

the AUCTIONEER



*And on Earth Peace,
Good Will toward men.*

NATIONAL AUCTIONEERS CONVENTION

JULY 20-21-22, 1961

Shamrock Hilton Hotel, Houston, Texas



The fact that the registration at the Louisville convention grew by about 80 this year certainly sets a pattern for us, and we're certainly going to do our dead-level best to see that we have over 600 in Texas next year.

Earl White, President
Texas Auctioneers Association

THE AUCTIONEER
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Indiana

Only Fifteen Members Gained During Membership Campaign

A total of ten members responded to the membership campaign begun with the publication of the September "Auctioneer." Fourteen new members and one reinstated member have been added to the roster of National Auctioneers through this membership drive.

We are understandably disappointed by the results of the campaign and we feel that all members — those who responded and those who did not — will be equally disappointed.

Perhaps this is a lesson to all of us. We rely on someone else to promote membership. Most of us say, "That's a good idea. I hope **they**'ll get lots of members." A few said, "I'll do it."

We do not want to preach and we confess that we feel guilty sometimes about the preaching we have already done in relation to the membership drive. We wanted very much to achieve the goal of 2000 members suggested by our President, Carman Y. Potter, and in spite of the overwhelming statistics that it can never be attained by July 1, 1961, we are still optimistic that our members will respond to the promotion of membership and the N.A.A. We've hoped that the facts and figures given to all members for their inspection, much as a stockholder is given information about his investment gains or losses, will serve to acquaint all of you with what needs to be done membership-wise. We hope that the campaign will not end today, November 15, but will continue throughout the year with a gain of momentum as the year progresses.

We had a telephone call from Col. Jack Gordon of Chicago the other day. He requested membership application cards and a list of expired members from the Chicago area. We would be happy to give similar information to any of you who wish to regain lost members.

Letters from members who are in favor of the membership drive continue to arrive so we have reason to hope that

the initial campaign has triggered a new interest in membership increase.

One of the most efficient workers for membership in his State and National Auctioneers Association is Joe Donahoe, President of the Association of Wisconsin Auctioneers from Darlington. Col. Donahoe has been responsible to a great extent for a tremendous gain in Wisconsin membership and subsequently for an increase in Wisconsin members of the N.A.A. In a letter received today from Col. Donahoe, he says, "I now have gotten all the auctioneers in this area so I will have to extend out. There is no reason why more can't be gotten since I have no trouble when I ask them . . . I sincerely hope there has been more response lately in this campaign."

The state of Wisconsin added four new members and one reinstatement during this campaign — one-third of the total. Virginia added four members.

We have been happy to note that those who work continually for membership increase for the N.A.A. have not failed. We have also welcomed the new names which have come up in relation to the promotion of membership.

The list of members who responded to our membership campaign and the new members sponsored by them follows. New members names are in parenthesis.

F. E. "Mike" Bloomer, Glenwood, Iowa (Howard A. Shol, Moorhead, Iowa).

Seattle Myers, Roanoke, Virginia (John Howard Kinsey, Roanoke, Virginia; James M. Eads, Bristol, Virginia.)

Missouri Auction School—Richard De-wees, Kansas City, Missouri (Donald L. Day, Council Grove, Kansas).

Robert A. Gerhart, Bristol, Indiana (Vincenzo Palumbo, South Bend, Indiana).

Norman E. Knowles, Jr., Christianburg, Virginia (J. E. Sutphin, Newport, Virginia; Harry D. Francis, Newport, Virginia).

A. L. Tremblay, North Attleboro, Massachusetts (Edmond R. Valladoa, Matta-

poisett, Massachusetts; Adelard E. Labonte, Sr., Pawtucket, Rhode Island).

Clem Long, Dayton, Ohio (Thomas D. Hilgeford, W. Middleton, Ohio).

Joseph W. Donahoe, Darlington, Wisconsin (Jack Reynolds, Mineral Point, Wisconsin; William K. Bodell, Hazel Green, Wisconsin; Chester K. Bell—reinstatement—Plattsville, Wisconsin).

Russell C. Schroeder, LaCrosse, Wisconsin (Darol E. Linse, LaCrosse, Wisconsin).

Clarence M. Sturgul, Shewano, Wisconsin (Leroy Jones, Watertown, Wisconsin)

Holiday Cheer From An Auctioneer

By COL. B. G. COATS

Thanksgiving Day for 1960 has left us and now our thoughts turn to Christmas and the New Year. You no doubt observed Thanksgiving day enjoying good food and by taking an automobile ride to visit friends and relatives. Many of you recognized the significance of the day by giving thanks for your many blessings and they are many although we sometimes fail to appreciate them.

Now as the Christmas season comes upon us may our thoughts turn to those less fortunate than ourselves. Let us celebrate Christmas in the way and manner it is supposed to be rather than by bestowing costly presents upon those who even though they do not need them will make you think they do. It isn't the money you pay for a present, as a five cent Christmas card means just as much as a new automobile. It is the spirit that prompted the giver to be thoughtful of others. The spirit of good will, the spirit of cooperation, the unselfish spirit that makes for so much happiness.

Don't you know an Auctioneer who would like to be a member of the N.A.A., but cannot afford to? Perhaps he has had unfortunate circumstances but would rejoice in reading "The Auctioneer" every month. A ten dollar investment on your part will be repaid many times in the happiness that you receive knowing that the recipient is getting something that he wants but could not afford. He will

search out and find who was so thoughtful of him and when the opportunity presents itself to thank you, the source of great satisfaction which possesses you will more than reward you. Perhaps some young Auctioneer is striving for a foot hold but finds the going mighty rough. Just a lift on your part could very well be instrumental in that young mans becoming the greatest Auctioneer in America. Progress, happiness and success begins with getting a clear view of the obstacles. Let us remove those obstacles from the path of others and make their progress less difficult.

May this season inspire all of us to think more of others and less of ourselves. May it bring each of you joy and happiness and so inspire you that throughout the year and all times the spirit of good will prevails. A Merry Christmas and a Happy and Prosperous New Year to you and your families and may you all have bigger and better auction sales.

Accidental Death Of Col. John McLaughlin

Notice of the accidental death September 6 of Col. John McLaughlin, Strasburg, Colorado has been received. Col. McLaughlin, a member of the Colorado Auctioneers Association and the National Auctioneers Association was killed while installing new telephone lines in Strasburg. While working with the lines on a pole he came in contact with high amperage electric currents. He was rushed to the hospital by men of the Rescue Squad but doctors were unable to save his life.

Col. McLaughlin, who was 56 years of age, is survived by his wife, two daughters and a son. He was an ardent community worker, being a member of the Volunteer Fire Department and giving unlimited help with the Rescue Squad Service. Besides his professional affiliations he was a member of the Strasburg Presbyterian Church, Byers Lodge No. 152, A.F. and A.M., of Colorado Consistory No. 1 and of the Tri-Valley Grange No. 458.

Lyndon Johnson Buys Four Herefords At Buford Sale

By JACK RICE

(Reprinted from St. Louis-Post Dispatch)

CALENDONIA, Mo.—A country cattle sale is a business event with strong social leanings and when Anthony Buford had a production sale of his Polled Herefords the other day an expert was hard-put to figure out which way to turn, toward the cattle in one big tent or the fresh-baked apple pie in another. The sensible course was to commute from tent to tent, playing no favorites.

Cattle-buyers came from 22 states to Buford's 825-acre farm near here, and they came prepared. They brought money with them. A sale of registered cattle is a sophisticated game, a big-money game. Fifty head were sold. That's the customary quantity at a major sale. The cattle brought \$51,305, an average of \$1026. That is well above average for a breeder's first sale of his product and when the sale was over a local boy had made good, gentleman-farmer style.

Buford is general attorney for Anheuser-Busch. He would be just another dilettante among the cowsheds, getting mud on his Abercrombie and Fitch boots, except for the fact that about 700 acres of the farm he owns first were Buford land in 1806. His great-great-grandfather came from Kentucky and settled on the land. A massive part of the farm background is Buford Mountain, the second-highest point in Missouri. When a man can stand on family land he has re-bought, and look at the family mountain, and sell one of the family's Herefords for \$5400, he has had a day fit to keep among the family heirlooms.

Buford's day was a good sample of the livestock investment being done by successful business men. Registered cattle can be as good as General Motors. Preferred stock.

All a successful city businessman needs to be a successful country business man in the purebred cattle field is a good professional herdsman, patience,

money, an understanding wife, a humble awareness that the cattle are high-priced executives resenting his right to tell them how to run their natural business, and luck. Those are the basic entrance requirements as he goes along, but by then he is numb and happy and doesn't mind.

At the end of his sale Buford went to his main house on the farm. He sat on the edge of a bed in a room off the living room. He looked like a man trying to decide which blessing to count first.

Late in the afternoon Senator Lyndon Johnson arrived at the sale. They have been friends for 20 years and at this moment Johnson is the most important cattleman in Texas. Buford sat and contemplated the wonder of his friend Johnson stopping his campaign for the vice-presidency of the United States to drop by and watch the Buford cattle sale.

The auctioneer, Jewett M. Fulkerson of Liberty, Mo., came into the room to go over the sales figures with Buford.

Fulkerson properly is listed as Col. Fulkerson. The Colonel title is as important as the staying powers of the voice; a man can't be an auctioneer without it.

"I understand we did very vell," Buford said. "They tell me no one's ever had a \$1000 average like ours for a first sale. The range is usually \$400 to \$600 for a first sale."

The sale's full designation was the "Buford Polled Hereford Farms Premier Production Sale" and the commercial meaning of the words is that the purebred herd was ready for the market test, an auction to the cattle-breeding trade. Buford was being judged by his peers, and his betters, too, and by their unsentimental cash.

About 500 people came; possibly only 50 of them had intentions of buying and so they were important people. The other

IN UNITY THERE IS STRENGTH

450 were important, too. Most of them were farm people from the area. They had a high stake, local pride.

The auction began at noon. The ring men, Col. Fulkerson's contact with the crowd, were on the staffs of the Polled Hereford World, American Hereford Journal, Oklahoma Ranchman, Livestock Weekly. Buford's cattle had a proper debut. Every society editor in their Polled Hereford world was there.

Polled Hereford's deserve society's attention. They can teach manners. They are low-slung animals, with the general outlines of a condensed buffalo. They have short, curly hair, red with white face and markings. A bull that knows what is expected of him and has a sense of duty will grow to weigh more than a ton. Yet despite all the substance and strength and power of the animals, gentleness and good manners are uniform among them. They are ladies and gentlemen first, quietly producing beef, and cows and bulls second, and the afternoon rush-hour among human beings could use more of their personality qualities.

A Polled Hereford is a tractable animal for the same reason it is a valuable animal when delivered at a stock pen. No horns.

All cattle had horns—it was part of the specifications—when there were wolves to be tossed aside and other cattle had to be battled for the food supply. Today a cow can lead a full life without finding a wolf to toss but habit persists and, in the absence of wolves, one horned cow will jab another just to stay in practice and see how much the traffic will bear. The cattlemen don't like the damage done by horns and if a man takes the trouble to observe a company of horned cows he has to decide they don't like horns, either, but can't arrange a truce.

The Polled Hereford men believe their cattle are the only sensible solution. The creature is born horn-less. A horn-less cow once was viewed as a poor unnatural thing, a "muley-cow," but in the past 40 years or so the Polled Herefords have been progressing as a form of effortless good sense.

"Polled Herefords are getting more and more in demand," said Oren Whitten of the Oklahoma Ranchman, "because of

two things. One, the American people are lazy. They're too lazy to de-horn. Two, you load a truck with horned steers and when you get 'em to the market you'll be docked \$5 a cow automatically because they're horned and have poked holes in one another's hides, and because about 20 pounds of meat will have to be cut out of the carcass; it'll be bruised and blue."

Fulkerson began his auction with a few kind, commercial words on the beauty of the Buford offerings and a hope the people would air their wallets and let the money fly.

An employee of the Johnson ranch was at the sale from the beginning and by the time his boss arrived the Johnson ranch had some Buford cattle, four heifers for \$2000. The Senator posed for photographers, in one shot he raised his hand in bid-making style; it strongly resembles vote-waving style. The pose brings up a point. Some cattle bidders are sly, some aren't.

Some in the crowd bid by a wink. Some presented their bids as though the auction were being held in the next county. They yelled.

"It doesn't really make any difference," said a ring-man, "but if a bidder thinks it does, we go along with him."

Fulkerson opened with a consuming love of Polled Herefords at shortly after noon, and some three hours later, at Polled Hereford No. 50, he loved the animals as strongly in his heart and in his voice as he had at the outset. Some of his endearments would make a heifer blush.

"She's got size and substance and scale . . . and a lot of thickness," Fulkerson said when the first creature came forth into the thick straw of the ring, plowing a path with her low-slung chest.

"You're buying two head here," Fulkerson said often. He meant the cow was with calf. "I'll lead her right by here so you'll know it. She's a sweet little gold mine."

An exceptional beauty moved Fulkerson to poetry. "Boys, if you want a big mellow yellow kind of a cow . . . Well, you buy her and I'll lead her home."

The prize bull put up for sale, the bull that brought the top price of \$5400, was Fulkerson's major effort.

Socialite Attends Parke-Bernet Sale

NEW YORK, Ann Woodward, making her first public appearance since she accidentally killed her socialite turf-man husband in 1955, carried off the prize painting at an auction of the collection of actor Edward G. Robinson's ex-wife.

The appearance of Mrs. Woodward at the \$502,350 auction at the Parke-Bernet Galleries marked her first full-fledged debut on the New York social scene since she accidentally shot William Woodward Jr., who she thought was a burglar on their Long Island estate. Woodward was the owner of the Belair Stud Farm in Maryland and of the famed racehorse Nashua.

The former model from Kansas City, Mo., has been living in voluntary exile in Switzerland and Spain since a Nassau County grand jury heard her testimony on the shooting and took no action five years ago. Although she appeared at the auction with a cast on her right leg and crutches, she retained much of her former sleek blonde glamor.

Mrs. Woodward bid unobtrusively for Amadœ Modigliani's famous "Boy in a Green Suit," for which she paid \$57,500. Art critics considered it the best painting acquired by Gladys Lloyd Robinson following her divorce and \$1.5 million settlement from the noted Hollywood actor in 1956.

Mrs. Robinson attended the sale and repurchased at least one canvas, a Gabriel Dauchot portrait of herself seated on a red sofa, for \$500. Robinson, bidding through an agent, bought one of his ex-wife's paintings, Georges Aoualt's "Pierrot" for \$35,000 and several other sale items.

Robinson and Mrs. Robinson amassed one of the nation's finest collections of modern art during the 29 years of their marriage. When they were divorced the bulk of it was sold to Greek shipping magnate Stavros Niarchos for \$3.25 million.

There are two kinds of people in this country—those who have new cars and all the latest appliances—and those who pay cash.

Iowa Auctioneers Hold Fall Meeting

By B. J. BERRY, Secretary

The Annual Fall Convention of the Iowa Auctioneers Association was held at the Burke Motor Inn at Carroll, Iowa, October 29 and 30. A Fun Auction was held in the lobby of the Inn with all the Auctioneers participating in selling the merchandise donated by the United Commercial Travelers Auxiliary which in turn had been donated by the merchants of Carroll. The Auxiliary donated the money received to the Retarded Children Society of the State. Over \$200.00 was raised for this worthy cause, and the Iowa Auctioneers made a sincere effort to obtain all the money possible for the Society.

On Sunday, after a nice banquet, Col. Ken Barnicle, Ellisville, Missouri, who is president of the Missouri Auctioneers Association gave an address on keeping the sales clean and raising the moral standards of the Auctioneer in the public's eye. Col. Leon Joy, Ames, Iowa, gave an address on organization. Col. Joy is the oldest member in the organization and has had a perfect attendance record since the organization started.

Col. Jay Arnold, Mallard, was elected President of the Iowa Auctioneers during the business meeting. Col. Mike Bloomer of Glenwood was elected Vice-President. Col. B. J. Berry, Ft. Madison, was elected Secretary; and Col. Myron Tallman, Ft. Dodge and Col. Arnold Hexom, Waverly, were elected as directors. Col. Louis Wilson, Nevada, was elected to serve the balance of the term on the Board of Directors which was formerly served by Mike Bloomer.

A nice time was had by all. The entertainment was furnished by "The Nubbins." A good turn-out of Auctioneers and their families were at this convention. It was one of the best. Special credit is given to Col. Glenn Anderson, retiring President, and Col. Al Boss.

We sometimes assume erroneously that we know enough about a problem or a situation when in reality we don't clearly grasp the true knowledge pattern.

Bull Sale First On California Ranch

Another bull-sale "first" is on the fire at the Dave Tidwell ranch in Modoc County, Calif.

There, Tidwell is providing board and room for 53 head of purebred range bulls that'll go through the ring at the annual Modoc County bull sale next October. And when they do, no one is going to say that they're overfitted.

Between now and sale time, the bulls

will run together on pasture, will be fed a supplemental rolled oats-salt mix and will be weighed every 28 days. They'll go into a feedlot the final month.

Nine different breeders are gambling their reputations on this side-by-side, rate-of-gain test.

Here's the deal the sale committee has with Tidwell: \$5 a month per head for pasture plus vet fees and grain.

The manner of your speaking is fully as important as the matter, as more people have ears to be tickled than understanding to judge. —Chesterfield

Your Opportunity, Your Right, Your Reward

Your opportunity in the years following World War II has been to participate in building a better profession for all auctioneers through the N.A.A. and State Auctioneer Associations that have organized during that period. You have enjoyed that opportunity and have exercised your right in laying the foundation and in helping to build a better profession.

Again, I wish to compliment the many fine leaders we are privileged to have on both state and national levels. Largely through their vision of the good that comes from organization and through their unselfishness has come a constantly growing N.A.A.

Yet, at this writing, just a day before our Presidential election, I am concerned that many thousands will not even trouble themselves to vote! Likewise, it is alarming to know that hundreds of Auctioneers are either unaware of the existence of the N.A.A. or have been misinformed as to the importance of this great organization.

In due time, I am confident that many of these men will want to take advantage of the opportunities which await them. They will learn from present members of the N.A.A. and will want to share in strengthening the N. A. A. and, in turn, build a better Profession!

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

Missouri Auctioneers Vote To Accept License Law

By KEN BARNICLE, President

The Missouri Auctioneers Association meeting held October 16 at the Bothwell Hotel in Sedalia was very successful. A nice crowd of Auctioneers and their wives from all parts of the state were in attendance.

During the business meeting several matters were brought to discussion including the raising of our State dues. It was voted to increase the Missouri Association dues to \$10.00 per year.

The guest speaker, Mr. H. Bemis Law-

rence, Louisville, Kentucky, addressed the group on licensing for Auctioneers. Following his talk there was a question period which lasted about an hour during which all types of questions regarding licenses were discussed.

At the close of the discussion there was a vote to determine the acceptance of a proposed license law. The license law was approved by 100% of the members present.

42% Of Memberships From New Members

Fifty-two membership dues payments have been received at the office of the Secretary during the period between October 16 and November 15. Twenty-two of the memberships were new members, a little over 42% of the total.

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

*S. B. Barris, New Jersey
Howard A. Shol, Iowa
W. H. "Doc" Owens, Kentucky
*Benjamin F. Hayes, New York
*Donald Thayer, Indiana
C. R. "Matt" Matthews, Texas
*Johnnie Midgette, Virginia
*Elmer Bunker, New Mexico
Earl Roderick, Kansas
*Milton Jenkins, Tennessee
*Dale D. Nichols, Indiana
James H. Kinsey, Virginia
Donald L. Day, Kansas
Jack D. Wallace, California
*Harold P. Higgins, Quebec
*Jack Amos, Ohio
R. J. Smith, Texas
Vincenzo Palumbo, Indiana
J. E. Sutphin, Virginia
Harry D. Francis, Virginia
*Gilvie Lamb, Indiana
James M. Eads, Virginia

Charles May, Ohio
*James Little, Texas
*Woodrow P. Roth, Pennsylvania
*Russell E. Kehr, Pennsylvania
*Ronald B. Chaffee, Pennsylvania
*Q. R. Chafee, Pennsylvania
H. H. Leid, Pennsylvania
*Jacob A. Gilbert, Pennsylvania
*Ralph D. Burkett, Pennsylvania
*Stanley H. Deiter, Pennsylvania
*I. Taylor, Pennsylvania
*C. M. Carter, Sr., Kentucky
*J. C. Carter, Kentucky
*L. B. Fuqua, Tennessee
*Leonard Willinger, New Jersey
Edmond R. Valladoa, Massachusetts
Adelard E. Labonte, Sr., Rhode Island
*Arnold J. Emerson, New York
*Newt Dilgard, Ohio
Charles L. Alber, Arizona
*Roy I. Ebersole, Pennsylvania
*L. Oard Sitter, Illinois
*B. H. Hunsucker, Texas
Thomas D. Hilgefard, Ohio
Darol E. Linse, Wisconsin
Jack Reynolds, Wisconsin
Leroy Jones, Wisconsin
*Chester K. Bell, Wisconsin
William K. Bodell, Wisconsin
*Arthur L. Garber, Illinois

Did you hear about the cannibal who was expelled from school because he was buttering up his teachers?

Thompson Named To Industry Position

KANSAS CITY, MO. . . William L. Thompson, Kansas City, has been named Director of Market Development of the National Association of Livestock Auction Markets, it has been announced from that organization's offices in Kansas City. It is the business trade association of NATIONALLY CERTIFIED markets throughout the nation now spearheading a "brand name" concept in market services for livestock customer-owners.

Thompson, a former resident of Montana, where he was engaged in the automotive and industry equipment business as a dealer at Sidney and Billings, has an impressive background in the fields of business management, merchandising and sales. He has long taken an active part also in commercial and private aviation development, working extensively with commercial airlines, airport commissions and civic groups before the Civil Aeronautics Authority and FAA for expanded aviation passenger and freight services and facilities. He attended both the Universities of Montana and Minnesota, receiving his degree in business administration from the latter in 1936.

Earlier this year Thompson established his family residence in Kansas City and founded Livestock Marketing Underwriters, Inc., as an industry-endorsed insurance agency specializing in coverage designed exclusively for NATIONALLY CERTIFIED markets in their operations. He will continue in his capacity as president of that concern.

In his trade association capacity Thompson compares the business functions and responsibilities of the market owners he represents to the executive load of an industrial or business concern of many divisions. The difference is, he says, "that the market owner, because of the market's position of high trust, its public nature and complex operations of modern marketing for productive advantage, must perform nearly all these functions himself. He is in a highly competitive merchandising busi-

ness where competition itself is its best asset; total dollar sales volume of livestock is large, but the market's gross return is small. This calls for the most efficient application of proven merchandising aids and management practices."

At the same time, Thompson expresses confident enthusiasm over the unlimited volume potential of NATIONALLY CERTIFIED markets. His association responsibilities will be to assist such markets in the full development of that potential within their trade areas.

Thompson and his wife, Elizabeth, are the parents of five children. Dick, the oldest, is attending the University of Kansas City majoring in business. He is also office manager of the Livestock Marketing Underwriters, Inc. Daughter Sue is a senior at San Jose State University, while Mary Ann is a senior at Shawnee-Mission High School. Bill, Jr. is a Navy "boot" recruit at San Diego. The youngest, Mike, is in the primary grades.

Record Set By Feeder Auction

BEDFORD, Ind. — The Springville Feeder Auction Association set another record this year, sponsoring 14 feeder auctions which grossed \$838,685.

Lawrence County agricultural agent Al Zukunft said the 1960 returns surpass the 1959 mark by \$30,079. This year's record, largest since the auctions began northwest of Bedford in 1953, resulted from eight pig sales and six calf sales. Total sales in 1959 were \$808,605 for four calf and eight pig sales.

A total of 11,229 pigs brought \$179,098 this year compared to 14,994 pigs selling for \$186,578 in 1959. There were 5,629 calves sold this year, bringing \$659,586, while a year ago 4,621 calves brought \$622,026 in sales.

The individual acts in a given situation only as far as his basic needs (security, esteem, "belonging," etc.) push him rather than applying his full intelligence to the problem. Unless the solution of the problem satisfies these needs he cannot help but be prejudiced toward a certain amount of disinterest in the outcome.

Pennsylvania Auctioneers Strive For Grassroots Strength

By Kenyon B. Brown, Secretary-Treas.
of The Pennsylvania Auctioneers Asso.

During an election year we are fully aware of the value of grassroots strength. Politicians shout it from the roof tops. Ward Chairmen and committee men are urged and expected to deliver their flocks area by area. Organizations and political parties are cognizant of the value of each individual member. Strength lies in how good a job is done in obtaining the support of these individual members. When the count is complete each vote is as equally important as the next to the total picture. Herein lies the value of grassroots strength for without it political parties or national groups fail. The cause is never completely lost if the grassroots fail but it takes years of diligent work by the few to once again recover the loss.

The foresighted founders of the N.A.A. have worked hard to develop the organization but we need each and every dedicated auctioneer to help shoulder the burden if success is to be complete.

Pennsylvania auctioneers formed a state group during the same period as the N.A.A. The Pennsylvania Auctioneers Association has what we think is a unique system and one which might well be emulated by other state organizations. Naturally we have our growth pains the same as any group striving to reach an attainable goal. Nevertheless we hope with our dedicated core to fully develop our grassroots.

Pennsylvania boasts four area auctioneer chapters with a fifth to be added in January of 1961. We have the Western, Central, Northeastern, Eastern (Lehigh Valley) and the newly formed Southeastern Chapter as the component parts of the P.A.A.

Area chapters each meet individually between 7 and 12 times yearly. These meetings are of immense benefit from an educational and exchange of idea viewpoint. In addition friendly competi-

tion and cooperation are fostered by breaking bread with fellow auctioneers on the many occasions throughout the year. In addition the parent group the P.A.A. meets semi-annually. Each chapter has its own officers, directors, and by-laws. However, in order to retain a steadfast purpose any major decisions which are acted upon at the state meetings are binding on each chapter.

It is up to the state officers to make as many visitations to the area chapters as possible throughout the year. This helps maintain a cohesive state group.

With the co-operation of the N.A.A. Area chapters are responsible for clearing all membership approvals in all three organizations. The area chapters do not profess to become judge and jury and some may think this procedure a weakness and of doubtful value, however, now that the N.A.A. and P.A.A. are on a firm foundation we feel new additions should have recommendations by auctioneers in their area who know of or can investigate their honor, honesty and integrity. Only on a local level can you know the "man."

This may appear to be a difficult way to build quantity of numbers but there is no better way to build quality. We are now in the stage of development which makes quality every bit as important as quantity. Membership built merely on card carrying members can never aspire to strength of purpose. It may build a treasury but the main aim is lost. At this point it would be far better to gain only 800 new productive members than to gain merely 2,000 card carrying members.

Pennsylvania sees work ahead to prove that our system works 100%. We have faith in our methods and the patience we trust to carry the ball across the goal. We are taking a tip from the politicians and are striving for grassroots strength.

THE LADIES AUXILIARY

Hello Ladies:

We of the Auxiliary had a very nice get together at the Indiana Auctioneers Association Convention held at the Hotel Frances in Kokomo on November 13 and 14.

Although the Auxiliary attendance was not as large as last year, we who were there certainly enjoyed it and much credit is due past president Nadine Strakis and her committee for the tea and party.

We had beautiful weather which made driving to and from the convention a pleasure. I am sure we all left with a wonderful feeling for our accomplishments, and determination to make the next convention even better.

Mrs. Max Loucks
Secretary, Indiana Ladies Auxiliary

Two Kids Reunited At Country Auction

By AUDREY MILLS

We love country auctions. Come auction day, Bert and I and any guests here at the time, fill up the station wagon and off we go. The journey there, through the beautiful countryside, is a delight in itself. We try to arrive before the bidding starts so as to look over the items offered.

This is a farmer's market, primarily livestock, but also fruits, vegetables, poultry, flowers, almost anything a farm can produce. Once, I remember a box of homemade soap which actually sold for 50 cents simply because no one there realized how really good old fashioned soap is.

Earlier this summer, while Bert was bidding on things he wanted, I wandered around the livestock section. I noticed a truck backing into the enclosure, and unloading some sheep, lambs and several goats. The people in the truck

evidently were a family father, mother, a girl about 14 and a boy of 10. Then, around to the pen where the goats were, came the little boy. He and one of the kids must have been buddies, as the boy reached through the bars and the little goat nuzzled his hand. They stayed there together, tears streaming down the little fellow's face.

Evidently, I wasn't the only one who was watching. A kindly faced gray haired man walked over to the father of the little lad, and after talking for a few minutes, I saw him give the boy's father some money. Before we left in the afternoon, I saw this truck pull away, with guess who sitting happily in the back? Of course, the two little friends, the boy and the little goat!

At this particular auction, the bidding stops after the produce is sold and then we have our home-prepared picnic lunch with lots of coffee in thermos bottles. We sat near a large open enclosure where the horses, which were to be sold later on, romped and galloped. Other buyers were also having lunch, or strolling around, in and about the buildings at the back where the chickens, rabbits, cattle

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and other animals were waiting to be sold.

Yes, auctions are profit and entertainment for all. The informality, good humor, the excitement of the bidding and, of course, the pleasure of getting what you want at what you want to pay all tend to make it one of the happy events of the week.

Yearling Is Sold For \$81,000

LEXINGTON, Ky., — Mon Mite, a black colt by Hoot Mon-Mighty Margaret, was sold for \$81,000 at the Tattersalls sales. It was the highest price ever paid here and the second highest ever paid anywhere for a standardbred yearling. Mon-Mite was bought by R. D. Ricketts of Houston from the consignment of the Walnut Farm.

\$1,000 Worth Of Gold Sold For 10c

WARSAW, Ind. — Edward Jackson, Packerton, may obtain more than \$1,000 from a handful of gold coins received from a 10c investment.

Jackson often attends auction sales to buy wood he can use for heating the home occupied by his large family.

On October 2 at an auction in Packerton, an empty wooden tool box failed to get any bidders so Jackson offered 10c for it.

When Jackson chopped up the old box, out fell 33 coins. They had been hidden in a hole bored in the box and then covered with boards. Jackson took the coins to Sheriff Sam Holbrook of Kosciusko County.

Mrs. Holbrook said her husband found that the box had been sold and resold at least three or four times, and early owners knew nothing about the cache.

Mrs. Holbrook said that the coins were examined by a collector who put a minimum value of \$1,029.65 on them. She said that the sheriff either will turn the coins over to Jackson, now that he has been determined the legal owner, or will try to arrange the best possible deal for him in selling them to coin collectors.

A Public Farm Sale

Thoughts submitted by M. F. Merrill
Lines by George Doyle Antrim

When you attend a "Home Farm Sale"
Right from the very start
You feel the presence of a tale
That grips the human heart.
The children all are far away
In homes they call their own,
The parents feel from day to day
They're quite alone.

"Old Father Time" quite ruthless like
Will issue a degree.
The torn and bleeding heart-strings
caused
He doesn't want to see.
He bluntly tells these kind ole folks
"You're old, you've done your bit;
You now should have a public sale
You've got to quit."

The people come from far and near
To buy what they must sell,
Some try to offer words of cheer,
For those old folks, it's hell.
It's not a pleasant picture, but
The auctioneer will kid;
Hold high a baby's rocking chair
And take what's bid.

Grandmother through her tears don't see
That little rocking chair,
She only sees the little tots
That once were rocking there.
The dog, too old to guard the flocks,
And earn his board and keep,
Will in a kindly Shelter House
Be put to sleep.

Oh Thou who judgeth our report,
Thy Grace and Mercy lend,
Grant Thou these old folks Thy support,
Until the end.

Man's greatest gift from the gods is memory, which permits him to warm himself at the fires of yesterday. His second greatest gift is forgetfulness, which permits him to shake off the bitterness of past defeats and injustices. Everybody shares in the first gift, but only the nobler spirits are able to take precious advantage of the second.

35,000 Auctioneers Lack National Representation

BY COL. POP HESS



Greetings to all our Auctioneers out over the land. This December we can mention many things that have just passed and things that are to come in the issue that rings out the year of 1960 and brings us into the new year of 1961.

First, your writer is getting back to normal after the National Election. It was the 20th Presidential Election that I have lived through and the 14th since I became of voting age. This one reminds me of a wire I received a few years back about the results of a Horse Race I was to some extent interested in since I was with the owner when he purchased a mare, a pacer, as a yearling. He paid \$1000.00 and this was his first purchase of that kind of a horse—a mare, a pacer, with some good sires and dams in her family tree. As time went on the mare was nicely trained, showed she had what it takes, and the day came for her to make her first race. I asked the owner, who was of excitable nature, that since the race was to be held some few states from where I would be on that day, to wire me the results of the get-away and the first heat. Here is the wire I received: "Boy, it was some race. First heat—the mare got away in front. Then she was not in front. Then she was in front. Then she was not in front. Home stretch in front, then not in front, then in front at the wire. Photo finish. Now Judges say they are not sure which nose has the longest whiskers under the chin. For the moment I am much scared."

As I am writing this column the wires coming in on the Election say they are running close—neck and neck. Somewhere seventy million people have spoken and are still speaking. This has been the most exciting campaign and election I have seen in the past 80 years. Two

great American boys are in the race and it looks at this moment as if whichever has the longest whiskers under the nose will be chosen from the Photo Finish. The election has attracted the attention of peoples of the world in all walks of life.

This is our United States of America where as a rule, we settle all with the Ballot Box and voting. However, in the final decision the writer feels that we will still be as we have always been. World Leaders for good living and Peace throughout the world.

The November issue of "The Auctioneer" came to my desk a few days ago. I was interested in many of the comments on our membership campaign to increase the membership of our National Auctioneers Association. I hope each of you have read the comments and gotten into action. I do not want to make a column a Begging Column to get members for the N.A.A. I have the faith in our Auctioneers out over our U.S. They will come to the rescue. From what has been developing in our land in the offices of the national and state government in regard to raising money to meet the obligations through taxes, it looks like we are now heading for more Federal Government Control and spending. All are going to be asked to pay the Fiddler to keep the Fiddling in tune. Recently I have heard through grape vine information of one State Governor who is thinking of trying to get a special added tax on Auction Sales. Now, boys, let's think. Presume the new Administration with Federal control ambitions takes a strike at the Auction Sale Business where billions of dollars are paid over the Auction Block. It would be a juicy strike for more taxes from us on sales. We would have to send

IN UNITY THERE IS STRENGTH

our officers to Washington to protest. Where would we stand there with the information that out of a total of nearly 35,000 Auctioneers working in all divisions of the Auction Business, only around 1250 are represented in our National organization.

This would make a very weak imprint on a federal government which represents millions. Out of our thousands of Auctioneers, we have only a handful of them to back us up in our objections. Now, boys, is that what you want? At the moment you will say, "This is just Hess's wild thinking." But listen, boys, we have seen things happen that we were surprised to see get put over. As they have preached to us in this campaign by the party who it looks like may have made it, "Quit standing still." We all know that we, in our work, furnish the money that it takes and right now who knows what the demands will be.

We, in this country do not want war yet we must prepare and get strong in order to prevent war. We are all in agreement for that to the last cent. In addition, many things throughout our land must be helped and we are in agreement on that to the last cent. But how, and how we dig down to pay can run into many channels and places. Your writer feels that if the trend as it looks and sounds demands a law regarding our Profession and Business which would not be in keeping with fair results, we had better be able to say we have many times more than 1250 Auctioneers who protest with some 35,000 Auctioneers sitting back unquoted, unrepresented, and not seeming to care. Think it over.

This National Auctioneers Association has a big function. It was built to protect the Auction Business and our Auctioneers. It is a business which has long been on the loose but we can become a sitting goose.

Now our state meetings are coming up throughout this month and next. On the program of all of these should be a drive for larger State and N.A.A. membership. The officers of all States that have recently held meetings should get on the Party Line and ask for more activity among more members. We have listed as of this date 26 states with State Associations. If each state would dig up one hundred new members among the

35,000 non-member auctioneers in the land for State and National Associations we could have a jump of 2600 members. This is not an unreasonable request. Some of our large state associations can get more than that and the small state associations can, with effort, add to their membership. I am quite sure you who are our readers can see what can be done. Now is the time to get prepared. Only in Unity is there Strength. Labor Unions and about every business and profession are in strong Associations and when any item comes up on any point of disturbance they have thousands backing them in their Association and nothing can so put your men in power in Washington who make laws stop and think when thousands of voters are watching their procedure. This argument is sound and it needs all Auctioneer members and non-members to get into line and have a voice.

Before you have received this December issue we here in our United States have given thanks for the good things received the past year and will forgive any that are not too bad. Also in this month of December, 1960, the writer and Mrs. Hess extend to all, Seasons's Greetings and a Great New Year, 1961. And you, Mr. Auctioneer, no better Christmas gift can be given than a few new members secured to bolster our National Auctioneers Association now ten years old and built to make for you a safer auction sale operation for better auctions, not hog-tied for survival.

Ohio Auctioneers Convention Set

By Don E. Fisher, Secy.-Treas.

The Ohio Auctioneers Association will hold their Annual Convention on Sunday, Jan. 8, 1961, at the Southern Hotel in Columbus, Ohio. The program will begin at 10:00 a.m. E.S.T. with a Coffee Brunch served by the Ladies Auxiliary of the Ohio Auctioneers. This will be followed by the regular business session, induction of new members, and election of new officers for the coming year. The Ohio Auctioneers and their wives will then meet together in the Ballroom for the Noon Banquet. Following the banquet Senator Tennyson Guyer will give an ad-

dress entitled, "How High is Your Star." At the conclusion of Senator Guyer's talk, both the Ohio Auctioneer members and the Ladies Auxiliary members will return to their respective meeting rooms for their afternoon programs.

The afternoon program for the Ohio Auctioneers Association will consist of a discussion period moderated by Col. Don Stafford covering the subjects of "What an Attorney Expects of the Auctioneer" and "Liability Responsibilities of the Auctioneer in Conducting the Auction Sale." Plans are to have a prominent Attorney and the field representative from a leading insurance company to discuss these topics, with a question period to follow.

The Ladies Auxiliary has a fine afternoon program planned. Mr. Warren Bailey of World Wide Games, Inc., Delaware, Ohio, will give a talk and demonstrate games of many countries. The games demonstrated are manufactured and sold by World Wide Games, Inc.

Remember the date and place. You are all invited whether you are members or not. Bring along your wives also. Reservations may be sent to Don E. Fisher, Secy.-Treas. Ohio Auctioneers Association, 73 N. Sundusky St., Delaware, Ohio, no later than Tuesday, January 3, 1961.

P.S. As a reminder to all O.A.A. members, 1961 dues are now due. Please remit to your Secretary-Treasurer.

Convention Plans To Be Made At Houston

A meeting of officials of the National Auctioneers Association, officers of the Texas Auctioneers Association and Walter Britten, 1961 Convention Chairman will be held December 29 at the Shamrock Hilton in Houston.

Initial plans for the 1961 Convention will be made during the preliminary meeting.



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Now Is The Time To Make A Lifelong Dream Come True

By COL. B. G. COATS

There is nothing finer or more welcome to the eligible Auctioneer than THAT WONDERFUL GIFT of being able to petition membership in the National Auctioneers Association. Records show that there are hundreds of Auctioneers who have "long dreamed" of the day when they could apply for membership in the N. A. A.

These fine Auctioneers have postponed "buying themselves" the fee necessary in favor of son's education, daughter's car or mother's fur stole. While there is nothing they more fervently desire than to be a member of the N.A.A., their unselfish devotion to the wants of their family in many cases has prevented their cherished dream from being fulfilled.

In this Christmas season when our thoughts turn towards the joy of giving—it is opportune and right that we suggest to the WIVES, CHILDREN, PARENTS, BROTHERS and SISTERS of all eligible Auctioneers that they give him what he has not given himself—A NATIONAL AUCTIONEERS ASSOCIATION MEMBERSHIP. It's the gift that will make his face beam with radiant joy on Christmas morn.

I urge you to suggest and tell these relatives of what this gift will mean TO HIM. Tell them:

It's a gift that will bring him hours of fellowship. He will make new friends—meet new people. He will enjoy a fellowship that is unequalled in tone and quality.

It's a gift that HE WILL TREASURE FOR YEARS. It's his to use—to enjoy month after month, year after year.

It's a gift that WILL GIVE HIM PRIDE, because as a member he will be a part of the World's largest Association of Auctioneers.

It's a gift that WILL BRING HIM COUNTLESS HAPPINESS. He will enjoy attending the national conventions, the excellent constructive programs, the social activity and the many contacts.

It's a gift FOR HIS FAMILY—TOO. They will share in the entertainment, sight-seeing trips, banquets, that every national convention presents.

NOW is the time to make this wonderful suggestion. You can rest assured that this gift suggestion will be appreciated by "our eligible Auctioneers" relatives—as it is the gift that will POSITIVELY PLEASE HIM—it's the gift that will fulfill his most cherished dream.

Besides all this — it will give your Association "the gift" of new loyalty, new devotion, new strength and new dedication, that comes only from new members. MERRY CHRISTMAS.

Coloradians Will Meet In January

The Annual Convention of the Colorado Auctioneers Association will be held at the Albany Hotel January 14. All Colorado Auctioneers and their wives are urged to attend the Convention, which is being held at the same time as the Stock Show in Denver. Visitors are welcome.

New officers will be elected during the business meeting.

Varied Treasures At Ohio Auction Barn

By ROBERT FRENCH

Reprinted from Toledo (Ohio) Blade

Need a deep-sea diving rig . . . mustache cup . . . cast-iron dinner bell, large size . . . carbide lamp from a turn-of-the-century hearse?

All these and more have passed under the gavel of Ransom W. Brunt, Temperance (Mich.) auctioneer, at the community sales he operates in a barn at Temperance and Secor Rds. every Friday night.

About 300 prospective buyers jammed

the raised stands at this auction. Many were antique dealers or collectors. Many more were just looking for a bargain in an antique china dish, lamp or other article.

Also in the crowd were at least four rival auctioneers. One, James Braley, 1815 West Bancroft St., said he travels the 48 states, officiating at or attending auctions. None, he added, can provide the variety of articles offered at the Brunt sales.

Many of the articles offered are items some housewives no longer wants around the house. She brings an assortment to Mr. Brunt, has them catalogued and numbered and sits back to see what they bring. Mr. Brunt takes a percentage of the proceeds.

Many of the more desirable items are procured by "bird dogs" who scour the Midwest for old or unusual articles which they can pick up for a song and realize a profit on when Mr. Brunt gets his audience into the proper buying mood with a combination of cajolery, humor and personality.

For instance, Mr. Brunt, who is aided by a corps of assistants who pick out articles from the stack behind him, carry them to the successful bidder and collect the fare, may shake out a fine lace tablecloth.

"Look at this beautiful tablecloth. It has a million holes in it but they all seem to be where they belong. Who'll offer \$5? \$4? \$2? Sold to the lady in the front row for \$1.

Ah, Ma'am, this is your night; you stole that from me just as surely as if you had swiped it off the table when no one was looking."

Mr. Braley, who says he has furnished his home with the finest in antique furniture and decor, all from the Brunt auction, has missed few sales in the last three years. It is not unusual, he said, for him to cart off \$500 worth of antiques in one night.

Many other auction fans have long attendance records. Mrs. William Weldishofer, Mitchaw Rd., Sylvania, and Mrs. C. B. Rice, Sylvania-Metamora Rd., cannot recall missing any sales in the last seven years. Mrs. Elmer Hayek, 1167 Lincoln Ave., has a perfect attendance record for the last three years. The

regulars usually bring a box or basket to carry off their purchases.

The articles, most of which go for under \$5, may include a bag of men's sox, a collection of toothpick holders and a Prohibition-era hip flash without a stopper. Toys, an oval chunk of marble which someone will use for a table top, a globe, "the world with a fence around it for only \$3.75;" clothing, produce, hundreds of china pieces, made in England, Bavaria, Austria or France; fine cut glass, oil lamps, outboard motors—all were on the bill of fare.

Robert Jones, 22, of 2600 Samaria Rd., Temperance, a bachelor just bought himself a house. He began the job of furnishing it with the purchase, after spirited bidding, of a marble bust at fet in his dining room just as soon as Mr. Brunt comes up with a sitable buffet.

Mr. Brunt prides himself on his honesty. The smallest chipped or cracked spot in a plate is painstakingly pointed out before bidding starts.

He's also a very determined auctioneer. The red barn was a mighty hot place this particular night. Only The Blade reporter wore a coat among the perspiring crowd. He was afraid to remove it for fear Mr. Brunt would have knocked it down for 50 cents to some lady looking for a blanket for her dog.

From A Country Boy

Contributed by Ken Barnicle,
Ellisville, Mo.

The desire to get something for nothing is the great aim of modern man. The easiest man in the world to dupe is the man who thinks he is duping someone else. To be moral is to be intelligent and the moral man does not attempt to injure his fellow man, nor take something from him without paying full value for it. To achieve self government men must be real freedom.

The fellow who is first to arrive at the office and last to leave at night probably has very poor bus service to his home.

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

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Col. Earl S. White—Madisonville

VIRGINIA

Col. David H. Gladstone—Norfolk

Col. C. B. Runyon—Falls Church

WASHINGTON

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

WEST VIRGINIA

Hale's Auction Service—Williamson

WISCONSIN

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

ELSEWHERE

The Ladies Auxiliary to the
National Auctioneers Association

THE MEMBERS SAY . . .

Dear Bernie:

Well, I have owed you a letter since after convention time in Kentucky. By the way, thanks for the check on the baby sitting situation at Louisville. I gave Brad Wooley his share. There will be no baby sitting grief in Houston as we have already engaged our sitter here in Billings to go with us to Houston.

My wife and I returned home last night from a purebred cattle sale. I just finished reading the Auctioneer and I thoroughly enjoyed Pop Hess' column, especially about the boy who gave up and called it quits. Since my graduation from Auctioneering School in 1947 I have made my living strictly from the Auction business with no side lines and this year of 1960 has been the best. In fact, since the second week of October I have had an auction sale every day and checking my calendar just now I find that I still have an auction every day through and including Saturday, November 12.

If this boy Pop is talking about has any talent, then he is making a big mistake by quitting as just about anyone can quit but it takes a good man to stay in there fighting.

Well, Bernie, this is about all of the news from out here except that we at the Western College of Auctioneering have 21 men already signed up for our December 5th term and, of course, we will accept only 30 in any term.

Auctioneeringly yours,
R. J. (Bob) Thomas
Billings, Montana

* * * *

Dear Bernie:

Enclosed find check and application cards for two new members for the National Association.

I have just finished reading the latest issue of "The Auctioneer." It was very disappointing to read that there has been no response to the membership drive. I was hoping to be able to do better myself and especially I was hoping our Wisconsin members would come through better. I sent a letter to every one of our members urging them to help out in this campaign. The one card I am enclosing is the only one I have received from another member. I have exhausted my source of local members and have been too busy to get very far from home in search of new ones. I am going to a sale tomorrow, however, in

hopes of getting the two Auctioneers as members as they do not belong now. So I may have a couple more to send in later.

Business has been very good here and I am booked almost solid from now until March 1 with farm sales. I hope you are enjoying a busy season also. Best wishes in your constant endeavor to promote the N.A.A.

Very truly yours,
Joseph W. Donahoe
Darlington, Wisconsin
* * * *

Dear Bernie:

I am very disappointed in the outcome of our Association membership drive as reported in the November issue of "The Auctioneer." However, no form of criticism can come from me as I am among those who has done nothing to make the drive a success.

If we could convert some of the pride we have in ourselves as Auctioneers individually to Good, Earnest, Collective Effort for just one day then indifference and membership increase would cease to be a problem in our organization.

Kindest personal regards,
E. T. Sherlock
St. Francis, Kansas
* * * *

Dear Bernie:

Just a short note to let you know that I am doing all right. I have been in the army since July 25 and will be here until December 10 taking artillery training.

I was at the Tattersall Yearling Sale from October 1 to October 7 working on the sale. We had a \$5,987.00 average and a record breaker.

I don't have much time and must close. Hope you are well and doing fine.

Sincerely,
Ken Travis
Dresden, Tennessee
* * * *

Dear Friend Bernie:

Seems like I never write unless I want to tell you something we have done but maybe that is what makes the world go around.

We just closed a very successful real estate auction for the Government at Canton, Ohio. We sold seven modern brick homes, formerly part of the naval plant located at Canton, at public auc-

tion. The homes were appraised at fair market value of \$90,000.00 for the group and we sold them for \$116,200.00, over \$26,000.00 more than they were appraised at.

I was assisted by my son, Bob Wilson, who sold half of the seven homes in the sale. I hate to have to say this but for two of the homes he sold he secured more money for them than I did for two just like them that I sold.

That only shows I guess that you have to make room for new blood sometime. He is doing a fine job in the auction business and he can compete with the best of them although he has had only two years experience.

Will see you at the school. Our new building is about complete and the grand opening will be sometime after the first of the year. It certainly is a good building and modern to the minute.

Clyde M. Wilson
Marion, Ohio

Harrisburg Sale Tops Three Million

HARRISBURG, Pa. — The 22d annual Standardbred Sales ended with more than a million dollars changing hands, including the week's top price of \$65,000.

Mitch Hanover, a yearling son of Indiana-bred Adios, was sold to the Allwood Stable of Far Hills, N. J., for the top price. Mitch was in the Hanover (Pa.) Shoe Farm consignment.

In all, that breeding farm sold 95 yearlings at yesterday's fourth day of the sales. Their total price of \$1,083,700 raised Hanover's total for 120 head to \$1,150,900, a record for the world's largest horse farm.

A total of 228 horses were sold, bringing in \$1,397,350 and raising the week's total to \$3,365,850, a new record. The previous record, last year, was \$3,225,100.

Hanover's Fury Hanover and Lehigh Hanover each sold for \$60,000 yesterday with John Simpson of Maitland, Fla., buying Fury Hanover, a Hoot Mon colt, and Stan Dancer of New Egypt, N. J., buying Lehigh Hanover, a son of Adios.

Increase From Last Month

Shown In Tabulation By States

The tabulation by states shows an increase this month. We lost no members by expiration since no memberships have expiration dates in November or December. It is hoped that increases this month and in December will give the N.A.A. an edge to help counteract the losses which are bound to occur after the January 1 expirations.

As of November 15 the total membership by states was 1270, an increase of 46 members over last month. It is interesting to note that of the 52 membership dues payments received this month 22 were new members. The 46 member increase in the state total does not include those members who pay unexpired membership dues in advance of the expiration date, therefore we can conclude that 46 minus the 22 new members or 24 reinstatements were received this month.

The June 30, 1960, total was 1296. Membership now stands at 1270. Several hundred memberships expire January 1, 1961. We would like to bring to your attention now the importance, not only of renewing your own membership but also of bringing new members into the N.A.A. From July 1, 1959 to November 15, 1959 there were 409 membership payments. This year from July 1 to November 15, 430 members have been recorded. This would indicate a tentative increase this year of only 21 members. This is, of course, far behind the goal hoped for.

In making the membership count by states we find that the following states have increased their membership total since June 30, 1960 by one or more members: Arizona, California, Idaho, Kentucky, Louisiana, Massachusetts, Mississippi, Nevada, New Hampshire, Ohio, Rhode Island, South Carolina, Texas, Vermont, Virginia, Washington and Wisconsin. The greatest gains were made by Wisconsin with an increase of 8, and Texas, which has gained 7 members.

The membership of the following states remains the same since June 30; Arkansas, Colorado, Connecticut, Delaware, District of Columbia, Florida, Hawaii, Maine, Maryland, Michigan, Montana, New Mexico, North Dakota, Utah, West Virginia and Wyoming.

The membership of all other states has decreased by one or more members during that time.

| State | Members Oct. 15 | Members Nov. 15 |
|----------------------|--------------------|--------------------|
| Alabama | 6 | 6 |
| Arizona | 0 | 2 |
| Arkansas | 6 | 6 |
| California | 25 | 26 |
| Colorado | 30 | 30 |
| Connecticut | 3 | 3 |
| Delaware | 1 | 1 |
| District of Columbia | 1 | 1 |
| Florida | 15 | 15 |
| Georgia | 14 | 14 |
| Hawaii | 1 | 1 |
| Idaho | 12 | 12 |
| Illinois | 80 | 80 |
| Indiana | 86 | 90 |
| Iowa | 41 | 41 |
| Kansas | 60 | 62 |
| Kentucky | 78 | 79 |
| Louisiana | 8 | 8 |
| Maine | 5 | 5 |
| Maryland | 18 | 18 |
| Massachusetts | 24 | 25 |
| Michigan | 32 | 32 |
| Minnesota | 15 | 15 |
| Mississippi | 4 | 4 |
| Missouri | 38 | 38 |
| Montana | 11 | 11 |
| Nebraska | 90 | 90 |
| Nevada | 3 | 3 |
| New Hampshire | 6 | 6 |
| New Jersey | 24 | 26 |
| New Mexico | 5 | 6 |
| New York | 52 | 54 |
| North Carolina | 19 | 19 |
| North Dakota | 8 | 8 |
| Ohio | 95 | 98 |
| Oklahoma | 9 | 9 |
| Oregon | 8 | 8 |

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| | | |
|----------------------|------|------|
| Pennsylvania | 50 | 60 |
| Rhode Island | 5 | 6 |
| South Carolina | 3 | 3 |
| South Dakota | 7 | 8 |
| Tennessee | 51 | 52 |
| Texas | 34 | 37 |
| Utah | 1 | 1 |
| Vermont | 3 | 3 |
| Virginia | 20 | 25 |
| Washington | 9 | 9 |
| West Virginia | 12 | 12 |
| Wisconsin | 71 | 76 |
| Wyoming | 12 | 12 |
| Canada | 12 | 13 |
| Australia | 1 | 1 |
| Germany | 1 | 1 |
| Totals | 1224 | 1270 |

All Time High Yearling Average

In keeping with other events during Lexington's momentous Fall carnival, Tattersalls 1960 Standardbred Sale shattered all previous figures and set an all-time high average for a Standardbred yearling auction anywhere. During five nights of lively selling, 292 head were knocked down to enthusiastic bidders for a total of \$1,748,150, at an average of \$5,987 — surpassing all expectations and easily exceeding the world record average figure of \$4,247 set here last year.

After a normal beginning on Saturday, October 1, the tempo increased appreciably once the sale got into full swing, and on Monday evening, when Castleton Farm's main draft was offered, 60 of its yearlings went for \$396,400, at an average of \$6,607. Bringing top price that night at \$40,000 was Good Flying. This Good Time colt, a brother to Timely Story p. 3, 1:59.3 was secured by D. D. MacFarlane, of Detroit, Michigan.

Another son of Good Time, Play Bill, a brother to Right Time p, 4, 1:57.1 added \$35,000 to Casleton's tally, going to Richard Downing, Shaker Heights, Ohio.

Good Time was the sire of the sale, topping the list of stallions with major representations with an outstanding average of \$18,516—15 head for a total of \$277,700.

Walnut Hall Farm provided the highlights Tuesday evening, selling 44 year-

ings for \$473,000, the average of \$10,750, easily a world record for a major consignment. Making a considerable contribution to this excellent tally was Mon Mite, the only Hoot Mon yearling in the sale. This colt, a three-quarter brother to the Hambletonian winner, The Intruder, sold at \$81,000, the world record price for a yearling trotter and second only to Dancer Hanover (\$105,000) for a Standard bred yearling. R. D. Ricketts, of Houston, Texas, bought Mon Mite on behalf of a syndicate.

Walnut Hall Farm also sold Bravo Adios at \$46,000, a chestnut colt by Adios from Deep Day by Guy Day, a brother to Adios Day p, 2:00.3. **Byron Kuth**, Chesterland, Ohio, an active buyer during the five nights' operations, secured this one.

From the same consignment was offered the only other Adios yearling in the sale, and this filly, Leah, first foal of a Hoot Mon mare, Liana Hanover, brought \$22,000, going to Del Cameron, of Pinehurst, North Carolina, acting as agent.

This pair gave Adios a princely average of \$34,000.

Wednesday saw the traditional transfer of venue to Walnut Hall Stud at Donerail, where this famous nursery sold 36 yearlings for \$313,400, at a highly pleasing average of \$8,706. Also that night, Whitehall Stud Farm sold nine head for \$39,300, their average at \$4,367.

Illinois Auctioneers Hold Fall Meeting

By **CHARLES F. KNAPP**, Sec'y.-Treas.

The fall meeting of the Illinois State Auctioneers Association was held October 23 at Springfield. Approximately 50 Auctioneers and their wives were present.

The new officers elected were: President, Fred Quick, Aurora, and Secretary-Treasurer Theodore W. Lay, Girard.

The same word in the same language can have a different meaning to two individuals because each uses words as labels based on his particular experiences.

Auctioneers Honored In December Issue Ten Years Ago

Ten years ago in "The Auctioneer", the dedication of the Tri-mont Hospital in Fairmont, Minnesota was publicized. Walter Carlson of Trimont, chairman of the hospital board, was one of the men responsible for the idea of building a community hospital. He was referred to by Governor Luther W. Youngdahl, dedication speaker, as "That heroic citizen of this community."

A reprint of an article published in the "Denver Post" was featured in the December, 1950, "Auctioneer." The article honored Art W. Thompson, Dean of U. S. Auctioneers from Lincoln, Nebraska. The feature was written upon the completion of a five-day pure-bred cattle sale at Gunnison and Denver during which Col. Thompson sold \$900,000 worth of Herefords.

Col. Herbert Van Pelt, Whitehouse Station, New Jersey, was the Auctioneer at the Second Annual Hunterdon Medical Center Auction which featured articles contributed for selling by Governor Driscoll, Clifton Fadiman, Robert Montgomery, Jack Benny, Dick Powell, Burns and Allen and comic strip artists Chic Young and Jimmie Hatlo.

Col. Walter Morton, Newark, New Jersey, was President of the New Jersey State Society of Auctioneers and the Iowa Society of Auctioneers was led by Hugh E. McGuire, Holstein, with Howard B. Johnson, Story City, as Secretary-Treasurer.

R. C. Foland, Noblesville, Indiana, was advertising the beginning of the winter term at the R. C. Foland Auction School.

An article by B. G. Coats entitled "Sincerity" concluded with the following paragraph: "It is estimated that one and a half million people visit auction sales daily in the United States. Some 30,000 Auctioneers share in appearing daily before this multitude. Therefore the Auctioneers have the opportunity and obligation to improve upon and advance the Auctioneering profession. Sincerity and

integrity will do the job and will cause you to stand out like a beacon light on the darkest night. With it you will gain everything. Without it you will lose all.

The Christmas message by President Foster Sheets indicates that a decade ago the hopes and aims of the N.A.A. were the same as they are at present. We hope that some of his goals for the N.A.A. have been fulfilled. Col. Sheets says, "This is the End and the Beginning! A happy and successful year is ending, and we are all justly proud of the fine accomplishments of our Association. Our record is one which we are proud to make public. We have accomplished much in the past twelve months and our convention in July, although not as many attended as we had hoped, was a great success.

"With your help, I believe we can make the coming year a really wonderful and outstanding one. I have great confidence in our organization because I have great confidence in our members. I am sure that we can do whatever we set out to do. Right from the start we want to prove that we plan to make 1951 the biggest and best year we have ever had. There is no limit to our achievements when we all pull together toward a common goal — the strengthening of the National Auctioneers Association. And because we are all friends and all members of one big family, we will find "pulling together" a real joy.

"As the future of our organization looks to be promising, we should all find this to be a very Merry Christmas and look forward to a prosperous and Happy New Year. Too, let us all pray that next year there will truly be "Peace on Earth."

Cowboy Hall of Fame Plans Expanded

The Board of Trustees of the National Cowboy Hall of Fame, which is composed of the Governors and from two to

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four other prominent citizens of the seventeen western states, recently changed the name of the institution to National Cowboy Hall of Fame and Western Heritage Center, according to Chairman Albert K. Mitchell of New Mexico.

Plans for the Shrine, a \$5,000,000 project which is being constructed at Oklahoma City, were expanded to include the following institutions: Hall of Fame of Great Westerners, (a large proportion of whom will of course be great cattlemen); Rodeo Hall of Fame; Hall of Fame of Western Actors and Motion Pictures; Museum of Western History; Institute of Western Art; Museum of Western Agriculture, Commerce and Industry; Research Library of Western Americana; Institute of Western Music and Folklore and Western Flora Gardens.

The new plans also include a "Heritage Hall," a sanctuary type of structure, which will depict our great western country as God gave it to us. A Founders' Hall will also be included to honor the persons who contribute to the building of the Shrine and thus have a part in the preservation of the heritage of the West.

Campaigns for funds are now under-way in each of the seventeen states. Oklahoma, which was selected by the Trustees as the location of the project, has

put up the first \$1,000,000. New Mexico has over-subscribed its quota. Quotas for the other states are established on a per capita basis. Contributions are invited from all persons who take pride in calling themselves Westerners.

Auction Without An Auctioneer?

An auctioneer-less livestock auction is the latest idea hatched by a marketing group, the California Farm Bureau Marketing Association with a sales yard in Visalia.

Who's to replace the familiar "Colone" with the hammer who chants the sale? An electronic "scoreboard" erected behind the sales ring where buyers can see it and follow the bidding.

Actually, here's the way Association Manager Bud Jackson visualizes the new, silent auctions:

Sale animals will still be pushed through the sales ring. But rather than listening to the auctioneer, buyers will keep an eye glued on the scoreboard.

As a buyer, if you want to raise the bid — say 20 cents or a dime a pound — **you'll press a button at your finger-tips.** That's one of the system's advantages — you can bid without your nearest neighbor being aware of it.

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Then, when the sale "starter" signifies that bidding is closed, if your bid is the one accepted, a light flashes on your control panel letting you know that you're "in." Of course, the electronic gadgetry records your buy and the price you paid.

Jackson says there'll be two ways of running individual sales: One, allow bids to run until they dry up and have the starter declare the sale closed; or two, set a definite time limit and have bidding close when the pre-arranged time limit runs out.

The Association, which grossed \$10 million from livestock sales in their Visalia yard last year, is already experimenting with a proto-type machine. Thus far, reaction is enthusiastic.

Engineers working on the project have been asked to have a proposal ready by this fall. Concludes Jackson: "I think we'll go ahead and build it — the question is when."

Australian Town On Auction Block

A township in New South Wales, Australia, with Residential facilities for 3,500 persons, is being auctioned to the highest bidder.

The township, Warragamba, is only fifty miles from Sydney, the state capital, which has a population of 2,000,000. The Sydney Water Board built the town twelve years ago for workers and their families during construction of the Warragamba Dam.

Construction of the dam has been completed except for the installation of floodgates. The dam will provide a 460,000,000-gallon reservoir, believed to be large enough to meet the needs of Sydney and its suburbs for fifty years.

The original work force of 1,500 men has been reduced to a few hundred. But many of the workers and their families have become attached to their community.

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Annual Industry Trade Association Assembly To Be Held In December

KANSAS CITY, Mo.—The annual Industry Trade Association Assembly of the National Association of Livestock Auction Markets will take place in Kansas City, December 10, 11, 1960, it has been announced here from that organization's offices by C. T. 'Tad' Sanders, executive officer.

The Assembly was first held last December as an industry business planning and policy session of the officers, governing bodies, policy committees and councils of the National Association. At the 1960 Convention the Assembly was adopted as an annual event in furtherance of the national trade body's representative purposes and objectives of the auction markets' industry.

New officers and directors, committee and council appointees, in the national business trade association of NATIONALLY CERTIFIED markets and 37 affiliated State Associations, take office December 1, for 1961. Formal installation will take place at a featured banquet Saturday night at the Hotel Muehlebach.

J. T. Wooten, Rocky Mount, N. C., current President will preside at the opening sessions, then turn his gavel of office over to Cecil Ward, Gainesville, Texas. Other newly elected officers are: Raymond Schnell, Dickinson, N. D., Vice President; Joe L. Sorenson, Roseville, California, Treasurer; and J. W. Prince, St. Johns, Michigan; Secretary.

Advance reports indicate that plans will be formulated at the December meeting of auction marketmen to launch an accelerated, continuing nation-wide drive throughout livestock and meat processing circles identifying NATIONALLY CERTIFIED markets as those rendering "a brand name of superior marketing service" in merchandising livestock to best productive advantage for livestock owner-customers.

Ward states it this way, "Our industry has never stood still in a dynamically

changing livestock industry calling for even increasing efficiency and productive results in marketing. NATIONALLY CERTIFIED markets have now emerged as a new and exciting development. They are identified by their progressive, direct-responsibility management, advanced methods of auction selling with automated self-proving weighing and accounting, and all features of a **complete** market service. This is a highly competitive economy, where, in livestock, the owners' free choice in channels of marketing is held high, and where competition itself is the greatest asset in obtaining the best productive results. We intend to further sell and merchandise our brand service in greater volume than ever before."

All trade association leader auction marketmen, will become acquainted on a first-hand basis in December with those men recently named to important positions in the National Association. William L. Thompson, Kansas City, is Director of Market Development and President of Livestock Marketing Underwriters, Inc. Warren R. Cook, Norfolk, Nebr., is Director of Customer Relations. Grover C. Lee, Jr. is director of Information and Publisher of the Livestock Marketing Journal.

Howard J. Doggett, Director, Packers and Stockyards Division, Washington, D. C., will be introduced to the NATIONALLY CERTIFIED market owners formally for the first time and confer with the 15-man Livestock Market Council on Trade Practices Conference Procedure matters, under the Packers and Stockyards Act as applicable to all livestock marketing transactions in commerce.

The Executive Committee and National Board of Directors will conduct formal business sessions. The Board is composed of the national officers, 42 state directors and 14 district directors. The officers and 14 district directors comprise the Executive Committee.

The important State Association's

Council, composed of the presidents and secretaries of the 37 Nationally affiliated State Auction Marketmen's Associations, will meet to exchange state and regional market operations information and plan the formal program events of the 1961 Livestock Marketing Congress in Dallas, Texas next June.

Russell Tubaugh, Belle Plaine, Iowa, President of the Iowa Association of Livestock Auction Markets, is Council Chairman. Vice-Chairman is J. R. Dawkins, Ronceverte, W. Va., President of that State Association. J. Roy Allgyer, Columbus, Ohio, Secretary of the Independent Livestock Marketing Association, is Council Secretary.

Sanders states that invitations are being extended to all NATIONALLY CERTIFIED market owners not on the board, councils or committees, to attend and take part in the industry-wide event.

Revised Class B Product List Issued

The Business and Defense Services Administration, U. S. Department of Commerce, has issued a revised Official Class B Product List and Product Assignment Directory — the publication used by defense, atomic energy and space contractors and suppliers, in connection with their defense work under the Defense Materials System.

The major change in the publication consists of a substantial revision of the code numbers of the various items listed to conform to the latest edition of the Standard Industrial Classification Manual issued by the Bureau of the Budget. In addition there has been a redesignation of a relatively small number of the items listed in the Official Class B. Product List and a few changes in the assignment of products to BDSA Industry Divisions.

The Official Class B. Product List is an integral part of the Defense Materials System which assures the Department of Defense, the Atomic Energy Commission and the National Aeronautics and Space Administration of priorities over civilian

purchases in the procurement of materials and supplies needed for their production, construction and research and development programs.

The Product Assignment Directory included in the publication contains an alphabetical list of a broad variety of products and certain services. It includes Class A products, Class B products, controlled materials (domestic and imported steel, copper, aluminum, and nickel alloys in various specified shapes and forms) and other products which do not fall into any of these categories. It shows the area of responsibility of the Industry Divisions of BDSA with respect to the items listed.

The U. S. Department of Commerce in a letter to this office states: "Since we believe that the publication may be of value to many of your members, we should appreciate it if you would notify them of its availability. Copies may be obtained from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C., or from any U.S. Department of Commerce Field Office. Price 70 cents."

Hybrid Bull Calf Sells For \$2,050

A calf, just one year and 10 days old brought a record \$2,050 at the San Juan Basin (Colo.) Experiment Station's annual "hybrid" bull auction.

Buyer was Charles Redd, La Sal, Utah, who has been using bulls from the university's experimental herd since 1951. The most recent purchase, from the Brai Arden family, averaged 2.91 lbs. daily gain on the performance test and ranked high in feed efficiency.

Second high price was \$1,550 paid by Coddington-Armour Research, Foraker, Okla.

Lives of great men all remind us
We can make our lives sublime,
And, departing, leave behind us
Footprints on the sands of time.

—Longfellow

Directory of State Auctioneers Associations

Colorado Auctioneers Association

President: Howard Roland,
1208 Main St., Grand Junction
Secretary: Lyle D. Woodward,
2942 S. Cherry Way, Denver

Illinois State Auctioneers Association

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

Indiana Auctioneers Association

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

Idaho Auctioneers Association

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

Iowa State Auctioneers Association

President: Jay Arnold, Mallard
Secretary: B. J. Berry, 3104 Avenue M,
Fort Madison

Kansas Auctioneers Association

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

Kentucky Auctioneers Association

President: John L. Cummins,
112 N. Church St., Cynthiana
Secretary: Martha Kurtz, Sturgis

Michigan Auctioneers Association

President: Charles Kinsey,
32235 Craftsbury Rd., Farmington
Secretary: Garth W. Wilber,
Route 3, Bronson

Minnesota State Auctioneers Association

President: Paul Hull, R. 3, Austin
Secretary: Frank A. Sloan, 1711 Olson
Highway, Minneapolis 5

Missouri State Auctioneers Association

President: Ken Barnicle, Rt. 1
Ellisville
Secretary: Don Albertson,
Green City

Nebraska Auctioneers Association

President: W. V. Emrich, Rt. 3, Norfolk
Secretary: Donald D. Zicht,
506 Roland St., Norfolk

New Hampshire Auctioneers Association

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

New Jersey State Society of Auctioneers

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

New York State Auctioneers Association

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

Auctioneers Association of N. Carolina

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

North Dakota Auctioneers Association

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

Ohio Association of Auctioneers

President: Ray Austin, Jefferson
Secretary: Don E. Fisher,
73 N. Sandusky St., Delaware

Oklahoma State Auctioneers Association

President: Delbert Winchester
611 W. Maine, Enid
Secretary: Byron Blew
Box 203, Cherokee

Oregon Auctioneers Association

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

Pennsylvania Auctioneers Association

President: Woodrow P. Roth,
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THE LIGHTER SIDE . . .

PERSISTENCE

Small boy, turning green puffing on a cigarette, looked sickly at his chum and admitted, "Even with 20,000 tiny filters, I get sick!"

V-P SURPLUS

A bank teller met an old friend at a cafe one day. As the teller seemed very preoccupied, the friend asked:

"What is the matter with you?"

"Well, there is a lot of trouble down at the bank. We are going through a complete reorganization."

"Why?"

"It seems that we had more vice-presidents than depositors."

TASTY!

"I've captured a politician!" cried the cannibal. "Now I can have a bologna sandwich."

GENIUS

An FBI marksman passed through a small town and saw evidence of amazing shooting. On trees, walls, fences and barns were numerous bull's-eyes with the bullet hole in the exact center. He asked to meet the remarkable marksman.

The man turned out to be the village idiot. "This is the most wonderful marksmanship I've ever seen," said the FBI man. "How in the world do you do it?"

"Easy as pie. I shoot first and draw the circle afterwards."

MUTUAL TRUST

A small contractor and partner closed their office and went to the movies. While there, one nudged the other and gasped, "Gosh, Joe, we forgot to lock the safe."

"What's the difference," asked the other. "We're both here, aren't we?"

FOR THE RECORD

Twice as many people are engaged in clerical work as in 1940. Maybe we are no more mixed up than ever, but we are getting it all down on paper.

GENEROSITY MINUS

The Wall street Journal tells of the sad-faced fellow whose story so touched the merchant's heart that he filled a large sack with groceries and said, "These are on me—hope they help."

Misty-eyed, the fellow started out, then turned back.

"Need something else?" asked the merchant.

Came the sad reply, "How about my trading stamps?"

WATER ON THE ROCKS

A grizzled British colonel, retired after years of service in India, was ill. It was diagnosed hydropsy. "What's that?" he demanded of his doctor.

"Too much water in the body," the doc explained.

"But I've never taken a drop of water in my life," the soldier snorted. After a moment's reflection, he added, "Must have been that blarsted ice."

HIGH COST OF LEARNING

Dear Pop:

Everything fine at school. I'm getting lots of sleep and I'm studying hard. Incidentally, I'm enclosing my fraternity bill.

Your son, Joe.

Dear Joe:

Don't buy any more fraternities.

Your Pop.

COMPLAINT DEPARTMENT

Customer: "Remember that cheese you sold me yesterday?"

Grocer: "Yes, Madam."

Customer: "Did you say it was imported or deported from Switzerland?"

GOOD EARTH

A mountaineer from way back in the hills was on his first visit to the city. Tapping the sidewalk with his foot, he drawled: "I kin see why they built a city here. This ground ain't fit to plow anyways."

IN UNITY THERE IS STRENGTH

POOR FIT

The tipsy one walked into a drug store. "Shay," he said, "have you got shumptin' for my head? Itsh shplitting."

The clerk sold him an icebag. Two hours later he came back, this time all bloodied and cut. "Lisshen," he shouted, holding up the icebag. "Ain't you got shumptin' 'elsh? I'm havin' a terrible time gettin' my head in it."

SPECIAL OCCASION

Grandmother was bidding a granddaughter good-night one evening when the child remarked, "Mommy and Daddy are entertaining some very important people downstairs."

"You're right," agreed Grandmother. "But how did you know?"

"Just listen," advised her granddaughter, "Mommy is laughing at all of Daddy's jokes."

DETERMINED

Sign over the desk of a purchasing agent: Don't confuse me with facts. My mind is made up!

PIECE OFFERING

While looking for an inexpensive birthday gift for a business associate, a tightwad entered a gift shop, but found everything too expensive.

Spying a vase that had been broken, he found he could buy it for almost nothing. He asked the store to send it, hoping his friend would think it had been broken in transit.

In due time he received an acknowledgement: "Thanks for the vase," it read, "and it was so thoughtful of you to wrap each piece separately."

THE TRUTH WILL OUT

A backwoodsman mountaineer found a mirror which a tourist had lost. "Well, if it ain't my old dad," he said as he looked into it. "I never knew he had his pitcher took." He took the mirror home and hid it in the attic but his suspicious wife was secretly watching. That night while he slept she slipped up to the attic and found the mirror. "Mmm," she said, looking into it, "so that's the old hag he's been chasin'!"

MEMORABLE OCCASION

A school teacher who had been telling a class of small pupils the story of the discovery of America by Columbus, ended with:

"And all this happened more than 400 years ago."

A little boy, his eyes wide open with wonder, said, after a moment's thought:

"Gee! What a memory you've got."

DOUBLE BOUNCE

The doctor met a former patient on the street. "Hello, Mr. Brown," he said, "Er-uh, that check you gave me came back."

"That's funny," said Brown, "So did my lumbago."

INCOMPATABILITY

"I simply gotta divorce this woman," the disconsolate auctioneer explained to the court. "She insists upon keeping a pet goat in our bedroom. The smell is so terrible I just can't stand it any longer."

The judge shook his head. "That sounds bad," he admitted, "but couldn't you open a window?"

"What?" cried the husband, "And let all my pigeons loose?"

AT EASE!

A foreman had tried every strategy in the book, in a fruitless effort to spur a particularly lazy laborer to do an honest day's work. Finally he turned, in desperation, to the patriotic approach.

"You should be ashamed of yourself," he said, approaching the man. "Civilization is on the brink of disaster. Everyone is supposed to do his share to ease the world crisis, and here you are loafing."

"Oh," said the lazy one, "I'm not loafing. I am just doing my share to relieve world tension."

SUCCESS

A salesman was dismissed because of a lack of courtesy to customers. A month later the sales manager spotted him walking about in a police uniform.

"I see you've joined the force, Jones," said the sales manager.

"Yes," replied Jones. "This is the job I've been looking for all my life. On this job the customer is always wrong."

IN UNITY THERE IS STRENGTH

REALLY CHILLING

A mother said to her little boy: "When you say bad words, it just makes the cold chills run up my back."

And the little boy replied: "It's a good thing you were not here when daddy hit his finger or you'd have frozen to death!"

SUBTLE

In Boston a father patted his only daughter on the head and told her, "James has asked for your hand and I have given my consent."

"Oh, father," sobbed the girl, "I cannot bear to leave my mother."

"Such a sentiment in these days," approved the father, "is both rare and admirable. Take your mother with you."

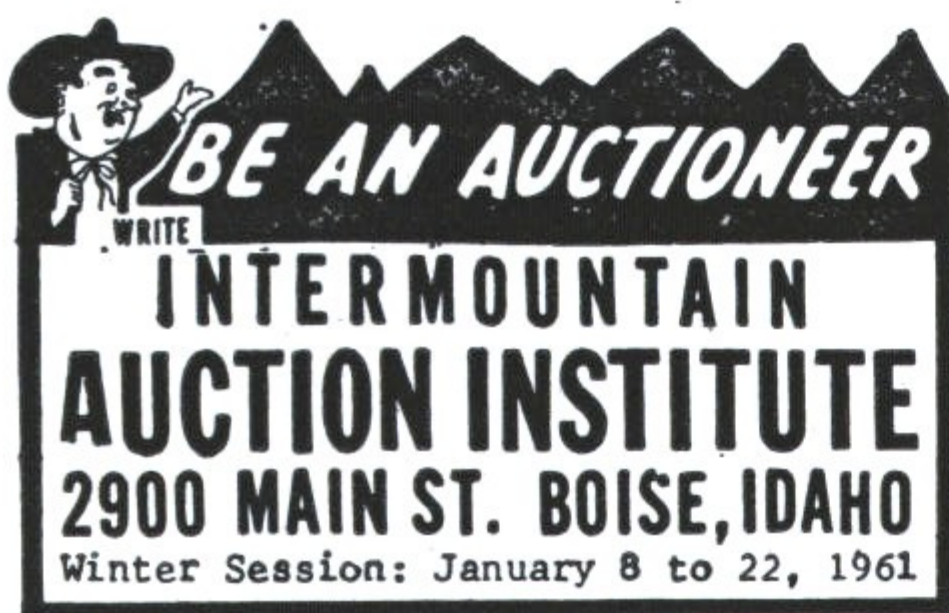
WORRIERS

Tearing down the highway on their way home for the weekend, two salesmen passed a couple of their company officials pedaling along on bicycles. "Great Scott!" shrieked one of the salesmen, "Do you suppose the depression has already set in?"

IT'S A PANIC, ALL RIGHT!

In the old days when business was bad and jobs hard to get, they called it a panic. Now they have all sorts of fancy names for it depending upon the degree of seriousness.

For example, in a readjustment, your neighbor loses his job. In a recession you lose your job. In a depression your wife loses her job.



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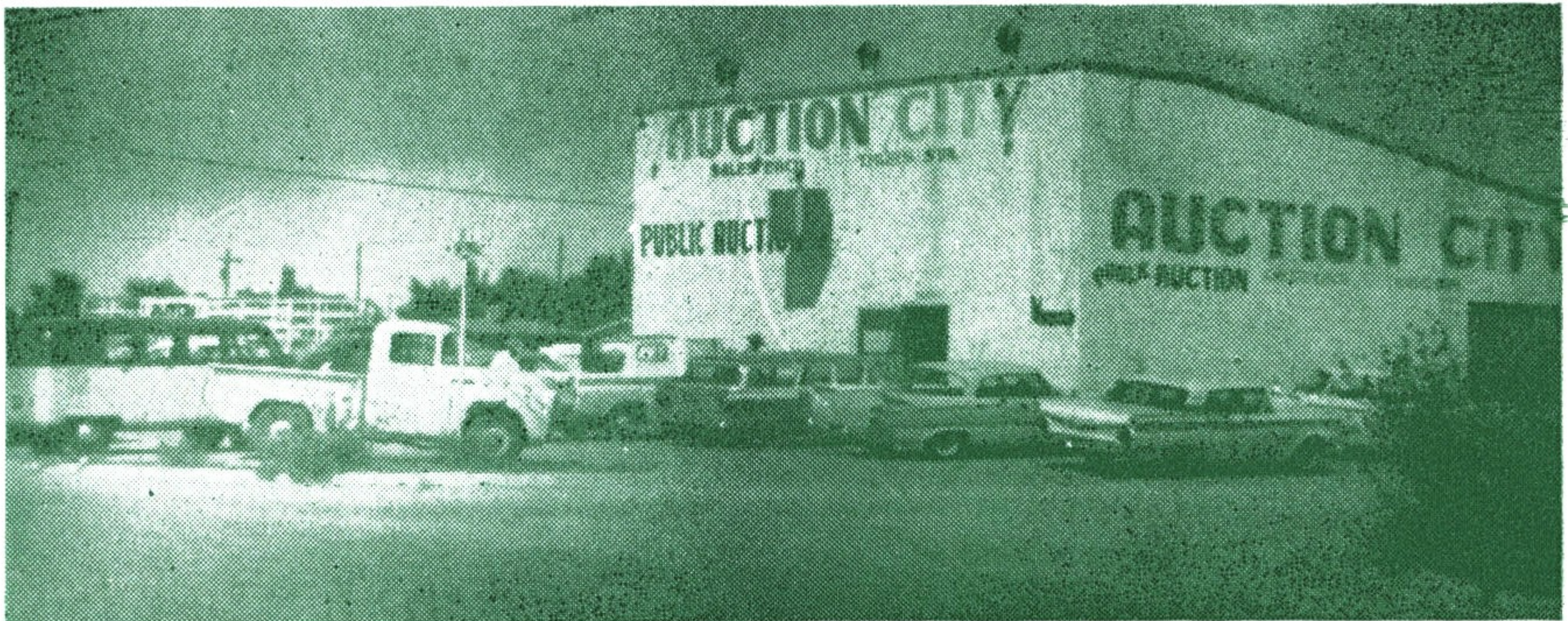
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