfred Hinkley, Sr., Col. James G. Oliver, and Watson Van Sciver. Class of 1963 Directors are Col. James W. Smith, Col. Morris Weinstein, Col. James H. Stickle, and Col. Anthony J. Pikor, Class of 1964 Directors are Col. William P. Parr, Col. John Flynn, and Col. Elwood G. Heller.

Upon accepting the "chair" and "gavel" from Past-President Parr, Col. Frank W. Mountain spoke to the group upon the

status of the auctioneer today. Being primarily a salesman performing his duties before a public gathering, his actions, Col. Mountain said, reflect upon the entire profession and therefore he is duty bound to adhere strictly to the "Code of Ethics" as adopted by our Association as well as the National Auctioneers Association.

Col. Mountain, in promising a vigorous membership drive in New Jersey during 1961, plans as an added attraction at all meetings of our Association, to have a special speaker, an expert in his field, to address the membership. The first of these speakers will be the President of the New Jersey Real Estate Commission who will be present at the April meeting.

Missouri Will Hold Meeting In May

The spring meeting of the Missouri Auctioneers Association will be held Sunday,

May 7, at the Missouri Hotel in Jefferson City, Missouri. All auctioneers in the state are invited to meet with the group. The license law will be discussed and the annual election of officers will be held.

Arkansas Group Holds Second Meet

The second meeting of the Arkansas Auctioneers Association was held at the Lafayette Hotel in Little Rock, April 9. A long range program incorporating a standard of Unity, Ethics, and Professionalism was launched. All in attendance actively participated in the formation of the program designed to promote better Auctioneers.

It is planned to have one more meeting before the N.A.A. convention in July.



Directors of the New Jersey State Society of Auctioneers are pictured during the February meeting at Somerville, N.J. On the front row from left to right are Winfred Hinkley, Sr., John Flynn, Anthony J. Pikor, and James H. Stickle. On the back row are Elwood G. Heller, James W. Smith, William P. Parr and Watson Van Sciver. James G. Oliver and Morris Weinstein were absent when the picture was taken.

Kiko And Associates Featured In "Farm And Dairy"

Editors Note: Russ Kiko and Associates, Canton, Ohio, have had a busy season. The following letter and two articles reprinted from March issues of "Farm and Dairy" are being published so that they may be shared with readers of "The Auctioneer."

Dear Sir:

Thought you might be interested in how Real Estate at Auction is going through our territory. We've had the busiest season ever and have plenty still coming on the docket.

The complete dispersals seem to bring the most people and buyers. We put another away March 25 with over \$53,000 for the farm and over \$100,000 complete with chattels.

We have been finding that most of the farmers, especially on these large dispersals like the complete service in setting up and preparing an auction sale. The extra money spent for this service is multiplied many times in return and the seller is relieved of a lot of tension which goes with putting his whole life's savings at the discretion of an Auctioneer and the public.

One client expressed it this way — that it was very frightening to, in just a few short hours, see their entire possessions dispersed and in return have but a check or handful of money to represent it.

An auctioneer meets many types of situations, perhaps more than many professions. With a job well done he can bring satisfaction to the retiring client, relief to the mortgage burdened, and a new start for the experience taught client.

The serious minded auctioneer has a particular service to do in his community and with a successful and serviceable career, can hang his cane on a hook and lay his gavel in the drawer and remember many a happy and rewarding

experience.

I hope the organization continues to grow in size and dignity and fuller recognition of its merits to serve.

Hope to see you again in Texas.

Sincerely,

The Kiko's

(Reprinted from the March 22
Farm and Dairy)

One of the phenomena of the year is wrapped up in the name, "Russ Kiko & Associates." In an area that is noted for its large number of public sales in a land that abounds with good professional auctioneers, here is a former dairyman who is going to town in the auction business. He is chanting his auction cry all over Eastern Ohio, and getting some of the really big sales.

Last week, for instance, he had sales five days of the week. He sold the 73-acre Falk sale for \$24,000, and the week before he auctioned the Conrad 104-acre place at \$35,000.

Mr. Kiko (pronounced Kee-ko) was born in Massillon. How he happened to turn dairymen we don't know, but he had a large herd of Holstein cows until that was dispersed a year ago in September. He and Mrs. Kiko have a large family - thirteen children, in fact. Russ knew he had to stir around to provide them with a good living, so in 1945 he attended the Reppert School of Auctioneering, and got his license. In 1956, he and his eldest son, Dick, opened a community auction barn on the edge of the farm, and here he really got steady experience in selling. Then he began to get more farm auctions, and in 1960 he really blossomed out into the "big time."

Today he has most of the family helping with the business. Mrs. Kiko and Dick are pictured here plus his youngest brother, Robert. All do a little selling. They also have a tie-in with a leading real-estate firm, and in their services, they can sell anything.

"We can offer as much 'service' as the

IN UNITY THERE IS STRENGTH

man wants to buy," Col. Kiko says. "If he just wants to turn the whole thing over to Russ Kiko & Associates, he doesn't even have to go out of the house again. We take care of the cows and fit them for the sale. We get the machinery out and inventory it, clean and oil it if necessary, and place it where we think it will show off to best advantage. We can take care of advertising, and lunch, and parking. The whole works. On the other hand, we can just supply the auctioneer, if that's what is wanted."

Russ always was an intense, hard-working man. His hair is not as firey-red as it was a few years ago, but he can stand up for his own rights. He is very serious about the business, and he has a deep, resonant voice that is reminiscent of the late Cy Sprunger's.

The community auction barn is now leased, but Russ and Dick do the auctioneering yet.

Mrs. Kiko, who goes along to help with the books at the larger sales, says Russ takes things too seriously. "He worries too much about the man he is selling for, to be good for his own health," she says, "but he loves it, and it's his business, income, recreation and social life all rolled into one."

**(Reprinted from the March 15
Farm and Dairy)**

The 104-acre farm sold at auction by Donald and Lucille Conrad last Saturday, in Washington township of Stark county, brought \$35,000.

The place was sold by auction-manager Russ Kiko at about mid-way of the big dispersal. He called the crowd into the barnfloor, got up on a wagon and announced solemnly that this was the high point of the sale, an important moment in the lives of several people. He had his real estate associate, Steve Ginella, read the description of the farm, and the contract which would be signed by the buyer if he wanted it financed by the Conrads. In that case the buyer would pay ten percent on sale day, 19 percent when the title was cleared, with the balance due once a year, at six percent, to the extent of \$200 a month including the interest.

Then he said he had walked over the farm, and had examined the soil, and he

knew it was a good farm. It had been good for the Conrads, he said, paying for everything they saw and a little extra. Then he asked for bids.

A number of people were still interested at \$30,000. The final buyer was a father-son combination, Louis Natale and Louis Natale Jr. They live in the same township, about three miles away.

The cows were in fine condition, and showed good care. The better cows sold well, and the tail-enders were at just about the meat rate. Most of them were grades, and most of them Holstein, but the top animal was a big strong Brown Swiss that brought \$460. Two others got to \$400.

The bulk tank, five years old, sold for around \$1,100.

Here are a few of the other prices:

Corn, 50c basket. Oats straw \$14 ton, barley straw \$15. Timothy clover hay \$17 ton, some at \$14. Oats from 60 to 72 1-2c.

Ford 841 tractor, 676 hours \$1,850. Plow for same, 3-bottom, \$200. Heavy loader \$225.

John Deere 70 Diesel, \$2,275.

AC Diesel, 4-5 plow, about year old, \$3,200.

Massey Harris twin-power overhauled, \$450.

Chevy car, '56, \$490.

New Idea PTO spreader, less than year old, \$490.

John Deere 110 chopper, \$575. Blower \$140.

New Idea Picker, had done 100 acres, \$835.

Forney welder, \$145.

Post hole digger, \$90.

Massey-Ferguson mower, \$390.

There was a large line of machinery, and a large assortment of small tools, all of which sold well. Selling of the cattle did not start until about three o'clock.

The crowd was large, with cars parked on the highway out of sight in both directions. A total of 270 cars and trucks could be seen from the barn.

There really is only one thing wrong with the younger generation. Most of us don't belong to it any more.

Anyone may attain new heights merely by remaining on the level.

Col. Ray Sims Interviewed For Feature In Livestock Magazine

(REPRINTED FROM "THE RANCHMAN" OF APRIL, 1961)

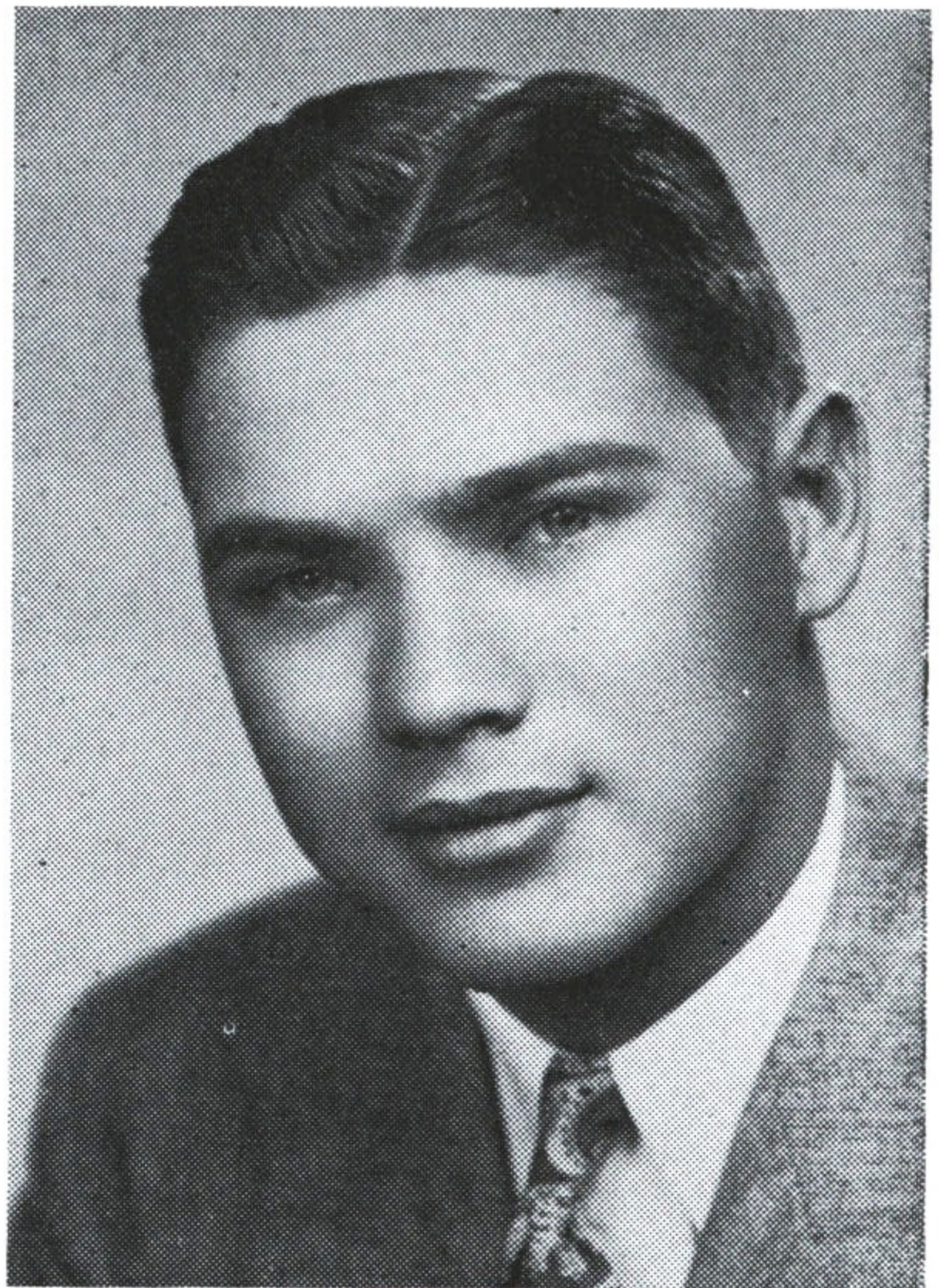
Tax experts are mighty handy, at this period, when a lot of us are preparing forms for the Bureau of Internal Revenue. The right kind of an auctioneer is equally as expedient to a livestock producer who earns the privilege of paying income tax through marketing what he has produced.

Auctioneers descended, professionside, that is, from the country squires that presided at such worthy occasions as the community and township fairs. That 'tis said, is how they came by the "Colonel" title that none of them resent.

Now-a-days, to get along in his business an auctioneer has to know his business. It's harder now to get any position where you can do most of the talking and have folks pay for listening. The days of the swash-buckling, big-voiced and big hatted colonels are history. Today's leading auctioneers are truly men of business — they must have pleasant personalities — or should we say taking ways . . .

A good example of the New Frontier Colonels is Ray Sims of Belton, Mo., seen mostly — and regularly at the leading Angus sales throughout the land. Col. Sims needs to be properly classified as a MAN of business when one undertakes the dubious task of separating the adults from the boys. Despite the fact that he has been up there behind the microphone during most of the twenty years that this correspondent has worked the lower levels of the sales arenas (as a ringman), Col. Sims still looks more like a youngster than like the seasoned selling power that he is.

The Belton belter is, in our opinion, one of the top enthusiasm generators among today's gavel swingers. Ray Sims' name is spelt quickly. He talks fast and sells fast. He doesn't give his listeners time to get pessimistic. Ringmen who are called upon to stand at the ringside throughout auctions appreciate auctioneers that get them off their feet quicker by doing bus-



ness with the bidders instead of arguing the selling force into a predicament. We use the latter term to describe the spot a sales force gets into when auctioneers wheedle and beg for bids. The man who is selling what's in the ring is the most sympathetic listener when the only comment the auctioneer can make about the cow he is selling is that she's too cheap.

Back in the 1950's we were sitting out a part of one of the record setting Sunbeam Farms sales at Miami, Okla. Seated beside us was Oral Roberts, the famed evangelist whose own elocutionary accomplishments have, both by broadcast, telecast and direct delivery changed the lives of many.

It came Col. Ray's turn at the microphone. He cut loose with that "pitman-rod" rhythm that is his—and his alone. Brother Roberts turned, gulped and listened again.

I never heard such a combination of perfect enunciation and speed of delivery," he said.

"Me too," was all I had time to say before Col. Sims said, "bring on the next one—I've sold out."

The boyish looking Colonel is one that doesn't make you want to spell his title K-e-r-n-e-l. He doesn't act like the inside of a nut when he starts to get what a cow brute's worth. These traits had their beginning when Ray used to feed steers as a Missouri 4-H clubber.

Sims' father operated both a farm and a meat market. Son fed the beeves that Dad butchered.

"The farm adjoined town and to keep his son off the streets, my dad let me think I was running the farm. I got us into the purebred cattle business and I've been associated with it for thirty years, now," Col. Sims summarized.

The fledgling auctioneer — bitten by the buying and selling bug when he was an 8-year-old, found the farm an ideal place to practice his selling. He sold and resold the horses that pulled the plows that the youngster used. His favorite implement was a horse drawn mowing machine. The clutter of its sickle made it impossible for anyone to eavesdrop as he developed his chant.

If you don't know what a "pitman rod" is, you never operated a conventional type hay cutting machine. It's the connection between a crank-pin and the sickle blade; it shuttles the blade back and forth. It's a sort of a piston rod that gives the mower both its voice and its cutting thrust.

If you've listened to Ray Sims sell at auction you'll be reminded of the razzle-dazzle, rhythm that goes with Mr. McCormick's reaper.

Come to think of it, had I thought of it when Oral Roberts made his remarks about Ray's rhythmic roll, I'd have commented that it was no doubt the greatest thing since the invention of the twine binder (he work of which is absolutely dependent upon its pitman).

Two well remembered highlights in Col. Sims auctioneering experiences include that time at the M & L Angus sale in Texas when the sale manager told him he was to start selling on a lot that was coming into the sale ring right then.

"I started," he said, "and she was up to \$38,000 in a matter of seconds. By the

time I got my breath she had brought the record price for an Angus female—\$38,500. I just happened to be in the right place at the right time."

According to our calculations that \$38,500 figure represents the highest price that any female of any beef breed ever brought at auction. You have to appreciate Ray's modesty about 'being in the right place' . . . I have written it before and will say again that I never knew an auctioneer with an inferiority complex and will supplement it with the observation that few of them are modest.

Proof that Ray Sims was always a bit on the shy side brings up that other long treasured highlight of his selling career. It was one of those days on the farm. He and what he says was a witty hired man were shucking corn. He said:

"I slowed my team up and purposely let the hired man get down away from me so I could 'sell' a little. The wind was strong and right in the direction to carry my voice straight to him. When I got to the end of the field, he had two cars stopped in the road — all hands were listening to Col. Sims' privately conducted auction.

When Ray got out of high school he went to Reppert Auctioneering School. He did some selling in local sale barns and at farm sales. In 1943 he started a two-year stretch with the armed forces. He later attended Missouri University to study Animal Husbandry and public speaking.

One thing the young Missourian must have learned during his collegiate career was the value of a good instructor. Soon after quitting college he moved to Belton, Mo., to become a partner with what he called "America's leading livestock auctioneer, Col. Roy G. Johnston," and he further said, "if I have had any success in this business it is due to Col. Roy. As I look back I know how trying it must have been for him to patiently teach and travel with a green, contrived kid like me. I humbly take my hat off to him and say Thank You—with a capital T."

Ray Sims' introduction to the 'business end' of auctions came early. "I was eight years old," he said, when I went to my great, great, grandfather's household auction. The auctioneer was tremendous. He may have influenced my bidding beyond

my best judgment. I bought an old clock. It was over 100 years old. A gentleman standing along side me said I had paid too much for such an old trap. I told him it might sound high to him but not to me.

"My mother was very proud of me for bringing home the family heirloom. It never misses a strike, today.

"I didn't tell mother all the business details connected with this first auction transaction. But business indeed there was — after escaping the surveillance of the man that told me I had paid too much for the old clock I slipped around to my grandfather and borrowed the \$2.75 to pay for it"

Auctioneers Need Awareness Of Methods, As Well As Ethics

By ERNIE NIEMEYER, President Indiana Auctioneers Association

Our fine President, Carman Y. Potter, has been after me to write a few lines for "The Auctioneer." I have decided to evade the license issue in this topic, not because I am for or against it, but because I think there are so many phases of this Auction Profession that are of great importance and interest.

I was very gratified by the article in the April issue of "The Auctioneer." Namely **Theatrics, Fanfare Could kill Livestock Auctions**. We as Auctioneers should commend our Secretary, Mr. Bernard Hart, and also compliment Mr. "Tad" Sanders, the Executive Secretary of the Livestock Auction Markets on their stand in this matter. Then also I enjoyed very much the article by Kenyon B. Brown of Doylestown, Pa. entitled **Improve Your Methods**. These are things that we, as professional Auctioneers, must be conscious of in conducting our Auction Sales.

Every Auctioneer has had experiences that have either been very embarrassing or discouraging. I found that the way an Auctioneer conducts himself during such moments or immediately afterwards can make a great difference in his future career. We, as Auctioneers, have much to offer a community and in return the community has much more to offer us for the taking. As we all know, any person that can go before a crowd and hold their interest and confidence for a given period of time has mastered the theory of salesmanship and personality.

I am looking forward with interest and enthusiasm to our National Convention in Houston this July. I know there will be



fine speakers and programs offered for our three-day stay. I have yet to come back home from one of these conventions feeling that the personal gain achieved was unworthy. In fact, I can truthfully say that I have always picked up something of interest that I could put to use in my own territory that has been an asset to my

business. I love the Auction profession and find comfort and satisfaction in corresponding with other men in the same field of occupation.

May Meeting Planned By Nebraskans

By L. DALE HANNA, President
Nebraska Auctioneers Association

Sunday, May 7, at York, Nebraska is the time and place selected for the Thirteenth Annual Convention of Nebraska Auctioneers.

This is the annual meeting of our profession organization and the most important meeting you will attend this year for it concerns your vocation. It is a time for greeting old friends and for making new ones. It is a place to swap experiences and pick up new ideas. It is an opportunity to broaden your business outlook and learn of new developments in the field of auction selling.

The part the Nebraska Auctioneer plays in this convention is to be there with his wife, a new member and his wife. His part is to participate and enjoy.

Reports, election of officers, talks and fun are on the agenda. The guest speaker will be Judge Philip B. Gilliam of Denver, a popular and entertaining speaker. Other

speakers are Carman Y. Potter, N. A. A. President; Ralph Misko, State Director of Banking; Tom Kean, Omaha World-Herald; and Auctioneers Cecil Emrich, Norfolk; Dean Fleming, Atkinson; Ralph Kuhr, Blair; and L. Dale Hanna, York.

Hotels and motels will be available for those who require them. Registration will begin at 9:30 a.m. at the York Country Club. The Ladies Auxiliary will have its regular meeting and social activities. The banquet will be held at Cullen Hall in East York at 6:30 P.M., to be followed by the address of Judge Gilliam.

All sessions of the Association and the Auxiliary will be held at the new Country Club building in Southwest York. A record attendance is expected this year and a royal welcome awaits all who attend.

Record Price Rubens To University

Maj. Alfred Allnatt, a British businessman who paid the world record price of \$770,000 for Rubens' 'The Adoration of the Magi,' plans to present it to Cambridge University.

The London Daily Express also said Allnatt plans to present an El Greco painting — worth \$211,600 — of St. James the apostle to Oxford.

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ELSEWHERE

The Ladies Auxiliary to the
National Auctioneers Association

THE MEMBERS SAY . . .

Dear Sir:

Today I was out to Col. Chas. Alber's Community Auction at Apache Junction, Arizona. After the sale was over we were talking about the outcome of the sale when I noticed the N.A.A. button on his lapel. When I questioned him about it he took me into his house and showed me some copies of "The Auctioneer" and gave me the February issue.

I think it is a very good way of corresponding with fellow Auctioneers. As many auctioneers as there are in the state of Arizona, I find that there is only one that is a member of the N.A.A. and that there is no State Auctioneers Association in Arizona.

We have several auction houses right here in Phoenix and several very good auctions and I think that we should have some sort of an organization here also so that the auctioneers could exchange ideas and methods of top-notch selling.

I am enclosing \$12.50 for my membership in the N.A.A. and subscription to "The Auctioneer" and a lapel button.

Thank you very much,
W. R. "Bill" Morehead
Phoenix, Arizona

Dear Bernie:

Enclosed please find check for my dues and \$5.00 for the Booster Page.

Best wishes in the membership drive. The membership in the Ohio Association is lagging a little behind last years, but I have high hopes that it will pick up.

I won't be able to make the convention this year as we are expecting a new auctioneer in the family in the middle of June. This will be the first convention I have missed since 1956 but I know the boys in Texas will have a great one.

Yours for the greatest success,
Don E. Fisher
Powell, Ohio

* * * *

Gentlemen:

Just today I received your statement and, lest I forget, I am sending you \$15.00 by return mail as I do not want to miss a single issue of "The Auctioneer." I am happy to have you include my name on the "Booster Page."

I thoroughly enjoy every page and learn something every month. I graduated from the Missouri Auction School in March, 1960 and am enjoying a nice small business. It

takes time to work into the auction business.

Best regards,
Lewis W. Campbell
Wyandotte, Oklahoma

* * * *

Dear Bernie:

Just a line or two to include along with a check to cover the dues of an old timer, Col. Russ E. Summers, Wright City, Mo.

If we all would work one tenth as hard at getting our fellow auctioneers interested in our state and national associations as we do at trying to sell and get all the sales in the country we wouldn't have room for everyone. But that I would like to see.

In our part of the country we have much less trouble with the younger men cutting prices as we do with some of the old timers. Trying to educate the men through the auction schools to get out of the dirt road and the old rut that has been followed for half a century and get on the black top is a goal to be reached. There are millions of dollars to be made in the Auction Business if we would only get together.

I read "The Auctioneer" from cover to cover. I receive a dozen different magazines each month but "The Auctioneer" is number one.

With God's will we will see you in Texas.

Ken Barnicle
Ellisville, Missouri

Damaged Ship Sold At Auction

NEW ORLEANS — The S. S. Alcoa Corsair, severely damaged in a Mississippi River collision on Oct. 22, was sold at public auction for \$152,000.

The high bidder for the Alcoa Steamship Company's freight-passenger vessel was American Bulk Carriers, Inc., of New York, represented by its president, Samuel H. Wang.

Ten persons were killed when the Corsair and the Italian ship Lorenzo Marcello collided at a point in the river below New Orleans known as Tropical Bend.

The sale of the vessel was ordered by Federal District Judge J. Skelly Wright in connection with proceedings filed with the court. The vessel is here; with a gaping hole in her starboard side.

Alcoa has denied liability in the accident.

No findings have been made on responsibility for the accident, but a number of damage suits have been filed by survivors of those killed. The court will decide whether the proceeds of the sale will go to Alcoa or to pay the claims.

Single Bidder Sale Resolved By City

NEW YORK CITY — Agreements that would have made one developer the only possible bidder for a choice piece of real estate adjoining Brooklyn's civic center have been abrogated, the city announced.

The disclosure of these arrangements had caused Real Estate Commissioner Ferdinand Roth to postpone a public auction scheduled for March 15 of two city-owned plots on the site Mr. Roth said yesterday that the sale had been rescheduled.

The site is the southern part of a triangular block bounded by Fulton, Pierrepont and Clinton Streets. The area contains two vacant city-owned plots and buildings owned by the Brooklyn Savings Bank and the Health Insurance Plan of Greater New York.

Under the terms of the city's sale, the successful bidder must also agree to acquire these two privately owned properties and to erect a \$20,000,000 commercial and residential building on the combined plots.

Harley W. Roth Killed In Crash

CHEYENE, Wyo. — Harley W. Roth, 48, Sturgis, S. D., well-known rodeo promoter and one of the owners and operators of the Sturgis Livestock Exchange, was killed in the crash of a light plane.

Pilot of the plane, Frank G. (Jiggs) Thompson, 42, Newcastle, Wyo., was also killed when the plane crashed in a snowstorm on the Wyoming Hereford Ranch, six miles southeast of here.

Roth had furnished stock for rodeos throughout the west, including the rodeo at the Wyoming State Fair. He retired in 1956.

Acceptance Speech Encourages Jersey Members To Participate

(Editor's Note: The following acceptance speech by Col. Frank W. Mountain, newly elected President of the New Jersey State Society of Auctioneers, is printed as it was tape recorded at the February meeting of that group.)

I am flattered, and wish to thank each of you for being unanimous in electing me President. I don't know if you will feel as happy about it when my term is finished. I am obnoxious at times, and I'm going to be obnoxious when and if I find it necessary in my efforts to make this organization a bigger, better and more effective and respected organization than it has ever been before.

As professional salesmen, which I believe is our category, you are the finest caliber of salesmen that I have ever met—both as persons and as performers. I am pleased that you have done me this honor. Our profession is one that each of us sells every time we sell merchandise. Because of that we must always be cognizant of our Code of Ethics, which we have accepted as our guide.

Membership is one of our greatest needs and this we can build. That was proved by our newly elected Director, Col. John Flynn, who brought new members in by the half dozen lots for a while. This is effective proof that it can be done. There are approximately 300 to 500 active auctioneers within our State. We should pick up a few more new members at every meeting. Every active bona fide auctioneer in our State should be solicited for membership. Let's not be content with the status quo. Attendance is as important as membership. Members should attend our meetings and participate in all our deliberations.

The activities of the President are mostly those of presiding, maintaining orderly procedure and steering the organization into greener fields of progress and prosperity. Our deliberations here are those which you make, not which the President makes. I will "take the ball" whenever it is thrown to me and carry it in the direction which you want me to carry it. I will do what I can.

But you must know what you want the organization to accomplish. Unless you know that and tell us, nothing is done. We acknowledge that we are not clairvoyant, so give it to us in plain language. If you put it on paper, you have us hung! We have to do something to get the matter washed off the slate or accomplished.

We have an excellent organization. We have as members some of the nicest people that I have had the pleasure of meeting. We all have ideas. We have a forum at each meeting. Come up with something constructive, forward looking, mutually helpful. Expose your thoughts within this forum, within our closed doors, and hold to policies as required by our "Code of Ethics and By-Laws." I should hate to see this organization decline into an "indigestion Society" which just eats and goes home.

Because of the fact that New Jersey is a long narrow state, we have had comments in the past about the effect this geographical situation has had on meetings attendance. Meetings in South Jersey are poorly attended. I have attended every one that was held there and remember one we held where we had a cozy little meeting at but one small table!

I have a thought that we might divide the State into two units, North Jersey and South Jersey. Each might meet in alternate months, followed by a joint meeting in a place of middle distance. In any case, wherever meetings are held, I will attend if physically possible and I'm sure that the other Officers and Directors will also attend. The thought of division of the State is one for you to decide.

The State of Pennsylvania has been doing something similar. They have three chapters—Western, Central and Eastern. These Chapters have their meetings in accordance with their own needs and desires and talk about their local problems. Twice a year they have group meetings which alternate from one area to another and they have a pretty nice result.

One of the notable things about the Pennsylvania membership is that they are

expanding and becoming more active. They are doing a lot of things together and I think that is definitely one of the most important actions any Society can take—when the members in or out of session, continue to work together.

I'm here and I'm willing. I'd like you to put a load on my shoulders. I've got a lot of help . . . the kind of "guys" that I like to have because they won't take "no" for an answer.

At the next meeting I plan to have a talk given to us on the subject of Real Estate. The subject will be handled by an outstanding person who knows all phases of Real Estate, the President of the New Jersey Real Estate Commission.

This can be arranged I'm sure and should be one of our outstanding programs of the year. I would like to have each meeting involve something from which we could all benefit and gain a broader knowledge and then go home knowing more than we did when we arrived here.

If you have any subjects which you would like to have explored put them on paper and submit them to me or to the Secretary or the Vice-President and we will do what we can to get experts in that field as special speakers of the evening. Each of us, having met personally these speakers, will have sources of information for future reference in the event we have a problem come up in their field.

I can talk by the hour—that's what I do for a living. I give lectures on Safety for my company and some evening, if we need a speaker to fill in, I'm going to give you a lecture on Safety at Auction Sales. This is something that you should all know about — where your liabilities start, where they end, how to prevent accident claims, and how to get your public to conform to normal safe gatherings practice. You may not realize the exposures you have until the accidents happen. At that time it's just too bad! Many of these accidents are not covered by the Auctioneer because he thinks the owner for whom he works is responsible.

Finally, I'm here. The able Vice-President is here. Our Secretary is here. We are all going to work at your direction. I thank you.

Neck: Something which if you don't stick out, you won't get into trouble up to.

Wisconsin Meeting To Be Held In June

By Col. Joe Donahoe, President

Association of Wisconsin Auctioneers

Plans have been completed for the Association of Wisconsin Auctioneers State Convention. The Convention will be held this year at the Hotel Eau Claire in Eau Claire, Wisconsin on June 6 and 7.

A very interesting and educational program has been arranged for the meeting by the officers and directors. Several nationally known speakers have been engaged to speak to the group on problems and matters pertaining to the auction profession.

Two National Officers, President Carman Y. Potter and Secretary Bernard Hart have consented to attend this year's state meeting. The Wisconsin Association is very happy to have them take such an interest in our association as to attend our meeting.

Membership in the state association is at an all time high and it is hoped that there will be a very large turnout at this meeting.

All Auctioneers in Wisconsin and other states are invited to attend. Come and bring your wife for an enjoyable meeting.

Leroy Van Dyke Will Entertain Kansans

Leroy Van Dyke, nationally known entertainer, has accepted an invitation to display his talents at the Annual Convention of the Kansas Auctioneers Association at Abilene, June 4. Van Dyke gained prominence in his field through his recording, "The Auctioneer." For three years he was a performer on Red Foley's ABC-TV show, Jubilee, U. S. A.

Others scheduled to appear on the all day program at the Sunflower Hotel, include: R. L. Coppersmith, Extension Economist, Livestock Marketing, Kansas State University, Manhattan; and Bernard Hart, Secretary of the National Auctioneers Association, Frankfort, Indiana.

Indications point to a large turnout for this event and all Kansas auctioneers and their wives are urged to attend as well as those from other states.



Western College of Auctioneering Graduating Class, Spring Term. Front Row, Left to Right: George Long, Wyoming; Larry Demke, North Dakota; Bernard L. Smyh, Alberta, Canada; George A. Halter, Colorado; front, W. J. Hagen, Instructor; Jack Bradley, Colorado; Raymond M. Fischer, North Dakota; Wm. D. Stuart, Montana; James Crowe, Alberta, Canada; front, R. J. Thomas, Instructor.

Second Row: Keith Peters, Idaho; Douglas Chambers, Colorado; Ray Petch, Montana; George Elliott, Alberta, Canada; Owen Pitcher, Oregon; John Hatch, Idaho; Bob Kane, Nevada; Wayne Olson, Montana; Russell Wallace, Sask., Canada; Jim Messersmith, Instructor, Idaho.

Third Row: Alfred Nussee, Sask, Candada; Virgil Donovan, Montana; Kon Peters, Nebraska; Allan Bruce, Alberta, Canada; Gerald Wolff, Kansas; Dale D. Byre, South Dakota; Ken Peters, Nebraska; Almit Breuer, North Dakota; George Gentner, Nevada; Jim Arnold, Arkansas; Eldon Couey, Alberta, Canada; Robert Holmes, Idaho; John Kirkland, Washington; Brad Wooley, Instructor, Arkansas.

Editor Enjoys Trip To Montana For Organizational Meeting

BY BERNARD HART

An invitation from a group of Montana auctioneers gave me the opportunity to make one of my most enjoyable trips. March 26 had been set for the organizational meeting of the Montana Auctioneers Association. Correspondence between this office and various auctioneers of this great state had been taking place for several months and a conflict in dates had prevented this event from taking place sooner.

Bill Hagen and Bob Thomas of the Western College of Auctioneering had suggested that I come out a couple of days early and be their guest at the graduation exercises of their spring term on March 25. Noting that there was going to be a Hereford Bull sale in Billings on March 24, I timed my arrival for that date.

The trip to Billings was pleasant and restful on the North Coast Limited, one of America's finest trains. Scenery included ice fisherman on the Mississippi River, south of St. Paul, and beautiful spring weather in Montana. I had expected snow and cold in this Northern Rocky Mountain State but found they had been enjoying balmy weather for the previous month. However, they were badly in need of moisture.

I was met at the depot by an instructor and a student of Western College of Auctioneering, and they also provided my transportation to the Billings Livestock Commission Co., where the bull sale was in progress. There I saw a portion of an auction where more than 300 bulls passed before the auctioneers in one day and were purchased at prices that looked on the high side to an Indianan.

Later in the day, I visited Western College of Auctioneering, met the students and instructors and witnessed their last auction during the term. The following day, as mentioned previously, I was a guest at their Banquet and Graduation.

That same evening I was a participant in a new type auction so far as I was concerned. It so happened that the Northwest

Central States Numismatic Association was holding a convention at the Northern Hotel in Billings, climaxed by an auction of rare coins. Selling a portion of this auction is an experience I shall always treasure.

Enthusiasm was the keynote at the organizational meeting of Montana auctioneers. They seemed eager to have their state organized and also wanted NAA membership a requirement of all their members. To name the top reason for banding together one would have to say that it was the keen desire to keep the auction profession one of free enterprise and to protect the auctioneer's privilege to be free to go wherever he was called to perform his professional services.

Since my train did not leave until after noon on Monday, I had the opportunity to attend the regular auction of the Billings Livestock Commission Co. This is an ultra modern auction market operated by Jerry Langman with facilities for handling a large volume. C. R. "Tige" Thomas and R. J. "Bob" Thomas are the auctioneers and I want to mention here that it was NOT these auctioneers that Congressman Poage was talking about in the article mentioning the circus antics at livestock auctions. These men conducted the auction in a capable and business like manner, their actions were fast and their bids were called so clearly that even the amateur would know what was going on. After witnessing this auction one could easily see why the auction method of marketing livestock is growing so rapidly throughout the country and especially in the Western cattle producing states.

My ride home was even more pleasant than the one enroute. In the dining car I had the good fortune to meet Ray Schnell. Many in the auction profession are acquainted with Ray, who, with his sons, operates livestock auctions in Dickinson, N. D., and Miles City, Mont. He is former Lieutenant Governor of North Dakota, was a speaker at the National Auctioneers Convention at Lansing, Mich., and is currently

serving (among other duties) on the North Dakota State Board of Higher Education. He was enroute to a meeting of the latter group from a special horse sale at Miles City.

Travel is certainly educational for those who desire to learn, restful for those who desire rest and relaxation, and enjoyable for those who desire enjoyment. All three of these goals were mine on this trip. Now I am working on the backlog of mail that had accumulated on my desk in my absence.

Ten Years Ago In "The Auctioneer"

In May, 1951, the personality of the month in "The Auctioneer" was Col. Homer H. Sparks, Sharon, Pennsylvania. Col. Sparks, who is still an active N.A.A. member, was 25 when he did his first sale.

"It did not take long for the reaction of this experience to wear off and he found himself longing to do it again. He soon became brave enough to stick out his shingle and style himself as an Auctioneer and started advertising for business. At first his sales were few and far between and when he did get one he was generally polished up enough from reading and studying all the books and ideas on Auctioneering that it was not too long before he was booking as many as three and four sales, at sales he was calling.

"Col. Sparks in looking back over his years of experience wonders how he ever attained the success he has had. He well realized the many advantages the beginner has today through the several schools and colleges available for the early training any professional person needs before starting out on his own. He guesses he's just been lucky and he doesn't recommend the way he became an Auctioneer. He believes through that our schools and colleges should exercise great care in enrolling students and should not accept an enrollment for just pecuniary gains. It is his firm opinion that Auctioneers are born and not made and the school training those having the ability will be more than helpful, but to those without the ability, it will mean nothing and they never will be a success and therefore a black eye and not an asset to the school turning them out."

Auctioneers who joined the Booster page ten years ago were Herbert Van Pelt, Readington, New Jersey; Romaine Sherman, Goshen, Indiana; Ray Hudson, Morrisonville, Illinois; Henry Wilber, Bronson, Michigan; T. C. Jensen, Holdrege, Nebraska; L. T. Crawford, Mishawaka, Indiana and Ralph Rosen, Buffalo, New York.

In his column, "Fifty Years at Auction" Pop Hess reflected, "Not long ago I was approached and asked if I had my life to live over would I still want to be an Auctioneer. My answer was yes, but would want to start and live the entire time in one good farm section and confine my entire work to the folks of an established community of or within a hundred mile limit, sleep at home about every night and know my neighbors. It is nice to travel from state to state and be gone weeks at a time, yet that has many obstacles, and many a good auctioneer has lost his contact trying to become nationally known, with the results becoming unknown."

The semi-annual meeting of the Illinois State Association of Auctioneers was held in Quincy with Mr. and Mrs. Virgil F. Scarbrough, Quincy, as hosts. The meeting was in charge of President, Lloyd K. Seeley, White Hall. John Norris, Alton, was Secretary-Treasurer.

According to Col. Walter Carlson in his column "Along The Way", "People prefer people they know . . . Unless people know about you and your ability as an Auctioneer, the boundaries of the area in which you do business will not circle much space. Observation of the general run of Auctioneers in the country leaves an impression that most of them would have plenty of spare time in their date books if they moved very far from the folks who know their qualities, reputation, and have confidence in their ability to render service.

"Since people prefer people they know, it's a good policy to make use of every possible means to require public acquaintance. Results require personal contact for many situations but advertising has no substitute in a definite program to expand your public acquaintance. For a beginner, three primary methods of advertising will help to start the ball rolling:

1. Professional card in Newspapers.
2. Business Calling Cards.
3. Letter heads."

And in "The Final Bid" was the follow-

ing in regard to education: "How would you punctuate this sentence? Mary went swimming and lost her bathing suit."

Auctioneer: "I'd make a dash after Mary."

Texas Hotel Sold At Auction For \$501,000

J. O. Lawlis, President of the Texas Auction Company with headquarters in the Travis Building, Houston, Texas, has announced confirmation of the sale of one of the most valuable privately owned pieces of real estate ever to be sold at auction in the state of Texas. The properties sold consisted of the 278-room Nueces Hotel and adjoining parking lot, a long time landmark in downtown Corpus Christi, Texas.

The sale took place in the Nueces Hotel Ballroom Monday evening, March 27, and was witnessed by an overflowing crowd of over 300 persons. The actual sale lasted only twenty minutes. The bidding began at \$300,000.00 and was advanced at a rapid pace to the successful bid of \$501,000.00 made by Mr. J. J. Barshop of San Antonio, Texas.

The sale was conducted jointly by the Texas Auction Company of Houston and Gerth's Realty Experts of New Orleans.

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NEW

FOR SALE

NEW

Large lot of Heavy Duty Flying Trousers. Nylon with heavy duty zippers and knitted cuffs. Ideal for hunters, outside workers, construction workers, fishermen, etc. All brand new, packed in plastic bags, one to a carton, sizes 30 and 32.

While they last, \$6.95 per pair. 10% discount on 25 pairs or more.

Send cashier's check or money order to:

J. A. Gilbert, R. D. No. 1, Wrightsville, Penna.

Allow 10 days for delivery.

Museum Results from Forty Years Of Collecting Items from Past

FREDERICKSBURG, Va. — Visitors to this Virginia town can shrug off a century of change by stepping into a pleasant frame building in which is housed a varnished era of American life. Here, at Stoner's Store, one can rub shoulders with the nineteenth century. None of the 12,000 items within is for sale. The moderate admission fee, however, is a ticket to the past.

Before modern technology brought the world into everyone's living room, the center of social activity in many small towns was the general store. Stoner's is an example of such a store brought to life again. Inside, surrounded by the tools and treasures of bygone days, it is easy to visualize how things must have been a hundred or more years ago.

Clustered around the pot-bellied stove sat the village sages, wits and checker-board champions. Along the crowded counters ranged the men and women of the community, some ready to barter, others to buy, all of them eager to exchange the latest gossip and inquire after the mail.

The collection here at Stoner's, ranging from sausage stuffers to yarn winders, from apple peelers to spice cabinets, grew out of a hobby started by D. Letcher Stoner about forty years ago. His wife also acquired the hobby, more or less in self-defense. Today, Mr. and Mrs. Stoner are the proud custodians of an establishment that has been officially adopted as a museum by the State of Virginia.

Mr. Stoner's passion for collecting things began when he was still in his 'teens. By the time he and Mrs. Stoner were married, he had amassed a formidable assortment of buttons, stamps, coins, old typewriters, knives and luggage. The collection even included a broken, high-wheeled bicycle.

Soon after their marriage, Mrs. Stoner received further notice of what to expect when her new husband stopped by a junk heap at the side of the highway and began to rummage about the trash. He unearthed a kettle 26 inches in diameter and 16

inches deep, which he promptly put into their automobile. It was not, it developed, any old pot. Rather, it was an old copper kettle used for the home manufacture of apple butter. Mr. Stoner uncovered an old wooden pitchfork from the same junk-pile.

When Mrs. Stoner reached home, she stated emphatically that there was no room in the attic, basement or garage for the kettle and the pitchfork. Mr. Stoner, however, was undaunted. He merely rented part of a near-by warehouse and installed his new acquisitions. He continued to acquire things until the day came when the warehouse, too, was filled.

Five years ago, Mr. Stoner learned that a large frame building at 1202 Prince Edward Street was for sale. The building had housed the Fredericksburg College in 1894. Mr. Stoner bought the building and expanded his collecting activities.

Before long, the Stoners had a collection of items that ranged from an old-style toothpick to a two-horse sleigh, nearly 90 percent of the items collected within a fifty-mile radius of Fredericksburg. In asking themselves what could be done to display a conglomeration of odds and ends, they found that the obvious answer was to set up a replica of the old general store. They began to arrange their collection in the new building, with a view to reflecting the life of the ordinary people of Virginia a century ago.

The task was simplified by the fact that the collection already contained furnishings vital to any general store, such as counters, showcases, cracker barrels and, of course, a pot-bellied stove. After two years of work, the Stoners had their store completely stocked, from the fish barrel on the floor to the old-fashioned milk cans near the ceiling.

In the grocery department, along with the sugar barrel and the coffee and tea bins, are many original containers for varieties of tobacco and snuff, together with tobacco cutters and cigar molds. There are shelves filled with medicines

IN UNITY THERE IS STRENGTH

good for "Whatever Ails You." One bottle bears the inscription "for man or beast."

The drygoods department is stocked with yards of calico and lace. Here also are displayed ladies' fans, pocketbooks, parasols, high button shoes, hats, corsets and embroidered collars. In the children's section are sleds, bicycles, dolls, doll carriages and furniture, mechanical banks and many other toys made of tin, iron and wood.

Among the household articles are churns, washing machines, butter workers and molds, coffee mills, crockery, kitchen utensils, brass and copper kettles and a treadle machine that operates by dog power.

Also on display is equipment once used by farmers, blacksmiths, tanners, trappers, shoemakers and carpenters. Here, too, is the all-important post office window which was a part of every general store. And atop a barrel near the stove is the checkerboard.

The Stoners' store-museum fascinates

most young visitors, who usually find the objects on display almost as strange as Etruscan artifacts. For example, a 15-year-old boy wanted to know more about button hooks. "Are they tools for a dentist?" he asked. He had never seen a button hook before and showed considerable interest when its use was demonstrated on a pair of high button shoes. The shoes were new to him, too.

Then there was the little girl who gazed at an embroidered eyelet parasol and asked, "How did they keep the rain off if there were holes in the umbrella?" She was unaware that her grandmother had probably used a similar parasol to protect herself from the sun. The Stoners were happy to explain that once upon a time, ladies of all ages went out of their way not to get a suntan, just as today they go out of their way to acquire one.

A bee moves at the rate of 35 miles per hour; loaded with honey, 10 miles per hour.

YOU MISS SO MUCH

*When You Are
on the Outside*

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NATIONAL AUCTIONEERS ASSOCIATION

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Frankfort, Ind.

Annual Michigan Hereford Sale Held

An overflow crowd turned out for the 12th annual Michigan Polled Hereford Association sale at MSU recently. A total of \$21,090 was paid for 52 head, averaging \$61 over last year. The 30 bulls averaged \$410, and 22 females \$400.

High animal, and senior and grand champion bull of the show, was consigned by the Wakefields, Kinde, and went to Riley Ramsey, Marlette, for \$875. High female, as well as junior and grand champion female of the show, was bought for \$710 by Marjorie Westphal, Decatur, from Consignor Neil Haarer, Saline.

Airmail Stamp Brings \$9,200

A 24-cent airmail stamp with the airplane in the center upside down brought a record price of \$9,200 at a recent New York auction. Only one sheet of 100 stamps was sold before being recalled by the Post Office Department in 1918, and the whereabouts of all but nine is known.

How Can You Tell An Educated Man?

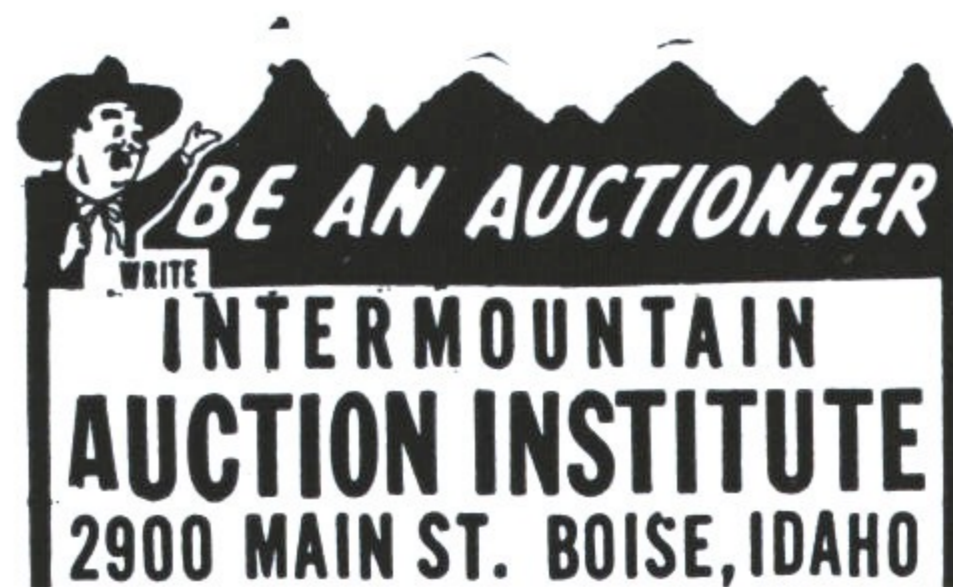
"First, those who manage well the circumstances which they encounter day by day; and those who possess a judgment which is accurate in meeting occasions as they arise and rarely misses the expedient course of action.

"Next, those who are honorable in their dealings with all men, bearing easily what is unpleasant or offensive in others, and being as reasonable to their associates as it is humanly possible . . .

"Most important of all, those who are spoiled by their successes, who do not desert their true selves, but hold their ground steadfastly as wise and sober-minded men, rejoicing no more in the good things that have come to them through chance than in those which through their own nature and intelligence are theirs since birth.

"Those who have a character which is in accord, not with one of these things, but with all of them, these are educated—possessed of all the virtues."

—Socrates (470-399 B.C.)



Summer Session:

June 18 to July 1, 1961

*Register as early as possible
for the two-week term in June.*

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THE LIGHTER SIDE . . .

CONFESSION

They stretched the man out on the police station floor and the doctor examined him. "This man has been drugged," he announced.

The policeman who brought him in turned white and said "I might as well admit it. I drug him four blocks."

THE TOUCH SYSTEM

Smith and Brown were discussing their families.

"How is your son, Jim, doing at college?" queried Smith suddenly.

"Okay," replied Brown, "he recently completed a course in journalism."

"You don't say," exclaimed Smith "Does he write for money?"

"Yes. indeed," was the quick reply. "I hear from him at least once a week."

ACCLAIM

The famous author was telling his story. "Well, what finally happened was that, after ten years, I discovered that I had absolutely no talent whatever for writing."

"And so you gave it up," his friend completed.

"Good Lord, no," the author said. "By that time I was much too famous."

MARK DOWN

Johnny's report card was very unsatisfactory and he was asked to explain.

"There's nothing to explain," he said. "You know how things are always marked down after the holidays!"

REWARD FOR VALOUR

An editor knocked at the Pearly Gates,
His face was scarred and cold;
He stood before the man of fate
For admission to the fold.

"What have you done," St. Peter asked,
"To gain admission here?"

"I've been an editor, sir," he said,
"For many and many a year."

St. Peter's eyes were warm and kind
With just a tinge of mirth.

"Come in," he said, "and choose your harp,
You've had your share on earth."

TOUCHY QUESTION

Bus Driver—How old are you, little girl?

Little Girl—If you don't mind, Buster, I'll pay full fare and keep the statistics to myself.

UNKOWN QUANTITY

Two men sitting at a bar:

"Mick, after you drink a lot, does your tongue burn?"

"I don't know, Joe; I've never been drunk enough to light it."

DESIRABLE

Two spinsters were discussing men, oddly enough.

"Which would you desire most in your husband?" asked one, "brains, wealth or appearance?"

"Appearance," snapped the other, "and the sooner the better."

TRY BARBED WIRE

Mrs. Gadabout — "That Mrs. Hardhead next door doesn't seem to have many friends."

Hostess (wearily) — "No-no. I wonder how she manages it?"

PROMISES, PROMISES, PROMISES

Wife to husband: "I'm sick of the whole thing. You won't work and all you do is mope around the house and bellyache all day. I'm getting a divorce."

Husband: "Oh, you don't really mean that. You're just trying to cheer me up."

LOOKING AHEAD

Gramps was getting married again. Asked why he was marrying a cute girl instead of a woman more his age, he said: "Well, son, ain't it a heap nicer smellin' perfume than liniment?"

TECHNICAL

A lawyer was attending a funeral. A friend arrived late and took a seat beside him, whispering, "How far has the service gone?"

The lawyer nodded toward the clergyman in the pulpit and said: "He's just opened for the defense."

IN UNITY THERE IS STRENGTH

LOOK AND LISTEN

She (gushingly) — Will you love me when I am old?

He — Love you? I shall idolize you. I shall worship the ground under your little feet. I shall — um — er — You are not going to look like your mother, are you?

SUSPICIOUS SYMPTOM

Homely Nurse — Oh, Matron, I think I ought to tell you that Patient No. 14 tried to kiss me.

Matron — Tried to kiss you? Good gracious, take his temperature at once.

NO INSECT

There had been a rear-end collision. One of the drivers climbed out in a fit of temper and strode up to a man standing on the sidewalk, thinking him to be the other driver.

"Say, where's your tail light?" he roared.

The innocent bystander looked up at him, "What do you think I am—a blooming lightening bug?"

FIRST THINGS FIRST

Customer — "I want to buy a present for my wife."

Girl Assistant — "Could I interest you in a sun-bathing suit?"

Customer — "You could. But let's fix up the present, first."

PROOF POSITIVE

Junior: "Dad, did you go to Sunday School when you were a little boy?"

Father (smugly): "I sure did. Never missed a Sunday."

Junior (turning to his mother): "There now, Mom. Don't you see? It won't do me any good either."

CONFIDANT

When Red Ruffing was a rookie pitcher with the Red Sox, he brought a sandwich into the bull pen one afternoon and started munching on it. Before he could get half-way through it, he was called upon to relieve the pitcher.

"Who's coming to bat for the Yankees?" he asked.

"Ruth, Gehrig and Meusel," he was told.

Ruffing carefully laid down the sandwich.

"Don't anybody touch it," he said, "I'll be right back!"

FREE ADVERTISING

In a school in one of the poorer districts of a big city, a questionnaire was sent home with a new pupil, requesting information regarding the home environment, number of brothers and sisters, fathers occupation and so on.

The next day the child returned with a scrap of paper on which was the following: "We have 18 children. My husband can also do plumbing and carpentry work."

MISUNDERSTAND

Give me a pound of those plumbs. My husband is fond of them. Do you know if they have been sprayed with any kind of poison?"

"No, ma'am; you'll have to get that at the drug store."

EXCESS BAGGAGE

She insisted on taking along about every garment she had and they arrived at the station loaded with baggage. "I wish," said the husband, "that we had brought your piano."

"Oh, quit trying to be funny," she said frigidly.

"I'm not trying to be funny," was the wistful reply. "I left the tickets on it."

DISCOVERY

Salesman, leaving the hotel: "Pardon me, clerk but what materials do you use to stuff the mattresses in this establishment?"

Clerk — "With the best straw to be found, of course."

Salesmen — "I thought so. Now I know where the straw came from that broke the camel's back!"

DOUBLE-TROUBLE

"So what if your husband snores," said the neighbor. "Lots of husbands do."

"Yes," sighed the baggy-eyed wife, "but my George is a ventriloquist and snores on both sides of me at once."

INCURABLE OPTIMIST

Customer: "Have you a book called 'Man, the Master of Women?'"

Salesgirl: "The fiction department is on the other side, sir."

A tongue twister is a group of words that gets your tang all tongued up.

IN UNITY THERE IS STRENGTH

OPTIMIST

"Shay, lady, you're the homelist woman I ever saw."

"Well, you're the drunkest man I ever saw."

"I know, lady, but I'll get over it in the morning."

"Well, supposing he has a lot of money? He can't take it with him. Even if he did, it would melt!"

"Flattery is a splendid cure for stiff necks. There are few heads it won't turn.."



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The Auctioneer

803 S. Columbia Street

Frankfort, Indiana

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GONE!!



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