

THE AUCTIONEER



MAY
Vol. V

1954
No. 5

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GOING!

GONE!!



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Hotel Fontenelle Reports Heavy Advanced Reservations For Convention

By The Secretary

national convention of The National Auctioneers Association.

The Hotel Fontenelle, Omaha, Nebraska, convention headquarters for the eight annual national convention of the National Auctioneers Association, to be held on July 15-16-17, reports very heavy advanced reservations and that they are coming in daily from all parts of the country. Some of the states heard from are Washington, Oregon, California, New Jersey, Florida, Pennsylvania, Maryland, Georgia, North Carolina, Illinois, Ohio, Wisconsin, Indiana, Minnesota, Tennessee, North Dakota, Virginia, Missouri, Michigan, New Mexico, and Canada. The Management has requested that our entire membership be notified to make their reservations now and avoid last minute disappointments. It is expected that every room in the hotel will be taken by the N. A. A.

Col. E. T. Sherlock, President of the Nebraska Auctioneers Association, reports that inquiries from Auctioneers about the convention are keeping the Secretary, Col. James W. Martin, working every night answering them and making reservations. The various state Associations report arrangements are being made to charter busses or Pullmans. 57 Auctioneers from two eastern states are now negotiating to charter a plane to take them to and from the convention. Your national headquarters is working until the late hours of the night answering heavy mails on inquiries about transportation to and from Omaha, hotels accommodations, etc. About two months ago scattering inquiries began arriving and at that time we predicted an estimated attendance of 1500, but the great interest and enthusiasm of the membership and the magnificent job the Nebraska Auctioneers Association has done in arranging such a colossal enterprise, has given us cause to revise our estimated attendance upwards. In view of all this, may we suggest that unless you want to run the chance of being disappointed, that you make your reservations NOW. Write or wire Hotel Fontenelle, Omaha, Nebraska, and state the accommodations you desire for the

PLEASE READ CAREFULLY WHAT FOLLOWS

1. Every Auctioneer in America is cordially invited to attend our National convention July 15-16-17, in Omaha, Nebraska.
2. Every Auctioneer attending and not a member can feel free to be present at every session of the convention.
3. Every member and non-member is requested to make suggestions in the interest of their Association and their profession.
4. While at the convention every non-member will have the opportunity of joining the Association by seeing the Secretary.
5. Non-members are in no way obligated to join the Association but we do want you to attend the convention and see for yourself what is being done in your interest.
6. All business meetings and committee meetings will be for members only.
7. Have you signed your certificate of membership? If you haven't, please do it now as every member will be required to present his membership card.
8. Have you made your reservation? Better do it now. Write or wire Hotel Fontenelle, Omaha, Nebraska, and make sure to tell them that your reservation is for the National Auctioneers Association's national convention.

X B.T.O.: "Stick with me, Baby, and I'll put you on Easy Street. I'll buy a mink coat, a yacht, a convertible!"

T.N.T.: "Gee, that's swell, mister. I'll phone you tomorrow night. What's your phone number?"

B.T.O.: "Drop me a card. I can't afford a phone!"

Two Months Remain To Do Your Job

By The Secretary

May and June remain to complete our program. Many have given of their services to their Association by sponsoring two new members. There are those among us who have not and by their failure to do so, can spell success or failure for our quota of 2500 members by convention time July 15-16-17.

During the past nine months there has been distributed throughout the United States and Canada, through the membership, 15,000 applications for membership. Do you have the cards forwarded to you laying around thinking that some time in the future you will sponsor a new member? Why not take it with you and do as so many other members have done, sponsor a new member now. Only two months remain to do the job. Will you help your Association that is helping you?

A great big welcome to the new members herein listed, and thank you one and all for your many kind and encouraging letters. We trust that each of you will plan now to be present at our national convention in Omaha, Nebraska, as your Association has made extensive plans and arrangements to provide you with the most enlightened and constructive program ever presented to any group of Auctioneers. It is your convention. It is your opportunity.

Col. Richard Hales, Texas
Col. C. E. McDonald, Pennsylvania
*Col. Lloyd Barham, Pennsylvania
*Col. Clarence Bridege, Pennsylvania
Col. Rolland Lindsey, Illinois
*Col. Paul Newhouse, Iowa
*Col. A. T. Elmore, Illinois
Col. Linnie Stone, Ohio
Col. W. A. "Bill" Dolch, Texas
Col. Herman W. Hauschildt, Colo.
Col. Henry Silver, Texas
Col. Marvin Carlson, Minnesota

Col. A. F. "Shorty" Smith, Texas
Col. H. D. Bruce, So. Carolina
*Col. Frank Capista, Illinois
Col. John G. Reichert, Minnesota
Col. D. H. "Durbo" Wright, Texas
Col. Tommie Jeffreys, Texas
Col. Joe E. Gingerich, Kansas
Col. Joe A. Davenport, Kansas
Col. Irvin B. Bowman, Ohio
Col. Harold Cohn, Georgia
*Col. L. N. Hocker, Pennsylvania
Col. Roy Gottshall, Pennsylvania
Col. Larry A. Evenson, Wisconsin
Col. Paul E. Sanger, Pennsylvania
Col. Hugh Morehead, Missouri
Col. B. J. Berry, Iowa
Col. John H. Breidigan, Penna.
Col. Harry Sanders, Nebraska
Col. Roy A. Snach, Michigan
Col. Arthur B. Albaugh, Ohio
Col. Dale Ellenberger, Indiana
*Col. A. C. Dunning, Illinois
Col. Joe Paul Steiner, Louisiana
*Col. Nick Beute, Michigan
*Col. A. E. Boyer, Pennsylvania
Col. David E. Nicklason, Minnesota
Col. William E. Mathies, Penna.
Col. James M. Mathies, Penna.
Col. Merle R. Sloss, Iowa
Col. Roland U. Pittlinger, Penna.
Col. Sam Martin Hetrick, Penna.
Col. Arthur Redmond, Alabama
Col. Chester Redmond, Alabama
Col. Paul W. Cooley, Connecticut

A number of show girls were entertaining an isolated army camp. They had been at it all afternoon and were not only tired but very hungry. Finally at the close of their performance the major asked, "Would you girls like to mess with the enlisted men or the officers this evening?"

"Doesn't make any difference," spoke up a blonde, "but we've got to have something to eat first."

Fabulous Auction Career

Residents of seven states have read the name Colonel W. R. Ritchie, auctioneer, on a sale bill or an advertisement calling attention not only to farm sales but many sales of an entirely different nature. Colonel Ritchie's death in early March brought an end to the colorful career of a well-known auctioneer who did so much to advance the science of auctioneering.

February 13th was the last sale the "Colonel" a title bestowed upon auctioneers when they become a member of the National Auctioneers Association, attended. This, however, he did not "cry" as his health had not permitted him to be too active in auctioneering of late. But the 63 years he had spent conducting all types of sales under all types of circumstances kept his interest alive not in body at least in spirit. It is estimated that he "cried" over 6,000 sales—giving him the honor of auctioneering more sales than any other Iowan.

Ritchie was born in Port Andrew, Wis. Iowa became his home state in 1884. From 1930-1934 he was a member of the state legislature, serving at time as chairman of the agricultural committee.

His experiences gained in farming provided him with an excellent background for farm "crying" which made up the large part of his auctioneering. In 1912 the Colonel handled a sale when the thermometer read a "cool" 40 degrees below zero. Someone suggested that the sale be postponed due to the weather conditions, however, the creditors, who had forced the farm sale, felt differently. The results proved satisfactory to both creditors and the "forced farmer" due to a good crowd, plenty of coffee and Ritchie's enthusiasm. After the creditors were appeased, the farmer realized \$1,800, which at that time was no mean achievement.

Large Farm Sale

One of the largest farm sales he conducted was that of Ray Fairchild near Rembrandt. This particular sale was attended by over 3,000 people. In one of his largest cattle sales, 168 carloads of cattle were sold totaling over a quarter of a million dollars. Of that number 70 carloads of cattle were show cat-

tle and the average price for sale was 16 cents per pound. The sale was held at the Sioux City Stockyards 27 years ago.

During World War 1 he donated much of his time to Red Cross sales, one of which brought more than \$8,000. At one of these sales near Rembrandt a box of cigars brought \$1,500 and the cigars were sent to Dr. Hubbard, a Rembrandt doctor who was serving in the army.

High-Priced Oranges

A box of oranges sold at Linn Grove to several dollars for one orange and for \$250. Buyers paid from 50 cents up ate the oranges as fast as they bought them. One egg sold at one of these sales for morsel turned out to be a frozen asset.

Following a regular farm sale near Sioux Rapids, a boy with 30 pounds of Buffalo fish consented to offer them for the benefit of the Red Cross. These fish were sold, given back and resold. George Hadenfeldt, a prominent retired Sioux Rapids farmer, paid a top of \$15 for one of the fish. After the sale all the fish were returned to the boy.

The 86 years Col. Ritchie lived were packed with activity. Of late most of his ventures were curtailed. He was a life time member of the Iowa Auctioneers Association and of the National Auctioneers Association.

HER HUSBAND A SPECIALIST

Herb Shriner asked a pretty contestant how long she was married.

"Twenty-eight months," she replied.

"Do you have any children?"

"Yes, five—two sets of twins and a little boy."

"What does your husband do?" asked Herb.

"Why he's a specialist," proudly exclaimed the wife.

"I know that," quipped Herb, "but what does he do for a living?"

The hardest thing to fill in a column such as this one is a little tag end of space left over about this size. We had had some notes about some things we could say briefly but we lost the notes.

Coming Close

These dates July 15-16-17 are drawing closely upon us. When the time arrives your Secretary would like to report that our quota of new members has been met. Now the success of our membership campaign depends not on the Officers, or the office, but first and last upon the individual members of the Association, for it is YOU alone who produces the new members. YOU are close to the Auctioneers who should be invited to enjoy what the Association has to offer. It is YOUR word as a friend which can bring the values of the Association to them and make them feel that YOU are interested in having them as a part of YOUR Association. It requires so little effort to bring this message to the prospect that, for the life of me, I just cannot understand why YOU don't do it. So many times we have new members write in and say, "Why didn't someone ask me before?" How would YOU answer? The only word that characterizes it is "Neglect" on the part of YOU. YOU are not selling something, you are asking an Auctioneer to enjoy that which can only come to him through organization. Let's throw neglect into the refuse—and ask that Auctioneer to join. IT IS UP TO YOU.

Fairmont,
Minnesota.
March 16, 1954

Dear Col. Coats:

I have been getting "The Auctioneer" by subscription and now wish to join the Association. Enclosed my application card for membership and check for \$12.50. Please forward me lapel pin.

The magazine is enjoyed very much. Its diversified articles makes for interesting reading for all Auctioneers. I do nine radio programs a week and use the jokes from "The Auctioneer." A few more jokes in the magazine would be appreciated.

Sincerely yours,
MARVIN CARLSON

Chamber of Commerce
80 Federal Street
Boston 10, Massachusetts
March 22, 1954

Col. B. G. Coats, Secretary
National Auctioneers Association
490 Bath Avenue
Long Branch, New Jersey
Dear Col. Coats:

It is a pleasure for this Bureau, on behalf of the business and civic interests of the Greater Boston community, to extend a cordial invitation to the National Auctioneers Association to hold its 1955 convention here in the Hub. Governor Herter of Massachusetts and Mayor Hynes of Boston have asked me to enclose at this time their letters of invitation to you.

Boston, located here on the shores of Massachusetts Bay in the midst of one of the nation's most popular resort areas, should have real appeal as a meeting place for your membership during our tourist season. Your members would be able to combine a convention here with a lovely vacation trip during which they would enjoy either our lovely beaches or travel only another hour to the White Mountains or to the lakes of Maine to the north. Every vacation and convention attraction is available right here in Greater Boston, including opportunities for moonlight sails down the Bay, clambakes, sporting events, etc.

We have a number of outstanding convention hotels which can house your entire attendance under one roof and which will provide all your necessary meeting space without charge. Convention accommodations are all air-conditioned for your comfort, and complimentary suites would be made available for your President and Secretary during their stay. Our Bureau would also assign our own registration staff for the purpose of selling tickets, typing badges, handing out information on Boston, etc.

Our records fail to show that your meeting has ever taken place in this area. I can assure you that with the cooperation this Bureau is anxious to extend you can have an outstanding meeting here, and we hope very much to have your enthusiastic acceptance of this invitation to hold your convention in Boston in 1955.

Very truly yours,
ROBERT W. BREED

X The Ozark's Little Sparkler

With its smokestack snorting wood sparks like a fourth of July sparkler, the single train of the Cassville and Exeter-shortest standard-gauge railroad in the world—stomps out of Cassville, Missouri, each morning when it gets darned good and ready. It climbs 4.8 miles straight up an Ozark mountain to Exeter, then coasts back.

The train, a freight, usually reappears in Cassville by noon, if a boxcar doesn't jump the track. If a car does jolt off on one of the humps, bumps, and wobbles, the train crew merely "frogs" it back on, and away they go again, as happy as its local boosters who say, "There are longer railroads than ours, but none wider."

It is one of the few railroads is existence where the president and engineer frequently ride in the same cab. Its holdings, besides the engine and track, comprise only one toolbox, one seldom-used depot, one hard-to-start handcar, five loyal employees, and a badly bent, rectangular roundhouse. The 3 percent grade up which the train runs makes visiting railroaders shudder. Once, when the road was electrified for a short time, it forced the combination general manager-depot agent to chin himself every day on the circuit breakers holding them from kicking out with the overload while the distant train eased over the last big knob.

Burt Anderson, who started as a section hand with the C&E in 1908, is the engineer. On a run he never looks at his watch. Asked how long it takes to make the run, Burt replied. "Don't rightly know. Anyway, we got plenty of time."

Casual estimates, however, put the out-bound speed at about 5 miles an hour. Coming back, Burt brakes her down with sand all the way. Outgoing, its load ordinarily is empty boxcars except during Cassville's strawberry season. It has hauled back from its Exeter connection with the Frisco's main line as many as twenty-two loaded cars of carnival equipment preceding "Reunion Time," but its usual load of feed, lumber, coal cement and gas, just fills two cars.

If something goes wrong with the Baldwin locomotive, Burt hauls out the

toolbox and "me an' Wheelock fix it." Dr. A. P. Wheelock, president of the road, is a Des Moines, Iowa, dentist who two years ago satisfied a lifelong ambition to be an engineer and bought a controlling interest.

The balance of the stock of the C & E is owned by Cassville merchants, one a maker of hardwood flooring. This accounts for the sparklers in the engine smoke. Except during the dry season when it burns coal, the train stops at the flooring plant daily and takes on a load of scraps to use for fuel.

Strangely, this railroad that keeps Cassville from being an inland town, makes a profit. It is not a handsome one, but enough so that last summer it was able to move the track a few feet inland on a curve so that the C&E no longer dangled over a 25-foot drop at that point. This is the first route change since a Cassville banker built and financed the railroad as a service to the community. Then, the C & E ran several trains daily. Passenger fare was 25 cents one way.

The railroad had its only serious accident in 1912 when the brakes on a loaded car at Exeter didn't hold and it started to roll toward Cassville, jumping the tracks and tore completely through a house. At a piano in the house, a little girl practiced. She never knew what hit her.

It has been years since anything startling has happened on the C & E, but the railroad has achieved such popularity with tourists that Dr. Wheelock is thinking of adding a caboose to accommodate the thousands who annually clamor for a ride. If he does, the passengers might even get in one of Burt Anderson's treats: when the grapes are ripe in Taylor's Vineyard, about two-thirds of the way to Exeter, the engine has an uncanny habit of stopping alongside, so the train crew can eat a "couple o' bunches."

X Definition of a gentleman. He has the will to put himself in the place of others; the horror of forcing others into positions from which he himself would recoil; the power to do what seems to him to be right, without consideration what others may say or think.

Fair Trade – Who Wants It?

By Col. B. Greenfield

America has always prided itself on being a land of rugged individualism and free economy. We have always resented unnecessary interference in the operation of our business by anyone, including the Government. It has often been said that we should have “more business in government and less government in business”.

Despite this philosophy, there has been injected into our New Jersey laws since 1935, what has been popularly called a “Fair Trade” law. Briefly, this law says that any manufacturer of branded merchandise can fix a minimum resale price of such merchandise by entering into a single contract with a dealer in New Jersey. Once that has been done, every other dealer in the state is bound by such minimum prices, even if he does not sign a contract with the manufacturer. In effect, the manufacturer, himself without any regard for the profit made, can tell every retailer in the state that his merchandise cannot be sold below a certain price.

What does all of this mean to the consumer?

Among other things, it means that the consumer cannot take advantage of competitive pricing and save money as a result.

What does all of this mean to the retail merchant?

To the alert, progressive, economy-minded dealer, it means that he cannot pass on cheaper prices to his customers. To some dealers it is an opportunity to offer “quiet” discounts, knowing that more publicized competitors cannot resort to such “bootleg” methods.

Even if it could be said that “fair trade” is desirable, the difficulty of enforcement is such that in reality it is only a manufacturer’s dream. Indeed few manufacturers can afford to effectively police an entire industry. Even then, it is impossible to eliminate widespread price-cutting. This results in a situation where certain prime targets of the manufacturer are limited to fixed prices, and practically everyone else is

free to give bargains. Is this in the spirit of fair play?

It is time for us to re-evaluate the need or desirability of a “Fair Trade” law in New Jersey, in the light of our present economy. Certainly it is a problem which merits our immediate concern.

Four of the forty-eight states in the United States including the capital, Washington, D. C., Texas, Vermont & Missouri though every effort was made to pass the “Fair Trade” law in these four states the big so-called 400 manufacturers have failed to do so, as the state officials of these states felt that competition was for the best interest for the public at large. Especially in these days when your dollar buys very little. This “Fair Trade” law when passed in this and other states was supposed to protect the small retail merchant. Since this law was passed the poor man became poorer and the rich man became richer, for the following reason; The big man who sells on the installment plan works on a profit of between 200 and 300 per cent and can well afford to carry a purchaser up to three years. The small merchant who is willing to work on a 10% to 25% profit, but who cannot afford to give credit for the lack of funds must suffer the consequences on account of the “Fair Trade” act. This law was never made to protect the working man, but was made for only one purpose, for the rich to get richer and the poor to get poorer.

Perhaps if enough of us protest and make our views known to our representatives in Trenton, then they will know or at least they will get a better idea as to, who really wants the “Fair Trade” law. In my opinion this law was passed for the benefit of the big profiteers who demand a terrific profit from the working people of this and other states.

I hope you agree with this editorial and would very much like to hear your opinion.

Lucy was congratulating Laura on her remarkable driving ability. “Why, dearie, you handle the car like a veteran.” “Oh, is that so,” replied Laura, “but when did you see me handle a veteran?”

Minnesota To Nebraska

Col. Walter Carlson

Ever sale an auction sale when it was 37 degrees below zero? One of the largest and most successful sales ever held by Col. Carlson was held on February 9, 1933 and the thermometer hit 37 degrees below zero. Tobacco spit froze before it hit the ground. Icicles formed on mustaches. The severe cold made the old cattle come to life. Those were the days when an Auctioneer earned his bed and board, but they are gone forever and those who experienced them rejoice in reminiscencing. Gone to are most of the mustaches and the tobacco chewers are becoming less prominent.

The Auctioneer of that day, if he was interested in his business and of advancing the auctioneer profession, has himself advanced, so much so, that the auctioneer profession has experienced a metamorphosis, which today places the Auctioneer as a professional man of high intellect and ability.

On the anniversary of Col. Carlson's big sale, he took time out to write that he had made his plans to be present at the national convention in Omaha, Nebraska, July 15-16-17. Col. Carlson, is very much of an individualist. He is an expert on auction sale advertising, always injecting something new, something different that makes for appeal. His ideas have been put into use by Auctioneers throughout the country and always they prove effective. Members of the N. A. A., are going to have the privilege and pleasure of meeting him, and from him you will take home with you from the convention many new ideas, which you will want to put into practice in your business. You will not want to miss his constructive talk on advertising.



Col Walter Carlson

MEASURE OF A MAN

X NOT, how did he die
BUT, how did he live
NOT, what did he gain
BUT, what did he give
THESE are the merits to measure the worth
OF a man as a man, regardless of birth
NOT, what was his station
BUT, had he a heart, and how did he play his God-given part
WAS he ever ready with word of good cheer to bring a smile, to banish a tear
NOT, what was his CHURCH
Nor what was his Creed
BUT, had he befriended those really in need
NOT, what did the sketch in the newspapers say
BUT, how many were sorry when he passed away.

X No television or radio program ever was so good that somebody in the room didn't think his two cents' worth of chatter was better.

You Can Help Combat Communism

Follow This Simple 8 - Point Program

1. See that other Americans are fully and correctly informed about the true objectives and methods of communism and its danger to all we hold dear.

2. Encourage religion in your community. Attend and support the Church of your choice. The Word of God is the weapon most feared by the communists.

3. Take an active interest in public affairs. ALWAYS vote in elections—get others out to vote.

4. Support the election to public office of candidates who understand the scope and seriousness of the communist problem and agree to work for its elimination.

5. Be fair with your Government. In the interest of fair play and sound economy, vote on the basis of what you feel is best for the country and not on the basis of "what's good for me." Our Government will be only as strong as we make it.

6. Take a vital interest in the education of your children. Get to know their teachers. Know how school books are selected and what they contain. Be sure that communist poison is not being administered right under your very eyes.

7. Don't join groups—don't sign petitions, UNLESS YOU FIRST INVESTIGATE THEM! Communists have so perverted such appealing words as "peace" "freedom" "youth" and "mother" that any organization or document using these or similar words should be questioned until you know who is behind it.

8. If any evidence of communism at work should come to your attention, get in touch with your nearest FBI office. Give them all the facts and then forget about it, unless asked by the FBI to do otherwise.

The Commonwealth of Massachusetts
Executive Department
State House, Boston

March 22, 1954

Col. B. G. Coats, Secretary
National Auctioneers Association
490 Bath Avenue
Long Branch, New Jersey

Dear Col. Coats:

As Governor of the Commonwealth of Massachusetts, it is always a pleasure for me to welcome convention groups, tourists and visitors to my own State. Therefore, I am particularly pleased at this time to join with your Massachusetts members in the invitation which they are extending to the National Auctioneers Association to meet in our capital city, Boston.

Massachusetts is rich in scenery, whether you prefer the mountains, peaceful valleys or the seashore. Nowhere else can be found such a number of historic shrines and sightseeing attractions dating back to the days of the Pilgrims and the birth of our Nation. We are also particularly noted the world over today for our outstanding educational facilities and cultural institutions.

Boston offers the visitor hotels which are truly hospitable, a variety of famous eating places, fine opportunities for entertainment and excellent transportation of every type. We are proud also of our industrial tradition in Massachusetts, and you will find Boston a major center of our vigorous commerce, industry and retail trade.

On behalf of the Commonwealth of Massachusetts, may I extend to your organization my cordial greetings and the hope that you will soon be with us in Boston.

Sincerely yours,
CHRISTIAN A. HERTER
Governor

+ "What shall I do" wailed the sweet young thing. "I'm engaged to a man who just can't bear children?"

"Don't worry, dear," answered her elderly aunt, "you mustn't expect too much of a husband."

You Will Get More in '54

By Col. Art Thompson

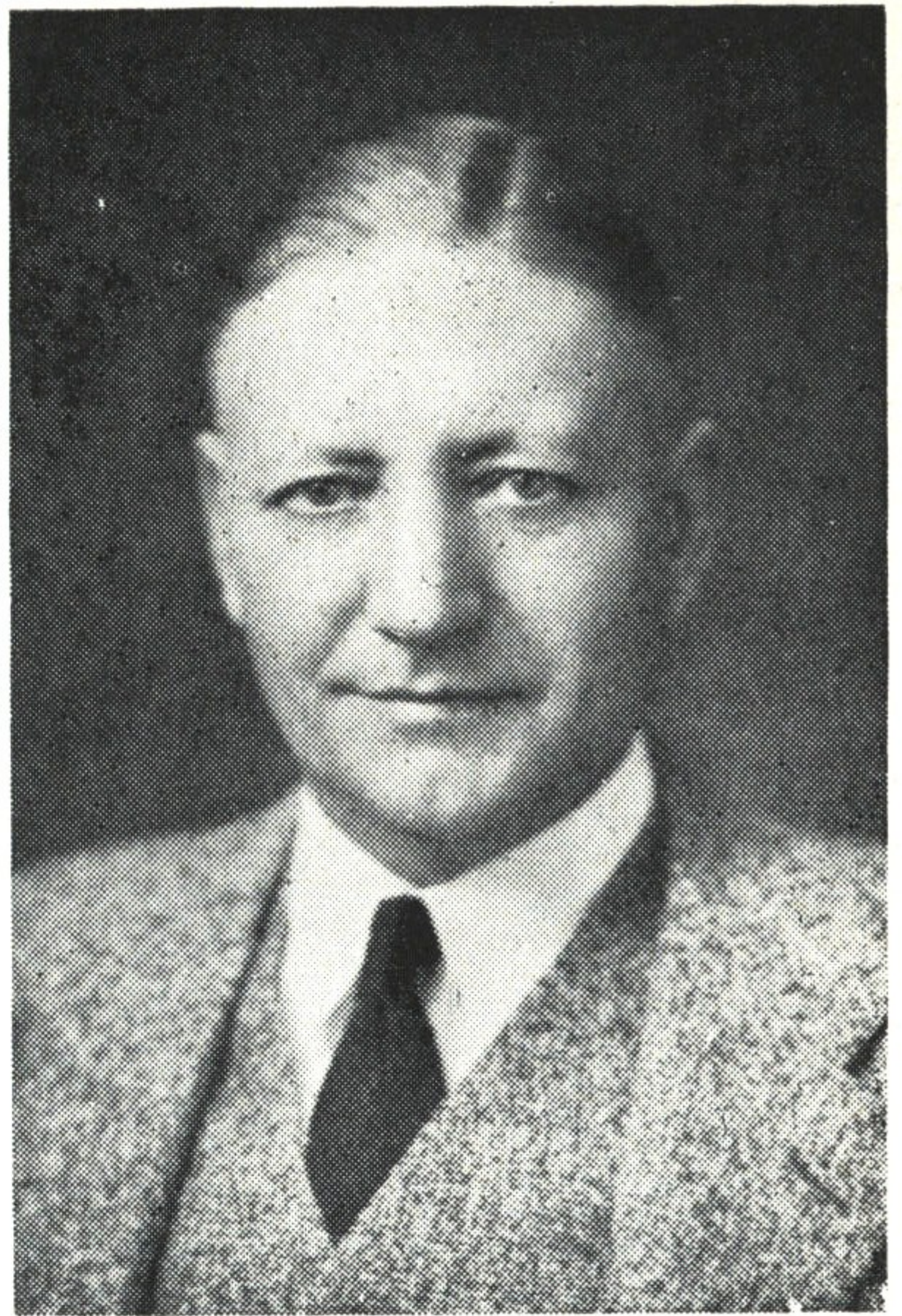
All aboard, trains on track No. 1, for Omaha, Nebraska, for the national convention of the National Auctioneers Association July 15-16-17.

Whom may I see there? Every Auctioneer in the United States, who is interested in his own personal advancement, the advancement of his profession and the advancement of his fellow men.

What can I get out of the convention? That is a good question and a big question, and I am sure you are not asking that question yourself from a selfish point of view. But here is the answer.

You will have three days and nights of meeting Auctioneers from all parts of the country and Canada. You will hear from the greatest Auctioneers in America. You will benefit from their experiences, wisdom and ability. It matters not what phase of the auction business you are engaged in, your part of the business will be covered and you will go home with far more knowledge and ideas that will help you in your business. You will enjoy the fellowship of hundreds of Auctioneers. You will be rubbing elbows with your competitor. You have an idea and he has an idea and by meeting in national convention you have a exchange of ideas. You have benefited by his ideas and he has likewise benefited by your ideas and by all of us cooperating with one another we all become better Auctioneers.

You will learn of the wonderful work and accomplishments your Association has made during the current year, all of which has been to your interest. Socially you will not have a dull moment as the Nebraska boys have seen to it that ample entertainment will be provided for. You will look upon the expense going to and from the convention as an investment in knowledge worth many times the cost. You will meet the grandest group of men ever assembled and go home with renewed inspiration, knowledge and ability that is unattainable elsewhere. Our national conventions are an education to every Auctioneer and an opportunity that none should pass by.



Col. Art Thompson

Chamber of Commerce
Long Branch, N. J.
April 1, 1954

Col. B. G. Coats
490 Bath Ave.,
Long Branch, N. J.

Dear Colonel:

We wish to thank you for the information concerning your publication, "The Auctioneer." We have placed same on file and are answering all inquiries that come to this office.

Issues of your publication coming to this office have been read with interest. Our opinion, that of a former newspaper man and printer, is that "The Auctioneer" is a most creditable publication. It is well edited and is well printed, comparable to the best publications that come to our desk.

Very truly yours,

CHAMBER OF COMMERCE
H. M. Tallmadge, Sec'y.

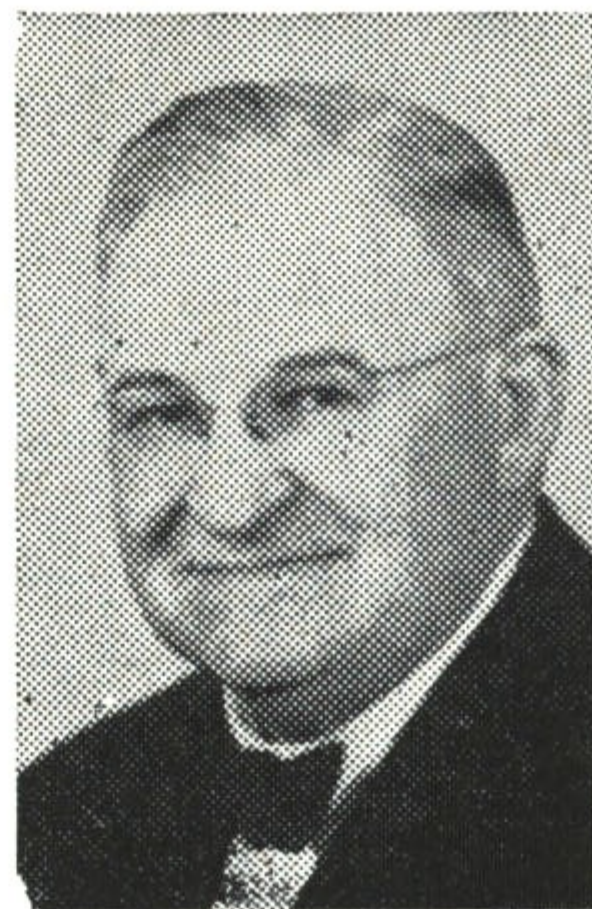
RING MAN and AUCTIONEER

As this column comes before the readers of "The Auctioneer" we will be past the first Quarter of 1954 in Auction Sales held, and the Auctioneers in action will have reaped their first Quarter year of Harvest. The general run of Auctions held this year to date has been most all very satisfactory, of course many price adjustments has come up, but down thru the years this has been true, each year brings changes in values, and the bidders of all items sold at auction, are not long in catching on when it is time to apply the brakes—or turn on more steam.

It be-hoves all auctioneers to keep awake and well posted on values and meet the conditions. Each week many letters come to me from Auctioneers, with many questions, and all come from readers of this Publication, gives me the chance to write a column, they will read it, and save much time in personal letter writing, and it is again we can proclaim this publication available for all Auctioneers where ever located, is very valuable for all who are, or want to make the business of conducting public sales a livelihood. Also I want to get across to all readers, I welcome these letters, as it gives one some what of an idea what he should be coming out with in his column that will meet the demand of all interested in Auction sale work.

In the letters I have received this year to date is about 80% of new beginner Auctioneers who have received their Sheep Skin, from an Auction School, and still seem to be some what bewildered why they have not been over run with requests for their services as an Auctioneer, and especially the Purebred Sales. Some seem to be living under the impression they should at once be living in a Suit Case traveling by Air and Rail, from Coast to Coast with a sale on the docket for every day etc.

Now boys all this does not just come that way. The fine Auction School you attended did all they could in their power



By Col. Pop Hess

to give you the low down on how to become an Auctioneer, in other words they feed you the Turkey and all the trimmings but when you get back home, it is your job to digest that meal, and keep healthy, in fact that rule is true in all College courses regardless how expensive or how long it took you to go thru the ordeal.

As all my requests on tap for answers for this issue, was in the Livestock field I will in a few chosen words try and make my answer clear, and plain. So Mr. Auctioneer if you are livestock minded and want to be a Star some day in selling Purebred Livestock sales, there is such a ladder in front of you to climb but understand you can not start on the top rung of this ladder, to sell in Purebred Cattle or any breed of Livestock, you are appearing before a buying audience, that 90% of them are very good judge of Auctioneers, for they have long before attended such sales where the most able Auctioneers of the nation in action, and when you step into the Auction Box of such an auction you must be acclimated and carefully operated on each rung of the ladder you must climb, and make most of the mistakes all Auctioneers are bound to make before he reaches the top, and it takes a few years of rung climbing, and as you reach your destination, you will be ready, and smooth any errors you then may make with out being stopped by a red light.. Your First and all of the next one hundred appearances in the Purebred Auction Box as principal Auctioneer, will be carefully weighed by John Q. Purebred Breeder and buyer, and if your percentage is past 75% you are then in the Star class, and will be booked for such sales, in volumn you can be assured sufficient demand to depend on it as a steady business and income.

Now the question comes how do I work the plan and get there, it is very simple if you are livestock minded, you are also of Farm experience, and the best place to start is a General Farm Sale Auction, the first five or ten years of your carrier as an Auctioneer, you may find you will never be accepted as a Purebred Livestock Auctioneer in the Star Class, yet in General Farm Sales Commercial Livestock Sales, you are good and in demand, so if you make the approach to get into the Purebred Field Exclusive, and you are going over keep the bridge behind you in good repair so you can turn around and get on the side of the river where you belong, and you will not have a lost business to rebuild, as often the second time it does not build so easy, While you was across the bridge to fish in greener water, another Auctioneer has slid in because he was available and he may keep the jack pot.

So my advise to become a Star Purebred Livestock Auctioneer, get on the first rung of the ladder and work on General farm sales, large or small, there is real Auction Education in each one regardless, also thru the Commercial Livestock sales, get on as many as you can handle, and the stepping stone to the Star Livestock Auctioneer in Purebred Sales, is in the Sale ring, my guess is about 90% of the Star Purebred Auctioneers on tap today, got much of their build-up by working first as a Ring Man, and working under High Rated Purebred Auctioneers, is the best training any young Auctioneer can get. The pay is not near as high as you will get on a good farm sale, but to have a top position, you, one way or the other, must pay for it, in actual work and it is something money can not buy, it is work and judgement, and it is true a top Ring Man in any purebred Auction, is about as valuable to the man holding the sale as His Star Auctioneer handling the gavel, at probably three times the price between the positions of Principal Auctioneer and Ring Man. Also working the ring is not a low down job by any means, and I have known men who headed for the box, found he was on the wrong tract, but the ring was his goal and he for years became a much wanted purebred sale ringman, and his pay was on the same bases as the man in the box.

But to be a ring man in these sales, you can make many mistakes, and become a nuisance, or a Star. I have seen ring men where the man holding the sale would have been ahead had he paid him \$500 to stay at home, and I have seen ring men where if he had been paid up in the four figures for being there he still was a cheap man to have. Some day I could write a full column on the dos and donts as a ring man in a purebred Auction, as it is true today in the modern Purebred Livestock sale, **THE RING MAN IS A MUCH NEEDED MAN IN THEIR AUCTIONS.** Well boys any more questions send them in, I will answer them for you in my columns to follow, so until then lets keep looking thru the old Knot-Hole for Vision.

X If you make right turn from a lef-hand lane, you are probably just careless and reckless and not what the driver behind you undoubtedly called you.

X "A bride wears white," said the speaker, "as a symbol of happiness, for her wedding day is the most joyful day in her life."

"And why does the groom wear black?" someone asked.

X Doting mother: "How did that naughty boy of yours get hurt?"

Just mother: "That good little boy of yours hit him on the head with a ball bat."

X The tribe of cannibals were in a state of unrest because the chief was not feeling well.

When the medicine man was asked what was wrong with the chief he said: "He has hay fever."

"Well, serves him right," came the reply. "I told him not to eat that grass widow.

X A man who desires to help others by counsel or deed will refrain from dwelling on men's faults, and will speak but sparingly of human weaknesses. But he will speak at large of man's virtue and power, and the means of perfecting the same, that thus men may endeavor joyously to live, so far as in them lies, after the commandment of reason.

Homes With A History

**Ante - bellum mansions of Old South charm
visitors making Natches Pilgrimage**

Down in Natchez—"where the Old South lives"—folks from all 48 states and many foreign countries will join the annual pilgrimage February 27—March 31. Thousands of visitors will be transported to the leisurely days of the past as they tour the beautiful old homes of an era that belongs to history. Special entertainments are arranged, including historical pageants and old-fashioned balls in ante-bellum homes.

Guests will learn that Natchez, first capital of Mississippi, has flown the flags of six nations during her past—Indian, French, English, Spanish, American and Confederate, and that she has many sites of historical interest. But Natchez' greatest distinction is her colorful ante-bellum homes, packed with history and even more glorious today than they were a hundred years ago.

One of the South's leading annual events, the Natchez Pilgrimage began in 1932 without much fanfare. That year Mrs. Balfour Miller conceived the idea of the pilgrimage and though little attention was paid to it, thousands converged there to visit the spacious old homes.

During the pilgrimage guests view Stanton, palatial home built in 1851 by Frederick Stanton, who sent abroad for a shipload of beautiful furnishings. They see Auburn, antebellum home donated to the city by the heirs of Stephen Duncan, where Henry Clay, Edward Everett Hale and John Howard Payne were frequent visitors; Arlington, built in 1816 by Jane Surget White, today containing the original furnishings as well as a fine collection of antique dolls and colorful glassware; and Rosalie, near the site of a French fort where during an Indian war in 1729 the inhabitants were massacred and the fort burned.

Connelly's Tavern on Callicott's hill, where the American flag was first raised over the Southwest, is also a high spot of the pilgrimage. Boatmen and adventurers used to gather there; its piano entertained many of the famous people

of the 1800's including the Duke of Orleans, later King Louis Phillipe of France; here, too, Aaron Burr and Herman Blennerhassett conferred secretly on ways and means of taking over the Southwest for their own gain.

These, of course, are only a few highlights of the Natchez Pilgrimage—memorable experience for the visitor to this beautiful land of history.

MISINTERPRETATION

A young boy was applying for a job in a downtown office. The manager said to him:

"You know, we have very early hours here."

The youngster brightened a bit and said:

"That's okay with me. The earlier we quit, the better."

If the girl has spent \$30 for a permanent the least her escort can do is wear a clean white shirt in the evening.

Promptness is a penalty I gladly pay because it relieves one from uttering those apologetic cliches.

A young steno had just returned from a summer vacation trip through Old Mexico. She was excitedly telling her friends all about it.

"Did you learn much Spanish while you were there?" one of the girls asked.

"Oh, yes," she replied, "I found out that Manana means tomorrow and that pajama means tonight."

I wish all my days were marked by accomplishments, for there is no experience so satisfying.

Some of us have been lucky but that doesn't mean that we depended on luck.

After the need is known, it takes a man about six months to get around to buying a fresh pair of garters.



Col. Ray Elliott of Portland, newly elected president of the Indiana Auctioneer's Association, wasn't kidding when he was giving his new officers their instructions for 1954 . Membership in the Indiana Auctioneer's Association showed an increase of 45% over entire year of 1953 on April 1, and this group is just getting started. Seated, left to right, are Col. Don Smock, Indianapolis, vice-president; Col. Lewis Smith, Arcadia, treasurer; and Col. Bernard Hart, Frankfort, secretary.

Treasures Fill Sumptuous Office

By Ed Wallace

One of the most imposing sights of the 20th century is John Fleming sitting at his desk as head of the Rosenbach Co., 322 E. 57th St., New York City.

Mr. Fleming's desk is on the scale of a railway flat car and all around him are treasures of art. At one end of the room, raised on a dais is a long banquet table, set with silver and lace and candlesticks. Handy for four-hour snacks.

Books at \$1700 a Page.

Only when Mr. Fleming pulls a cigaret from behind his ear, lights it and slumps back in a high-backed, red-plush chair does the scene permit anything but the most learned and circumspect discussion or tone.

Mr. Fleming operates the most ornate, elaborate and impressive book shop on earth. For real posh and elegance, there's nothing like it. Mr. Fleming's books run as high as \$1700 a page.

In fact, Mr. Fleming holds the world's record for laying out money for a book. In 1947 he outbid a well-heeled Whitney in bidding for the Bay Psalm Book, the first book printed in America.

Mr. Fleming's bid of \$151,000 stopped and topped everything. Including all prices ever paid for books and manuscripts, taking in all Whitneys and Morgans, either living or dead.

Guarded by Governments.

"When a great book or manuscript is put up for auction, regardless of the value placed on it—there is but one thing in my mind, to get it!" Mr. Fleming explained.

In times of depression diamonds do not compare with great books or manuscripts in maintaining their price value, and the last treasure many governments will give up is their books. England, almost bankrupt, will not allow any book selling for more than 50 pounds to be sold out of the country, without first being offered to the British Museum. The French government demands first refusal on any work of art.

But the United States is not bothered. Two years ago, Mr. Fleming sold a \$1,000,000 worth of Shakespeare first quartos and folios to Switzerland, causing about as much stir as "Boiled Po-

tato Week."

The Rosenbach Co., a fabulous concern, was established by Dr. A. S. W. Rosenbach, who became one of the world's renowned dealers in rare books and manuscripts.

Mr. Fleming went to work for the doctor 28 years ago and in that time handled and sold \$20,000,000 worth of books. His first week with the firm got him off to a good start.

"I had been hired a few days when Dr. Rosenbach bought a book for \$3000. I checked it and found it was worthless. From then on I made progress.

Recently Mr. Fleming became executive director of the Rosenbach Foundation to dispose of \$5,000,000 worth of manuscripts and other works.

Sitting today in monarchical splendor, casually palming a cigaret from behind his ear, Mr. Fleming recalled his first great sale of rare books.

\$300,000 Sale.

"Owen D. Young came in one afternoon and we went to the vault to look over some manuscripts. In my youthful enthusiasm I sold Mr. Young \$300,000 worth of rare books," he said.

When Dr. Rosenbach saw the sales slip he was impressed and asked his young employee how much he was making a week.

"Twenty-five dollars, sir," said John.

Dr. Rosenbach said, "Hmmm," and hiked him \$30 a week.

The moral is that John stuck around, kept learning, and is now head of the most elegant bookshop in the world.

He took a tiny bit of paper from the acre of desk and held it in the palm of his hand.

Jefferson Treasure.

"The fun hunting and finding things of worth—has kept me in a continual state of excitement since the day I began work," he said.

"This is but a scrap of browned paper, but on it Thomas Jefferson wrote a deathbed goodbye to his daughter, Martha. It is one of the most emotional and romantic American documents I have ever found. Just today I was able to buy it."

It was 5 o'clock and quiet in the great hall of treasures.

Mr. Fleming filled two expensive goblets half full of very old whisky. Just being around great manuscripts imparts an elegance to men who keep them.

One at a time employees came to the great marble-silled door and said, quietly, "Mr. Fleming, goodnight"

Driver: "It's great, speeding along like this. Don't you feel glad you're alive?"

Passenger: "Glad isn't the word—I'm amazed."

"Your feet are cold," he complained to his little bride, "keep them on your own side of the bed."

"You're cruel," she sobbed. "You never used to say that to me before we were married!"

Lotus Dubois checks back on history and learns that in the Stone Age, they used rocks for money. Then the landlords were afraid to come around for the rent.

Wife Wanted to Reduce

"My wife has been using a flesh-reducing roller for nearly 2 months."

"Yes? And can you see any results?"

"Sure—the roller is much thinner."



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COL. E. T. NELSON, Renville, Minnesota

Predictions and Hunches

By Col. Elias Frey

Looks like good spring to sell farm machinery, especially good used equipment. For the two sales we had in February, we estimated over 10,000 people attended, and made a very active market.

I don't think there is as much good machinery for sale this spring as last, and I look for a strong market until about May first.

Some of the tractors were higher as was the equipment, and some models were about steady in comparison to January sales. However, I do think the tractor price has about reached its' peak for spring, and may drop about 2% in March and April.

Things in general look like they are

in good hands, and may remain so for a couple of years. I think that the factories will again hire back a lot of their help as orders come in again.

In my mind, when the farmer is making a fair living, he spends money, which in turn stimulates business again, and this will put the factory man back to work again. When he works he also eats and in turn does the farmer a good turn.

Nobody knows the future and what things will do; however, I can't help but believe that there will be a cut in taxes, that we will use our surplus foods to feed the hungry, and also believe there will be millions spent on Atomic study and progress for civilian use.

Getting on livestock and grains, I believe cattle to strengthen some more, and hogs to get back up to around 24 cents a pound. I think soybeans may hit a high of \$3.50 before July 15, and wheat and other grains about steady.

So things look to me, but I have been wrong many times, so don't go wild in your buying and selling, but don't give up, either. As long as there are people, business will continue.

YOU MISS
SO MUCH

*When You are
on the Outside*

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Long Branch, New Jersey

Canada To Nebraska

Colonel W. D. Atkinson, of Stouffville, Ontario, Canada, writes that he is planning on being present at the national convention in Omaha, Nebraska July 15-16-17.

As I look forward from month to month for "The Auctioneer" which I read from cover to cover, I note that each issue is an improvement upon the preceding one. I marvel at how you get the material upon auction sales and auctioneering when there is so little written about it. Our profession is indeed fortunate that we have a publication which is full of constructive knowledge and information for any auctioneer that is interested in improving himself and his professor. I value my membership in the N. A. A., and hope that more and more Auctioneers will see the light and give their support to a cause that is to their own interest.

No matter how long any of us may live our span of life is short and when we have such an opportunity as attending a national convention for all auctioneers, it would seem to me that every auctioneer would be present. I am looking forward to a great time in Omaha.

Lockport,
Illinois.
March 19, 1954

National Auctioneers Assoc'.
490 Bath Ave.,
Long Branch, N. J.

Dear Col. Coats: Enclosed my check for 1954 dues, also \$5.00 for my name to appear on the Booster Page of "The Auctioneer."

I am very sorry I haven't sent this in much earlier.

I feel very proud to be a member of the National Auctioneers Association and a "Booster" for such a fine publication as "The Auctioneer."

Sincerely yours,
FRANK W. CAPISTA.

YOUR BEST GIRL

By The Secretary

Your convention committee is leaving nothing undone to make certain that you and your "Best Girl" will have a pleasant time at the national convention. Don't miss this big worthwhile event. Remember that she has unselfishly made it possible for you to attend your state meetings and previous conventions. Now you can show her that you appreciate her help and understanding by bringing her with you.

If you have not already done so, make your reservations now, you will then be assured of accommodations and you will be helping the committee a great deal by giving them ample time for other important matters. Remember all roads lead to Omaha, Nebraska, and we suggest that you time your arrival for July 14th.

X I wish all my days were marked by accomplishment, for there is no experience so satisfying.

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Project Progress Show For Youths Is A Tribute To Nebraska Group

One of the most educational and exciting days of the spring season was enjoyed by 47 young Nebraskans, their parents and a large crowd of interested spectators at the first Project Progress Steer Show at Agricultural Park, Columbus, Neb., March 1. And this day was a tribute to the progress of the newly organized Columbus Hereford Association which sponsored the event.

The entire event was designed to give the youngsters an opportunity to earn prize steers and "learn the ropes" of exhibiting. With emphasis on the importance of properly preparing a steer for the coming shows, it was a fine breed-promotion show and successful in every respect.

The boys and girls were divided into junior and senior exhibitor classes according to age and experience and they were graded on four important points: Weight and Feed Records (20 percent), Placing of Their Steer in the Showring (30 percent), Evidence of Training Shown by Steer in Response to the Showman in the Showring (25 percent) and Grooming and Showmanship Ability of the Showman (25 percent).

Judge Don Warner, Central City, Neb., assisted by Kenneth Torzon, Columbus, and K. C. Fouts, Lincoln, Neb., placed the steers in the two divisions with the top five juniors and top five seniors competing against each other for the five prizes, feeder steers. The five calves are being donated by Walter M. Peters, St. Libory, Neb.; Walter Krueger, Columbus, Neb.; Tom Wake, Seward, Neb.;

B. F. Groulik, Schuyler, Neb.; and Henry Kuhlmann, resident of Central City, Neb.

First choice of the calves goes to Robert York, FFA boy from Harrison, Neb., who will have the opportunity of selecting the top calf during the August tour planned by the Columbus association. Other prize-winners included Lloyd Langemeier, Saunders County; Dean Hendrickson, Platte County at St. Edwards; Jack Langemeier, Wayne, Neb., and Darrel Eberspocker, Seward, Neb.

Plans are already under way to expand the program to include more of the young exhibitors and their Hereford steers in next year's event, according to Henry Kuhlmann, president of the association.

The project progress show is held in conjunction with the Columbus Hereford Association Show-Sale. County agents from 11 Nebraska districts were on hand to assist with the show.

Albuquerque,
New Mexico.
Mar. 25th, 1954

Dear Col. Coats:

Enjoy "The Auctioneer" every month. It is O. K. by us Mexicans down here.

Your February issue listed the auctioneer license laws of the various states and showed New Mexico as not having such a law. Sorry Bud, we do have a fairly stiff one—Section 51 1501-1502-1503, requires license-bond, no by-bidders by owner Auctioneers or their employes. A very heavy fine and a tough Jewelry Law.

Please make the correction for your file.

Sincerely yours
MAX HOOD

FLASH — FLASH — FLASH

Much harm can be done the Association's reputation by addressing communications to deceased members, by addressing membership solicitations to wrong business address. The Secretary is responsible for the management of the membership-building activity, and for the maintenance of the records necessary to carry on that activity, as well as the maintenance of the records of the Association. Your cooperation is urgently requested to notify the Secretary immediately of a deceased member, or if you have knowledge of communications being incorrectly directed, of members having moved or having gone out of business. We want to keep our records up-to-the-minute. The job requires constant attention and you can help us by reporting from the field. Thank you.

Who Is A Colonel

By The Secretary *B. J. Coats*

X A "Colonel" is a person engaged in the auctioneer profession who is a member of the National Auctioneers Association, is subject to its rules and regulations, observes its standard of conduct and is entitled to its benefits.

The term "Colonel" is not a synonym for Auctioneer. It is the distinctive and exclusive designation for those within the membership of the National Auctioneers Association. The term definitely connotes business competence and high standards of business conduct. Every Auctioneer has pledged that he will observe and abide by the CODE OF ETHICS promulgated by the National Auctioneers Association and has manifested that he is of good business character and that he is capable of properly disposing of other peoples' property entrusted to him at public auction.

After at least three men have proved to the satisfaction of the group that she is mistaken, the lady who started the argument likes to keep it going despite the boredom of all in the room.

**HAVE YOU
FORGOTTEN
SOMETHING?**

My Dues: MAIL NOW

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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. If your name among them? Watch this list of names grow.

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490 BATH AVENUE
LONG BRANCH NEW JERSEY

Editor-in-Chief

Col. John Rhodes, LeGrand, Iowa

Managing Editor

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CLOSING DATES FOR ADVERTISING COPY and ALL ARTICLES FOR PUBLICATION 15th OF THE MONTH PRECEDING ISSUE OF THE 1st.

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

DISPLAY ADVERTISING RATES

Full Page	\$35.00
One-half Page	17.50
Quarter Page	10.00
Column Inch	5.00

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National Auctioneers Association

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Published the 1st of each month except August

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EXECUTIVE OFFICES

490 Bath Ave. Long Branch
New Jersey

Farmer Sells Herd, Cites Parkway Effect

WAYSIDE N. J., — Laurence C. Leeds, owner of the 300-acre Middlebrook farm on Deal Road, sold his herd of 87 Jersey cattle for \$71,125.

He said the main reason for the sale was that he is convinced that the future of farming in Monmouth County lies west of the Garden State Parkway. The land lying between the parkway and the sea should be used for residential or industrial purpose, he said.

Middlebrook Farm lies about two miles east of the parkway, which in due to open at the Shore in mid-summer. It will leave roughly a third of Monmouth County to the seaward as it runs down the Shore.

Mr. Leeds said he decided to sell his herd now in preparation for possibly moving to a farm west of the parkway. He said, at present, however, he has no plans to sell his farm or buy another in the western part of the county.

Average \$800 a Head

Chester Folck, Springfield, Ohio, sales manager for yesterday's auction, said the sale brought an average of slightly more than \$800 a head.

Highest price of the auction was the \$10,000 paid by Murray M. Rosenberg, Dorbrook Farms, Colts Neck Road, Scobeyville, for Middlebrook's prize four-year-old Jersey bull, Winsome Liberator. Mr. Folck said the price is the highest paid at public auction for a Jersey bull in at least eight years.

Biltmore Farms, Asheville, N. C., paid \$3,000 for the prize bull's son, Winsome Liberator's Beacon. Basil Crowning Lady, a three-year-old, brought the top price among the cows—\$4,000 from the Happy Valley Farms, Rossville, Ga.

1,000 Attend

More than 1,000 persons, including some from such distant points as Washington state, Canada, and the deep South, attended the auction.

Expanding on his reason for the sale, Mr. Leeds said the growth the parkway is expected to bring to the Shore should logically take place between the parkway

and the ocean, and that the land west of the super highway should be left largely rural. His farm has extensive frontage on both Deal Road and Route 35.

He conceded that his land would be usable for either business or residential purposes.

The sale of his Jersey herd, he added, is a preliminary move in the event he does decide to move Middlebrook from its present location.

Col. Ray Elliott, of Indiana, and Col. Tom McCord, of Alabama, alternated on the auction block. Both were in true form and did a superb job of selling. Both are members of the National Auctioneers Association.

City of Boston
Office of the Mayor
City Hall

March 18, 1954

Colonel B. G. Coats, Secretary
National Auctioneers Association
490 Bath Avenue
Long Branch, New Jersey

Dear Mr. Coats:

As Mayor of Boston, I wish to extend a most cordial invitation to the National Auctioneers Association to hold its 1955 meeting in Boston.

I'm sure you know something of Boston's scenic and historic appeal, and our traditional hospitality. Add some of the country's finest hotels, assembly halls, theatres, restaurants and stores, and it's easy to understand Boston's present popularity as a convention city. In short, here in Boston your members can enjoy a wide variety of recreational cultural and scenic attractions, about which they've heard and read so much.

I do hope we may have the pleasure of serving as your host in 1955, and you may be certain that I shall do all I can personally to help make your meetings pleasant and successful, one that your group will long remember.

Respectfully

JOHN B. HYNES
Mayor

New Books On Antiques

"Ming Pottery and Porcelain" by Soame Jenyns. Pitman Publishing Corp., \$8.50.

In the 30 years since Hobson's classic book on Ming ceramics appeared, much new information on the subject has come to light. Mr. Jenyns, a former pupil of Hobson and an outstanding Chinese porcelain authority in his own right, has correlated the old and new information in this book, a companion to his "Later Chinese Porcelain."

* * *

"How to Know Oriental Carpets and Rugs" by Heinrich Jacoby. Pitman Publishing Corp., \$4.50.

Students and dealers alike will find Mr. Jacoby's book a real help in unraveling the mysteries of Oriental rugs. Written in the form of a small, easily carried encyclopaedia, it deals with all varieties of these weavings, their materials, designs, colors and recurrent motives.

* * *

"Worcester Porcelain" by Franklin A. Barrett. Pitman Publishing Corp., \$6.50.

One of the latest in the series of Faber monographs on pottery and porcelain edited by W. B. Honey, Mr. Barrett's scholarly book traces the history of Worcester from its 1751 beginning through the 19th century. Marks are included and 100 pages of illustrations, four in color.

* * *

"Windsor Chairs" by F. Gordon Roe. Pitman Publishing Corp., \$3.95.

Highlights of this book by an English authority are detailed consideration of English Windsors (61 illustrations show many little-known types) and a careful description of methods of construction. A chapter on American Windsors rounds out the picture of the popular chair that has been with us in countless versions for 250 years.

* * *

"Peepshow into Paradise" by Lesley Gordon. John de Graff, Inc., \$6.

Two thousand of the world's toys provide the delightful subject. Toys of all types and materials (even edible kinds) are discussed, together with their close

relationship to the life and history of their times. A survey of various nations' toys is included. Many drawings by the author are supplemented by six color plates.

MY FARM

My farm, to me, is not just land
Where bare, unpainted buildings stand;
To me, my farm is nothing less
Than all created loveliness.

My farm is not where I must soil
Tired hands in endless, dreary toil;
But where through seed and swelling
pod,

I learn to walk and talk with God.
My farm to me is not a place
Outmoded by a modern race;
Instead it's where I just see less
Of evil, greed and selfishness.

My farm's not lonely, for all day
All nature is at work and play;
And here, when age comes, free from
fears
I hope to live long, joyous years.

My farm's a haven, here dwells rest,
Security and happiness,
Whate'er befalls the world outside,
Here faith and hope and love abide.

Sweet mystery of death and life,
Unsolved by man's eternal strife
To guess the truth by test or creed
While blinded by his lusts and greed.

Should'st Thou, O God, my soul elate,
From death—and birth—to incarnate
A life refreshed from evil's harm,
I pray Thee, take me to my farm.

And so my farm is not just land
Where bare unpainted buildings
stand;

To me, my farm is nothing less
Than all God's hoarded loveliness.

—Author unknown

Fred Sykes says a peeping tom is just
a wolf gone window shopping.

With Washington taking the shirts
off everyone's back, it's a lucky thing
they've got some bureaus to keep them
in.

Volume Is Tripled At Livestock Sale

Backlog Piled Up by Bad Weather Is Melted Away.

The heavy backlog of livestock created on farms by bad weather last week melted away yesterday at the Michigan Live Stock Exchange auction.

Gross volume more than tripled over a week ago, to reach \$175,093, paid to 557 consignors for 590 head of cattle, 264 calves, 1,150 hogs and 509 sheep and lambs. Top prices paid were \$24.40, \$32, \$26, and \$25.10, respectively. This put cattle up 90 cents per hundredweight and sheep and lambs higher by 2.60. Calves were steady while hogs slipped \$1.20 per hundredweight.

Lawrence Rhoda of Schoolcraft sold a 1,050-pound steer at the day's top of \$24.40 and consigned a total of 17 head that ranged from \$22.10 to the top. J. W. Sandborn of Portland received \$24.10 for a steer weighing 1,120, and Raymond Miller of Dowagiac sold a 1,100-pounder at \$24. R. J. Aldrich of Tekonsha sold a steer weighing 1,345 at \$23.80.

Claude Fuller of Olivet received the top \$32 bid on a 230-pound calf. while Warren Springer of Fulton was paid \$31.50 for one that weighted 220 pounds. Wendell R. Hill of East Leroy sold two head, a 220-pounder bringing \$31.50 and another at 230 bringing \$31. Also consigning \$31 calves were Floyd Boyd of Vermonville, Seymour Lons of Marshall and William G. Hunter of Route 1, Battle Creek.

A Kalamazoo farmer, P. J. Lotte, sold 10 butchers that topped the hog market. They averaged 211 pounds apiece. Frank Taylor of Colon was paid \$25.90 for eight head that averaged 215. C. J. Champion of Doster sold eight head also, receiving \$25.80, and E. V. North of Charlotte was paid the same bid on eight

head, as was Irvin Eglon of Springport who consigned six head that averaged 200 pounds. Old Elm Farms of Parma sold seven head that brought \$25.75.

The strong lamb market brought the top bid of \$25.10 to N. A. Henderson of Kalamazoo, who consigned five head that averaged 91 pounds, Carleton Goldsmith of Scotts received \$24.90 on 13 head that averaged 76 pounds. Three consignors selling at \$24.80 were K. L. Wakefield of Plainwell with four head averaging 100, Dr. F. E. Stiles of Battle Creek with 41 lambs averaging 87 pounds apiece and B. E. Wetherall of Marshall with eight head that averaged 93.

Carthage College
Carthage, Ill.
Mar. 26, 1954

The Auctioneer

Dear Colonel:

While looking through my Father's copy of "The Auctioneer" March issue, that super magazine of all the auctioneers, I read with interest the article by Col. Paul Owens, so I thought perhaps you would like to hear about Carthage College Auction.

The auction is held each year for the benefit of our college Community Chest, the faculty and students all donating their services. We sell everything from the midnight snacks to selling the offices of the Dean of Students, Dean of Women and the office of the President. The administrative offices go high. The students and faculty act as auctioneers. I am sure you can imagine what it is like to someone having been around auctions and auctioneers.

We made a large amount of money for our community chest, etc., and a mighty good time was had by all the students.

Siceriely yours,

VERNA IRENE SCARBROUGH

By patronizing our Advertisers you help support those who help support your publication and therefore help yourself.

OLD MASTERS UP FOR SALE AT NEW YORK CITY GALLERIES

Paintings from the Mrs. Beverley Bogert estate and other owners will be sold at Parke-Bernet Galleries. Represented among the old masters are Van Dyck, Moro, Isenbrant, Guardi, Raeburn and Reynolds. Nineteenth century paintings include works by Crome, Mancini and Turner.

Choice Georgian furniture and decorations from various English collections will be auctioned by order of M. Comer of London. In addition to Chippendale, Sheraton and Hepplewhite pieces, there is fine cabinetwork c. 1800-20.

Also in the sale are carved and gilded mirrors, paintings, English porcelains and miniature furniture. Other interesting items are Georgian and Victorian silver and Sheffield plate.

English and American 17th-20th century first editions and books on California and the West from the Jean Hersholt library will be sold by his order.

Furniture on Block.

Plaza Art Galleries will dispose of American, English and French furniture and decorations from the Russell A. Pettengill collection and other sources. Highlighting the furniture are a Chippendale slant-front desk and a wing chair and an American Sheraton bow-front chest of drawers, Windsor chairs and New England pieces.

Decorations feature Currier & Ives prints, including Western subjects, quilts, hooked rugs, silver, china, glass, paintings, clocks and copper ware.

Varied Offerings.

Tepper Galleries announces a sale of fine property of three estates. Featured are a large selection of French provincial, blond modern and English 18th century mahogany furniture, a group of sofas, chairs and love seats and a spinet piano. Bric-a-brac, crystal chandeliers, Persian and Chinese rugs and broadloom carpets are included.

Aga Khan Plans To Sell Racehorses

The Aga Khan's decision to sell most of his racehorse string caused a major stir in racing circles.

The Aga Khan, one of Europe's leading owners and a prominent figure on the British turf for many years, has about 250 thoroughbreds in training in Ireland alone.

His four major stud farms in Ireland, the Sheshoon and Ballymany studs at the Clonsilla, Dublin, and the Giltown Stud at Kilcullen, Kildare, will be kept open.

Horses owned by the Khan have won nearly one million pounds (\$2,800,00) in prizes in Great Britain alone.

Savoy Galleries' sale offers period furniture and reproductions, porcelain, silver, glass, bibelots, paintings and Oriental rugs.

State of Florida
Executive Department
Tallahassee

March 2, 1954

Mr. L. M. Pedersen
L. M. Pedersen & Co.
P. O. Box 3612, Sta. F
Jacksonville, Florida

Dear Colonel Pedersen:

Thank you for your recent letter with regard to the licensing of auctioneers.

I am sure that your idea about license laws for auctioneers has a great deal of merit, however, it would be my suggestion that you take the matter up with your senators and representatives since a matter of this kind must come before the legislature for passage.

Thank you again for bringing this matter to my attention and I trust that a satisfactory solution to your problem may be reached.

With kind personal regards and best wishes, I am

Your friend,
CHARLE E. JOHNS
Acting Governor

Tennessee to Nebraska

By Daisy Ramsay

The Ramsays from Madison, Tennessee, have completed their plans to attend the national convention in Omaha, Nebraska, July 15-16-17. This time it will really be a family affair since we feel we can't go that distance without our three children. They are looking forward to the trip with as much anticipation as is Colonel Ramsay and myself.

The National Auctioneers Association has meant so much to us and we have so thoroughly enjoyed every minute of each convention as each year they are better than the year previous. They are indeed a great event in our lives professionally and socially and from the news from other Auctioneers, they too are going to share this year in the many benefits which the Nebraska boys have labored so long and diligently, to make this convention the best yet. We look forward to meeting our old friends and to meeting the hundreds of new members and their wives.

I hope every Auctioneer in America will lay down the reins of their business and enjoy three wonderful days and nights so beneficial to their own business. No sacrifice is too great to make for this event. We know from our experience in attending previous conventions that it makes for better Auctioneers and a better profession.

As a member of The Ladies Auxiliary, I extend a cordial invitation to all the wives of every member to feel free to attend the convention as plans will be made to make your visit just as pleasant and profitable as those of your husband and you will find the entertainment and meetings far above your expectations.

The Ramsays' wish to salute the Nebraska Auctioneers Association, who will be hosts to the convention and to the N. A. A., for the wonderful progress made during the past few months in the fulfillment of a most constructive program and large increase in membership.

Preventive medicine and checkups cost about as much in time and money as being sick.

Presidential China Up For Auction

Presidential china, among the scarcest of Americana, is a treat in store for collectors when Parke-Bernet Galleries sells American furniture and decorations belonging to Stanley S. Wohl of Annapolis, Md. April 30 and May 1.

Rarest items in the group are a cup and saucer from the James and Dolly Madison service (blank shield and blue and gold border). With two other pieces now in the China Room of the White House and a Washington portrait, they are the only furnishings known to have escaped in the burning of the Executive Mansion by the British in 1814.

Two Grant Plates

Two U.S. Grant plates from the small set with American wildflowers ordered by Mrs. Grant, are also rarities. Other presidents whose china is represented include Monroe (buff border, blank center), Pierce (plain with a red border that attracted much interest) and Lincoln (eagle within a beautiful blue and gold border).

Mr. Wohl's reasons for selling his Americana are interesting. He and Mrs. Wohl recently purchased the Brice House in Annapolis, the largest town house in Colonial America. It was begun in 1740 by Thomas Jennings, brother of the first Duchess of Marlborough.

To Raise Funds

Estimated cost of restoring the house, which will be open to the public in about a year, was \$40,000. Actual cost is \$140,000.

To raise added funds and also to reduce his collection to the Maryland furnishings suitable to the house's imposing style, Mr. Wohl is disposing of the material in this sale.

X A real salesman is one who can sell a milking machine to a farmer who has two head of cattle, a cow and a bull: then take the cow as a down payment.

The Ladies Auxiliary

By Mrs. John Morris

The Ladies Auxiliary of the N. A. A., wishes to announce that Mrs. Dick Grubbaugh, of David City, Nebraska, has been appointed program Chairman of The Ladies Auxiliary for the forthcoming national convention to be held in Omaha, July 15-16-17. Mrs. Terry Foy, of Free-mont, will assist with the arrangements.

Plans for the activities of The Ladies Auxiliary have been under way for several weeks and are now shaping up into the most interesting program the ladies have ever experienced at any of the national conventions. In addition to the program, Omaha will be celebrating its Centennial, which will add many attractions to the varied events scheduled.

The Ladies Auxiliary has now grown to the point where we should have a constructive program outlined for the coming year. All members of the Auxiliary are requested to submit their ideas and opinions as a most definite far-reaching and constructive program will be adopted at our national convention and the more ideas we have the better program we will be able to adopt.

Convention time will afford all the Ladies an opportunity to get away, to travel, to meet other people and to profit so much by the many inspiring events all planned and arranged for the benefit of all. Reports coming in from all parts of the country and from the many advanced reservations, are without a doubt indicative that the Omaha convention will be a record breaker from the attendance and the many constructive projects now under way.

Lets all make a date for July 15-16-17 in Omaha.

Little Johnny brought home his report card which looked like a 3-D picture. Inspecting the bad marks his father scolded him.

Johnny pouted for a moment and then asked, "Daddy, what do you think is the trouble with me—heredity or envirement?"

Chinese Red

We have here a red-tinted story.

Some years back (no one seems to know exactly when) there existed in Shanghai, China, a firm by the name of Dah Ding and Co. Ltd. It may still be there. However, because of what has been going on in China the past few years, the company has not been heard from.

When it last was, the company placed an order with Sinclair Valentine Co. in Ridgeway, Pennsylvania, for 25 drums of a pigment similar to lead and some red-colored liphol.

With this, Dah Ding was going to make Chinese Red Paint and, presumably, trade it back to us.

Well the stuff was produced, but it has long since been in storage - - for about four years. Sinclair wants its money. All efforts to locate Dah Ding Company have, we might say been "Shanghaied."

So, through a long mess of red tape, the material was at last sold at public auction by Colonel Philip A. Engelmeier, of Pittsburgh, Pennsylvania, a member of the National Auctioneers Association.

But he can't pay Sinclair out of the sale receipts. The law says the money must be put in escrow, in case Red China says the red paint maker is still around.

Upper Price Antiques Sell Well at Fair

Interest in antiques in upper price brackets is reported by the Country Antiques Fair in the 71st Infantry Armory, Park Ave. at 34th St.

What the public wants is indicated by some of the sales made during the show: a triple overlay lamp, \$400, an American weathervane illustrated in Christensen's Index of American Design, \$250 and a rare paperweight, \$350. Continued interest in Americana is strikingly proved by the experience of Robert Eldred, Cape Cod dealer, who sold his entire stock of early American furniture, marine prints, scrimshaw, etc. by the third day of the show.

First bride: "Does your husband snore in his sleep?"

Second bride: "I don't know yet! We've been married only four days."

**YOU ARE GOING TO GET
MORE IN '54
THAN EVER BEFORE**

What? **NATIONAL CONVENTION OF THE
NATIONAL AUCTIONEERS ASSOCIATION**

Where? **OMAHA, NEBRASKA**

When? **JULY 15th - 16th - 17th**

Convention

Headquarters: **HOTEL FONTENELLE**

Reservations are being made from all parts of the country and Canada. If you wish accommodations in the Convention Hotel you had better make your reservations now.

NEBRASKA

Where The Smile of Hospitality

Comes From The Heart

The Country Auction

By Robert and Elizabeth Shackleton

There is a fascination in the very thought of a country auction. Not, indeed, that there is always something to be picked up, but that there is an ever-present possibility. There is an allure-ment in the very sight of a country auc-tion bill, whether it be tacked on the oak tree at the watering trough or hung on a string in the village store.

Nor is there merely a modern idea. Those who like to know that in their quest of things of the past are following in the footsteps of the notable people of a bygone time, will not only remember that auctions have long been held in high esteem (they are as old as the Romans), but that the very Father of His Country went one day to an auction at the break-ing up of a neighbor's establishment in the Potomac region, and there purchased furniture to the value, as the queerly precise old record has it, of one hundred and sixty-nine pounds, twelve shillings and nine-pence! That Washington, al-though he bought from a full pocket-book and spent a lavish total, was not able to resist entirely the delight of get-ting things at as good a bargain as pos-sible, and that he was reluctantly forced upward on different purchases, shilling by shilling and penny by penny, is amus-ingly apparent. How delightful would be a full and accurate account of his be-havior and his bidding at that auction!

Nowadays, in many districts, when an auction impends, handbills are distri-buted to every little store and post of-fice within a radius of some ten miles or so, and tacked upon trees at cross-roads. Placed thus in public view, the bills are commented upon by the critical and combined intelligence of the neigh-borhood.

The important announcements, from the local viewpoint, are of horses and cattle, of farming machinery, of chickens and of hay. Yet almost always, if looked for, may be found the words, tucked away somewhere down toward the bot-tom, "Household furniture." Sometimes the descriptive "old-fashioned" accom-panies the words. Sometimes there is an item of "coverlids and homespun blank-ets." And "coverlids and homespuns" are

likely to portend ancient chests of draw-ers and Windsor chairs.

The auction will not be quite so promi-sing as to results if the house is near a summer resort or any of the host of places to which urban dwellers crowd during the distinctly suburban months. And yet this does not make so much difference as it might, for most auctions are held in the spring or fall, before the tide has set from the city or after it has ebbed cityward again.

Most promising, is the little auction where the number of articles is small, where comparatively few people will be attracted, and where, at the end of the little handbills, is modestly printed the announcement that articles sent in by neighbors will be disposed of at the same time.

There is always the likelihood that such an announcement will fetch to the light of an auctioneer's day the single pair of unused andirons from the garret of the aged spinster, the rare candel-sticks which some old settler long since discarded and forgot, the four-post bed, the set of drawers, or something else equally interesting, which inquiring search would not have revealed but which the owner is as glad to sell as you are to buy. It is astonishing how many old pieces are put away and forgotten and regarded as of no value; and on the other hand, it is astonishing at how much beyond even the city prices some of the country dwellers value their old-time articles. To buy something old at a country auction or a country house, hav-ing behind it no dealer's guarantee of quality or condition, having the trouble and expense of getting it home, ought properly to carry with it the benefit of a lower price than for an article repaired and polished, put in perfect condition, and delivered.

On a beautiful October day we set forth to an auction at a house a dozen miles off, situated eight miles from a railroad and far from any town. We car-ried our luncheon, and oats for the horse, and were equipped for results. We had first interviewed our neighbors, and were told that the auction was held because

of the death of an aged woman, long occupant of an ancient house; that her family had lived and died there for a hundred and twenty-five years; that there were only distant kin who felt no personal interest in either the house or the furniture; and that the house was full of old-fashioned things.

And so we went brightly on through the bright October day. The sun was cheerful and warm, and the air was a caress.

We approached the house. It was venerable and wind-beaten and gray, standing high up toward the top of a hill, with the old road sweeping by its door. Its ancient shingled sides told of multitude of antique treasures within. Wagons filled with country folk were converging on the spot from all directions. It was assuredly going to be a notable auction!

We reached the place, and the horse was tied to a fence along with a long line of other horses. In the front yard was a lot of kitchen material: wash-tubs, glass fruit jars, ironing boards, clothespins, pie-tins, frying pans, and a medley of similar things, little and big. There were men and women poking about. Other men and women, gathered in knots, were enjoying the reunion that comes with every auction—for an auction in the country brings many people together for perhaps the only time in weeks or months.

We were still elated. This exhibit of simple articles on the grass was to make it unnecessary for the auctioneer to lead the throng into the kitchen and cellar on his course through the house.

We went to the door. A grim-visaged woman stood on guard. Glancing beyond her, one could see only a great bareness. "Every thing's out there in the yard!" she snapped.

"But the furniture?"

"There ain't any."

"But the bill said—"

"It's all sold."

And such was actually the case. Every thing except a few stray worthless pieces had been disposed of at private sale, or had been taken away by the relatives, who, we learned, had swooped down and seized everything worth taking, although they had not even seen the house or their aged relative for many years.

Needless to say, we did not wait for the sale, although the auctioneer was

clearing his voice and beginning to gether the people together. They were not all disappointed, of course. There are often extremely desirable bargains to be had in the matter of glass pars and ironing broads and frying pans. And for ourselves—well, it was a beautiful day for a drive, and it is illuminating and mildly chastening to learn that all expectations do not materialize and that every country auction is not a treasure field.

But there was recently a sale which furnished peculiarly good examples of the possibilities that lurk within the country auction, and at the same time showed what wonderful prizes one may at any moment secure. The house whose furniture was sold out was built before the Revolution, and the roll of its guests included names famous in our history, such as Alexander Hamilton and General Montgomery and John Jay, and one whose entertainment was matter of condolence as well as respect, General Burgoyne. It was peculiarly a house from which no collector could ever have hoped to secure a single article, any more than from a museum. Yet all the belongings were recently sold at auction!

And chief among the articles of interest, finer even than the set of two hundred pieces of old blue Canton china, was a set of Chippendale chairs, twelve in number.

These twelve chairs, beautifully designed and made, and two of them with arms, were used at the time of General Burgoyne's reception there, an honored prisoner, after his surrender at Saratoga and on his way toward the coast. And there is a curious point about them. Although distinctively Chippendale in design, and is the unmistakable central splat, they show a Dutch influence in that the top line of the back merges into the side lines without a break—giving the effect, that is, as if of a single piece, rounded and bent, instead of one piece at each side and one at the top. Chairs with this peculiarity are usually known as Dutch chairs, but in this case the Chippendale characteristics far outweigh the Dutch and the beauty of design has been but slightly lessened.

There was an auction sale of a different class, not at all a notable one, just a few months ago, only eight miles from our home, at which there were opport-

unities such as one can ordinarily only dream of.

Unfortunately we did not go, being informed by some who ought to have known better that there was nothing of much interest there. Particulars of the sale came later, from a friend; and here, literally set down, are some of the prices at which sales were actually made, only fifty miles from New York.

A fine and ancient armoire, of dark oak, heavy, dignified, impressive, went for six dollars. Good armchairs, the kind which Sheraton himself called "fancy" chairs, light and delicate, painted, and with touches of gilt, sold for thirty-five cents each. Some mahogany chairs, of late Empire, were bid off at ten cents apiece less. An admirable mahogany chest of drawers, with oval brasses, was knocked down for one dollar! A plain chest of drawers of cherry, with wooden knobs on the drawers, was bid in for twenty-five cents.

Thus it is that the country auction tantalizes with its potentialities.

One day we set off to an old house upon one of the oldest roads of the countryside, a thoroughfare familiar to the troops of the Revolution.

But we found it a place where the penalty of too much prosperity had been paid. Generation after generation had thrown away the old and purchased new. There were but few things in the house for which a collector could care, and for those few the prices were run up by the dealers, and then, when they would go no higher, by a man who had come with apparently unlimited money and the intention of procuring a household furnishing of antiques.

But the auction was an amusing one. The auctioneer, genial, loud-voiced, ready-witted, knew almost everyone in a first-name intimacy. As he led the way from room to room, he interspersed the selling with jests and pleasantries. One woman had recently married a second husband, and he was always calling her, with intent to embarrass, by her earlier married name. It so happened that her buyings of the prosaically useful were many, and it gave the auctioneer the frequent opportunity to call out to his clerk to set the sale down to "Mrs. Brown." No matter how he did this, she was each time genuinely taken off her guard, so deeply had the second mar-

riage impressed her. And so, to his cue of "Mrs. Brown," she invariably gave her agitated contradiction, "No, no, no! Mrs. Jenkins!" To the intense amusement of the crowd.

In one room was a fine old bellows. A number examined it appreciatively. The man who had come prepared to bid for everything openly admired it. It was of graceful shape, rather large, heavily bossed upon one side and showing a generous wealth of brass nails on its margins, and it possessed an unusually long and heavy and business-like brass nose. Naturally, it showed hard usage, and its leathers showed holes. None the less, it was a distinct potential prize, one of the very few possibilities.

But the auctioneer, when he picked it up, saw only the holes in the leathers; and so, to make a "lot" with it, he held up at the same time a spittoon of mottled brown crockery, past its prime. "How much am I bid for the lot?" he asked.

There was a sudden chill. All at once it seemed that nobody wanted a fine bellows, in spittoon environment. To the admirers of the bellows, including him of the plethoric purse, it seemed that they were asked to bid not on the bellows but upon its obnoxious associate.

"Ten cents!" There was no other bid, and the bellows was ours.

"No; I don't want the other;" and the auctioneer smiled appreciatively and handed the spittoon, as a gift, to a patriarchal farm-laborer in the front row, who bore it off in toothless glee.

It mattered not, now, that to the very rich had gone the very little of braided rug and acorn morror and quaint old chair which the sale had afforded. Our bellows for ten cents!—a bellows for which we had been prepared to bid high—had redeemed the day. It mattered not that were holes in the leathers. By chance, by the fate that watches over true lovers of the old, there was a piece of morocco at home of size sufficient to make new leathers for it, and it took but an hour to do the work.

Considered simply as a money proposition, it would have been more economical to purchase a bellows in the regular way, instead of taking two persons and a horse, and an entire day, for a cross-country drive and an auction sale. But as it is we have a particularly fine bellows, which reminds us of a fine old

house of the olden time and of the varied amusing experiences of a pleasant day.

At this same auction we missed an unusual opportunity. A great lot of carpet was put up in one lot: ingrain, of good quality, and not much worn, but of such colors and designs as to displease everybody through their glaring gaudiness. The entire lot was knocked down for a trivial sum, we looking on indifferently. And not until afterward did it occur to us that the carpet should have been bought; not to use as a carpet, but to be cut into strips, and made, by the local weaver, into rugs; for it could have been done in such a way as to lose all the gaudiness and make the rugs of softly warm colors and modestly attractive effect.

All good auctions are not in the country. There are some city auction sales which it is a satisfaction, and perhaps a pleasure, to look in upon; auctions at those shops which make a specialty of handling the antique. For at such places there is always the possibility of seeing just the piece you wish, and not a copy but a valuable original. Naturally, in the large cities there are likely to be so many people present as to make low prices unusual for desirable articles. but the prices are often very fair.

There are, too, sales in the city at the breaking up of homes; it may be because a family has died out, it may be from the same reason that caused the Sedley sale at which Becky Sharp was present and where the well-intentioned Dobbin purchased a piano, and where there were also disposed of certain magnificent mahogany tables.

It has come to be rather the custom, however—at least in New York—for the sale of the furnishings of an old city home to be held at one of the principal auction-rooms. For the sale of special collections in this manner, catalogues are printed, often illustrated ones, and the articles are on preliminary exhibition for several days.

It is worth remembering that, at the large shops, the end of the day is likely to be the best. The auctioneer is tired, and begins to lessen his attempts to raise prices; and most of the people are restless and beginning, more or less actively, to think of home; many are actually leaving. Drop into the rooms just for those final psychic moments, and you may "learn something to your advantage," as

advertisements have it.

It was at such an hour in the late afternoon that six beautiful old blue dinner-plates were put up—plates worth at least a dollar each, and at ordinary prices two or three dollars. There was no competition, not a single opposing bid following the opening tentative one, and the plates came to us for ten cents apiece; and this in a sale at a fashionable shop where the wealthy congregate. It was at such a time that a dark blue teapot came to us for eighty cents, for which a dealer, who had missed noticing that it was up, at once offered us five dollars.

It is not always that purchases can be made for a little. The price that lies in antiques buys, as Hood would have expressed it, has been the undoing of many a pocket-book. But it is interesting to know that such low prices are possible and that at no time need the buyer of moderate means go to a high extreme.

One of the most charming of the Elia essays expatiates on the pleasure which accompanies the purchase that is a triumph. A purchase is but a purchase when there is a plethoric purse, declares Elia, and he lovingly turns over and over—his immediate text is the gathering of some old china—the thought of the keen pleasure that accompanies the purchase exultant.

Sounds Inviting

X Silly Sally: "Where can we go on our vacation to really have a good time?"

Naughty Nellie: "Why not go to the Bad Lands of South Dakota?"

X Two college seniors were discussing their future.

"I don't know," said one, "whether I want to be a barber or an author!"

"Why not toss a coin," said his roommate, "heads or tails!"

X The Reverend Parker has again requested that those parishioners who put buttons in the plate please use their own and not the ones from the cushions.

X Once you get up momentum, keep working, because you can do twice as much in half the time when you're in the mood—or groove, as the old saying goes.

500 Turn Out for Dispersal Auction at Long Beach Farms

Bright sunshine and warm weather yesterday brought out an estimated 500 farmers and other buyers from wide-spread areas of Michigan and surrounding states at the dispersal sale at Long Beach Farm near Gull Lake.

The huge covered riding arena was the site of most of the sale activity, which saw small farm equipment and machinery sell first followed by livestock that included 43 head of Guernsey dairy cattle and 42 Suffolk sheep.

Auctioneer Harold Belcher of Battle Creek called the overall sale "very satisfactory." His son Edward of Marshall, who also carried part of the auctioneering duties, pointed out early in the afternoon that farm machinery items were generally selling above average for this time of year. A grain drill, similar to types usually selling in the \$150 range went at \$300.

Much of the crowd on hand consisted of the usual onlookers and persons interested in the farm's sale of items from days gone by. They pressed close to watch bidding on such items as sleigh bells that brought \$2, cutters that brought \$15 from sleigh fanciers and bob-sleds that soared beyond \$75 apiece.

On the livestock side, grade and registered Guernsey heifers in the 15-month age group sold without the benefit of inheritance records, from \$55 to \$115 each. Five of the more outstanding mature Guernsey cattle sold in the upper bracket of bids, with the top animal going at just under \$300. Ewes with small lambs went in the neighborhood of \$30 each.

Farming is being discontinued at the farm, which remains in the Ordway family ownership.

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DORMEYER, UNIVERSAL, EKCO, CANNON, WESTINGHOUSE, DOMINION, CLOCKS, ALUMINUM WARE, SOFT GOODS, TELEVISION, DISH SETS,

Licensing for Appraising Called Premature Now

Appraising is well on the way toward becoming an established profession, but is not yet ready for licensing, it was fairly generally agreed at a panel discussion as to whether realty appraisers should be licensed at the annual spring conference of the Columbia Society of Real Estate Appraisers at 400 W. 117th St. New York City.

Leon W. Ellwood, chief appraiser of the New York Life Insurance Co., pointed out that the need for licensing a service depended upon its importance in relation to the general public welfare, and the quantity of training and skill required for its competent performance. He maintained that the boom and bust type of economic cycle was prosperous times and undervaluation in periods of recession. This, he said demonstrated the need for appraisal services by qualified experts.

Training given to prospective appraisers, Mr. Ellwood said, could well comprise a five-year or six-year course with a degree in valuation engineering. Until such courses are offered, he observed, it quite futile to talk about licensing. Candidates for the title should be able to submit to an examination not unlike the three-day test given to prospective architects.

Charles T. Upjohn, president of the metropolitan chapter of the American Institute of Real Estate Appraisers and a vice-president of Albert B. Ashforth, Inc., said that in his opinion, licensing was either for the purpose of gaining revenue or for curbing some evil. His institute, and the Society of Residential Appraisers in which many of the same individuals also are enrolled, he said, have rigid examinations and entrance requirements, and he felt that the public was better served by present emphasis is upon integrity and reputation of individual appraisers, rather than placing reliance upon licenses.

John W. Lane, president of See Sullivan Inc., of New Rochelle, N. Y., and a past president of the metropolitan chapter of the Society of Residential Appraisers, cited the advances made in

evaluation standards through the activities of the various organizations. He commented that because of the relatively short period of twenty-two years since the leading appraising groups were formed, he felt it was too soon to seek licensing on a grand scale.

Joseph A. Coyle, Assessor in Charge of the Research Bureau, New York City Tax Commission, said that appraising was qualified by its educational and technical requirements to be recognized as a profession, but that it lacked general public sanction and state license or certification. He felt that licensing based on state examinations would advance public acceptance materially.

Hyman Adelsberg of Adelsberg & Co., who has been in charge of real estate instruction in City College and is chairman of the education committee of the Real Estate Board of New York, commented that he had found himself as an appraiser subject to the state unincorporated business tax. Despite his protests that he was doing professional work, the higher courts in Albany held in effect that a profession required obtaining a body of knowledge by a prescribed course of study in a recognized school of learning leading to a degree in the subject.

Dumb Mule

It seems a fella bought a mule and he just couldn't teach that mule anything. Finally he called in a professional mule trainer. When the mule trainer arrived he went out to the barn, took a 2x4 and started clubbing the mule on the head.

"Stop" cried the owner "Are you trying to kill my mule?"

"Listen Mister," said the mule trainer, "The first thing in training you gotta get the mule's attention."

When entering the privacy of her bedroom what does a woman discard first? We are informed by a gentleman who claims to know that it's her wristwatch, although this is done while kicking off her shoes. What is your observation, sir?

Old Opaline Glass Lures Collectors

Its Decorative Value Has Revived Interest

By FELICE DAVIS

The glass of fashion nowadays is opaline. This translucent glass, made in white with the iridescence of the opal and in beautiful colors without a rainbow sheen, works wonders as a decorative accent in any room of a house.

Strangely enough, considering its popularity, many who know opaline well are hazy about its background. A fairly recent French book, "L'Opaline Française au XIX Siècle" by Yolande Amic, tells the story of the opaline we seek today. This is the brief outline:

Vogue Started in France

France started the vogue for this glass in 1824 when exquisite opalines showing Empire influence were introduced. Clichy, Baccarat, St. Louis, Bercy and Choisy were among the factories that made (and rarely signed) it. It was produced until about 1890, although after 1870 it degenerated into cheap commercial types. It was not a new glass but a revival. Its forebears were the opaline and milk-white glass of 16th century Venice, 17th century Germany and all Europe of the 18th century.

Opalescent white, turquoise blue and pale rose, at first most typical, were supplemented after 1830 by colors inspired by Bohemian glass—amethysts, yellows and greens.

From the second quarter of the century, French, German and English, glass of all sorts, including opaline, developed along similar lines, helped by international exhibitions and the alertness of manufacturers to imitate each other. By 1855 it was often difficult to distinguish French opaline from that of England or Germany.

Revived Popularity

At this point I ran across David Weiss, importer and wholesaler at 863 Third Ave. Mr. Weiss proudly makes two claims: He has the largest stock of French opaline in this country and he started it on the way to popularity here by drawing decorators' attention to the brilliant "Bristol" blue and recently to the pink.

In his shop I found opaline of every

sort. (You, too, will be welcome there if you bring an introduction from a decorator or dealer.)

From the collection I chose these pieces as most interesting for decorative purposes: Vases, to use as they are or as lamp bases. They come in solid colors, or in white painted with roses, morning-glories and other flowers. One particularly handsome vase had sky-blue and gold ornament on a white ground and a rope band around the neck in darker blue and clear white—a design familiar in glass paperweights. Floral-painted washstand sets for charming atmosphere in bedrooms.

Small Containers

As an effective note in living and dining rooms, baskets, leaf and shell-form dishes, small containers shaped as melons or pineapples on leaf stands, decorative fruits in various colors and comports in solid colors or with a white dish on a colored base.

Especially popular with women who make collections of opaline, according to Mr. Weiss, are eggs (they open to hold jewelry or a perfume flask) on gilded bronze stands, jewel coffers, some in colored overlay cut to show the underlying white, and cologne bottles painted in colors or delicate gold patterns.

Varies in Quality

Mr. Weiss added some practical information: Opaline varies greatly in quality. It should be judged by color, decoration, design of the whole piece and workmanship of the gilder bronze when it has these mounts. The best opaline feels cool and satiny to the touch, as jade does. Small scratches and signs of wear on the base are marks of age no faker can duplicate.

The rarest white opaline is really cream colored and has the highly prized iridescence. And desirable is the bluish white resembling moonstone. More opaque white with the look of milk glass is less valuable. Most popular for decoration in this country are blues—"Bristol" and, to a lesser extent, turquoise and hyacinth—and rose in the shade of pink quartz. Yellow is so scarce that any shade is a collector's item.

East Liverpool,
Ohio. Apr. 9, 1954

Col. B. G. Coats.
490 Bath Ave.,
Long Branch, N. J.
Dear Colonel:

Enclosed are four applications for membership and Money Order in the amount of \$42.50, the additional \$2.50 for a letter-head cut.

All these fine boys are out of my state but frequent contacts with them have proven their desire to be among the auctioneers of the United States that are interested in improving their profession, advancing themselves and protecting future auctioneers of America.

Please send me several more application cards for membership.

Yours very truly,
JONATHAN C. MASON.

X When a man's conscience is his guide, he doesn't have to read the signposts.

The moon not only pulls the oceans back and forth in the tides, it stops cars on the side roads.

Important words that rhyme: moon, groom, broom.

X "Joy was born a twin.
In order to have it
You must bestow it."

X The best way to tell a woman's age is a mistake. Which reminds me of a sign on the cosmetic counter at Bolling's drug store which reads "Peach Preserves."

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Disposal Of War Surplus

By The Secretary

From time to time letters reach us from the membership wanting to know what can be done to have the Government dispose of surplus property at public auction. When we do receive such letters the thought comes to me instantly, "what you should do is write your congressman and Senators and express your own individual views." If you think the Government should sell at public auction, state your reasons and give facts upon which your representatives in Washington can base their argument upon.

The following article is a report submitted by Rep. Holifield, as taken from the Congressional record and contains excellent reasons why Government should resort to the public auction method.

Mr. Speaker, I wish to call to the attention of the member the report on surplus military property prepared by the Subcommittee on Military Operations under the chairmanship of the Honorable R. Walter Riehlman. The report is identified as House Report No. 1196, being the sixth intermediate report of the Committee on Government Operations.

It was my privilege as a member of the Riehlman subcommittee to participate in a number of the subcommittee hearings at various military installations. Chairman Riehlman and other members of the subcommittee, as well as the staff are to be commended for their hard work and careful investigations in the field of military supply management in an endeavor to save the taxpayers' money and to improve the efficiency of the military service.

Judging from our findings in surplus property, Mr. Speaker, there is considerable room for improvement. Today we are witnessing the end results of excessive procurement, unrealistic stock levels and ineffective utilization of military supplies. The military services have on their hands a gigantic problem of surplus property disposal. During fiscal 1953 the Department of Defense disposed of per-

sonal property—as differentiated from real property—which originally cost the taxpayer \$1¼ billion. In the next few years the magnitude of their problem will be several times greater.

Several years ago, when I called attention on this floor to the imminent development of a surplus-property problem—see Congressional Record of May 13, 1952—and to the importance of devising effective machinery to cope with the problem, it was difficult to arouse much interest. The agencies of government content to pursue their usual routine, were inclined to make light of the problem. They displayed no great interest or concern to make ready for what is upon us today.

When the Hoover Commission was established during the 83rd Congress, and I was honored by the Speaker in being appointed to that Commission, I proposed that a task force be created to deal with the specific subject matter on surplus-property disposal. My colleagues on the Commission immediately accepted that recommendation and agreed to set up such a task force. The group now is engaged in making the necessary studies, and I am hopeful that it will present soundly conceived recommendations to the Congress at a later date.

At the meantime, I believe our Subcommittee on Military Operations is performing a very useful service by inquiring into the surplus-property field. The report to which I call attention today will be followed by further reports.

The members will note in this report that for the \$1¼ billion worth of property sold as surplus by the military services in fiscal 1953, the return averaged something like 6 cents on the dollar. I am convinced that the taxpayers should be getting a better deal from returns on surplus. A major difficulty is the lack of interest and experience of military officials in doing an effective merchandising job. In view of the billions of dollars involved in the entire program, surplus-property disposal requires a new appraisal and fresh approach; it should no longer be regarded as a dull, routine chore by military officers temporarily assigned the disposal task.

It has been my view, and this report bears me out, that civilian merchandising experience should be brought into disposal operations. By offering some incent-

ive to private industry merchandisers under proper safeguards to protect the Government, I believe that large portions of this vast surplus can be sold more expeditiously and for a larger percentage of return to the Treasury.

In a previous report — House Report No. 857, 83rd Congress 1st session — our subcommittee called upon the Department of Defense and the General Services Administration to prepare jointly a program for effective disposal of surplus. Under the Federal Property and Administrative Services Act of 1949, the General Services Administration has basic jurisdiction in this field. I trust that the Agency will display enough ingenuity and imagination to come up with a sound and workable program and will not sidestep its primary responsibilities in handling surplus disposal.

Mr. Edmund B. Mansure, the General Services Administrator, is aware of this rapidly growing problem of surplus property disposal and has recognized his primary responsibility under the statute for developing a formula which will insure maximum use of excess property among Federal agencies and maximum dollar recovery to the Government from final surplus disposal.

Further, he has assured our chairman, Mr. Riehlman, that the subcommittee will be kept informed of the progress of the present study which is being made by his staff in this field.

X An adult Sunday school class was mourning the ways of the younger generation. One woman said "It's because of cars. Look how far they can go for a date or a dance. It wasn't that way in your day was it, Grandma?"

The 88-year-old lady appealed to spoke up briskly, "We went as far as we could."

One Track Mind

X The city boy was visiting his cousin on the farm. Walking through the pasture one day, he heard the buzz of a rattlesnake and went over to investigate. "Come away from there!" his cousin shouted. "Don't you know that when you go near a rattler he strikes?"

"My goodness," exclaimed the city boy, "do you mean that they have got a union too?"

Suggested Sales Practices and Procedures

The Purebred Dairy Cattle Association

The following suggested sales practices and procedures recommended by the Purebred Dairy Cattle Association have been approved by the five dairy cattle registry Associations for the purpose of (1) establishing the responsibilities of buyer and seller; (2) bring about uniformity concerning guarantee; (3) encouraging the development of a better understanding concerning "fair practices in the dairy cattle trade"

In the selling of registered cattle, a true statement of facts should be made including all pertinent information available on the animal to be sold.

AUCTION SALES: There should be a definite statement of dispersal, partial dispersal or consignment, as the case may be, designating any cattle reserved, etc.

(A) Dispersal Sale: Complete sellout, no salable cattle reserved. If a member of a firm or family wishes to purchase any animal to found another herd, this fact should be stated in the catalog and/or announced from the auction stand.

(B) Partial Dispersal or Reduction Sale: Selling part of the herd. Explanation should be made.

(C) Consignment Sale: It is recommended that both consignor and breeder be listed on the pedigree of each animal in a consignment sale catalog.

TERMS AND CONDITIONS OF SALE

TERMS: The terms are cash, unless other arrangements are made with the seller before the sale. All payments must be made to the clerk of the sale and no release of animals will be given

until satisfactory settlement has been made.

BIDS: The highest bidder shall be the buyer. In case of dispute, the animal shall again be put up for advance bids and if there be no advance bid, the animal shall be sold to the person from whom the auctioneer accepted the last bid. Every animal is pledged to absolute sale and by-bidding is prohibited. Every animal must be transferred to the new owner and may not be transferred back to the seller, except at the discretion of the recording society concerned.

RISK: All animals are at purchaser's risk as soon as struck off, but will be cared for free of charge for . . . hours.

ERRORS: If errors are noted in the catalog, announcements will be made from the auction stand and such announcements will take precedence over the matter in the catalog.

CERTIFICATES: Each animal is recorded, or will be recorded, in the Herd Book of the association. The certificate of registry with recorded transfer will be furnished by the seller to the purchaser free of charge.

SHIPPING: Assistance will be given in loading and shipping animals, but no risk is assumed by the sales management or seller.

WARRANTIES

(1) Each seller warrants clear title to the animal and right to sell the same.

(2) Unless otherwise noted in the catalog or announced from the auction stand, each animal is sold as sound.

(3) (A) **BULLS:** Are sold as being able to serve and settle after reaching 14 months of age. The buyer is expected to provide reasonable care and feeding. Should the bull prove to be a non-breeder, the buyer shall notify the seller within four months after the bull reaches 14 months of age. The seller shall then have six months to prove the bull to be a breeder. In no case shall the seller be responsible for more than the selling price. Older bulls are warranted as breeders unless otherwise announced from the auction stand.

(B) **FEMALES:** Any female pregnant when sold or that has freshened normally within 60 days prior to the date of the sale is by that fact considered a breeder. Females bred when sold are presumed to be pregnant, but pregnancy is not guaranteed. Should any

other female not pregnant when sold fail to become pregnant within six months of sale date, or if less than 15 months old when sold, by the time she reaches the age of 21 months, after having been bred to a bull known to be a breeder and after having been treated by a licensed veterinarian, the matter shall be reported in writing to the seller who shall then have the privilege of six months time in which to prove the animal a breeder before refunding the purchase price. The seller makes no warranty that pregnant cows will deliver calves full time. In no case shall the seller be responsible for more than the sale price of the animal.

(4) Above warranties cease when the animal is disposed of by the original purchaser.

(5) Transportation charges on all animals subject to adjustment shall be paid by shipper.

PRODUCTION RECORDS: In giving production records, the type of record, the age, times a day milked and length of record should be given. Converted records should be so designated.

CLASSIFICATION INFORMATION: If the animal to be sold or animals in the pedigrees have been classified, their classification should be given in accordance with the policy of the breed of the animal sold.

TUBERCULOSIS TEST: Each animal has passed a negative test for tuberculosis within 30 days or originates from an accredited herd and enters the sale with an official health certificate.

BLOOD TEST: All animals have been tested for Bang's disease within 30 days and found to be negative or have an official vaccination certificate that permits interstate shipment. A statement as to the condition of health of the herd from which animals originate must be given in the catalog or announced from the auction stand.

Sales of animals at Private Treaty should conform to the standards set forth above.

It is strongly urged that all sales sponsored by national, state or local purebred dairy associations establish production requirements.

Respectfully submitted

Karl B. Musser, Chairman

Robert Eno

Norman Magnussen

Leon A. Piguet

W. E. Weaver

1,674,288 Pedigrees in 1953

Last year 84 purebred livestock record associations in the United States of America registered 1,674,288 animals — 826,682 beef cattle, 414,256 dairy cattle, 27,470 dual-purpose cattle, 229,840 swine, 140,759 sheep and goats, and 35,281 horses. After an intense study of the pedigree field, we give you now the correct name and address of each registry association; the name of the secretary to whom you can write for breed booklets, scorecards and pedigree lore; the name and address of the farmer-president of each breed association, and the number of registrations in the year just closed. You can readily see how your favorite breed stands. You can make up your mind as to what kind of a purebred sire you should buy next in order to improve your own farm livestock. You can even use this as a basic guide when you want to put in a few foundation females.

1953 was not the best pedigree year our livestock improvers have had, but it was not bad either. Not quite as many animals were registered as in the previous twelve-month. In 1952 our purebred livestock breeders registered 1,800,279 animals; in 1953 our count shows 1,674,288 pedigrees issued. For one thing, it means that you are using the castrating knife more discriminatingly. For another, artificial insemination has decimated the registration of dairy bulls. But the greatest deterrents undoubtedly were the unrestrained deflation in beef, the high corn price supports, the drought, and what President Eisenhower so aptly described to the Future Farmers at Kansas City as getting hurt in "this economic grinding machine." Booming the auction prices of some "families," or scarce bloodlines, to 4, 5 and even 6 figures did not much help the progress of the pedigree business. In the long run it is certainly not good business to price purebreds out of the farmer's market. Rather we should be interested in making a purebred breeder, of one kind or another, out of every good farmer in the land.

The mighty Whitefaces still handily lead the purebred procession with a record registration of 560,794 new Herefords. That includes, of course, 78,152

Polled Herefords. It is more than half of all the breeds of beef cattle recorded, and 40% of all our bovines. Aberdeen-Angus ranked second in beef cattle numbers with 160,754 registrations and the Shorthorns third with 47,674 (including 12,668 Polled Shorthorns, which are registered in the American Shorthorn Herd Book). Santa Gertrudis have classified 29,627 head of the big reds, preliminary to registration. The Brahman Association registered 17,873 calves, and the Zebu herdbook 1,980.

The Holsteins continue to register twice as many dairy cattle as any other breed. The Jerseys gained 18,000 while the Guernseys lost 24,000, so the two Channel Isle breeds are neck-and-neck again. The Ayrshires regained their slight lead over the Brown Swiss.

The Milking Shorthorns continue to dominate the dual-purpose field, though the Red Polls are sound as a dollar and appealing as always to the farmer trade.

At the beginning of the last year every breed of swine suffered in registrations, except the Yorkshires and Tamworths. In the first two months of this year all breeds have shown a remarkable upturn in registrations. That shows you what good pork prices will do to this industry; on the market now commercial pigs are a nickel above parity. Durocs kept their lead position, followed by Hampshires, Spotted Poland Chinas, Berkshires, Chester Whites, Poland Chinas, Yorkshires, Tamworths, O.I.C.'s, Herefords, Minnesota No. 1's and the new Landrace, in that order.

Generally purebred sheep registrations were off about 10 percent. Hampshire sheep registered nearly twice as many as the next nearest breed, the Corriedale. If you put the lambs registered by the National and American Suffolk Associations together, the black-faced muttons might even out-number the New Zealanders, though there are some duplicates—registered in both flock books. It may be another reason why the American Suffolk Sheep Society and the National Suffolk Sheep Association should amalgamate. The Shropshires rank fourth in numbers now, followed by the Rambouillets, hard hit by the drought, but still in there bucking tumble-weed

or snow-drifts alike, and by all odds the most popular fine-wooled breed. Southdowns would be in sixth place by count of pedigreed lambs, the Columbias seventh, the Dorsets eighth, the Cheviots ninth, leaving the burly Oxfords and active Montadales looking over the fence as they eagerly join the parade.

Horse breeding is almost entirely lightlegs now. Quarter Horses are still in the lead, followed by the Thoroughbreds and Standardbreds—race horses all three. And would you look at that: more Shetland Ponies were registered than five-gaited Saddlers last year and almost as many as the Kentucky horse and the Tennessee Walker put together.

Now you may want to clip this list of America's purebred record associations, or file this issue, for future reference:

BEEF CATTLE

American Aberdeen-Angus Breeders' Ass'n. 9 Dexter Park Ave., Chicago 9, Ill. (160,745 registrations) Frank Richards, Sec'y. F. B. Davis, Jr., Bray's Island Plantation, Yemassee, S. C., Pres.

American Brahman Breeders' Ass'n. 1208 Louisiana St., Houston 2, Tex. (17,873 regs.) Harry P. Gayden, Sec'y. Edgar H. Hudgins, Hungerford, Tex., Pres.

American Brangus Breeders' Ass'n. 109½ S. Wilson, Vinita, Okla. (5,908 regs.) Raymond Pope, Sec'y. Carl Colwick, Stephenville, Tex., Pres.

American Charbray Breeders' Ass'n. 111 W. 4th St., Weslaco, Tex. (598 regs.) Mildred D. Gloss, Sec'y.

American Devon Cattle Club, Agawam, Mass. (710 regs.) Kenneth Hinshaw, Sec'y. William W. Henley, Campbellton, Fla., Pres.

American Galloway Breeders' Ass'n. 361 Southlawn Ave., E. Lansing, Mich. (346 regs.) Charles C. Wells, Sec'y. Earl Shoop, Browning, Mont., Pres.

American Belted Galloway Cattle Breeders' Ass'n, 361 Southlawn Ave., E. Lansing, Mich. (13 regs.) Charles C. Wells, Sec'y. Harry A. Prock, Camp Hill Road, Whitmarsh, Pa., Pres.

American Hereford Ass'n, 300 W. 11th St., Kansas City 5, Mo. (560,794 regs.) Jack Turner, Sec'y. J. Douglas Gay, Jr., Brookview Farms, Pine Grove, Ky., Pres.

American Polled Hereford Ass'n, 1110 Grand Ave., Kansas City 6, Mo. (78,152 regs.) D. W. Chittenden, Sec'y. Robert A. Halbert, Miller, Mo., Pres.

Santa Gertrudis Breeders' Ass'n, Kingsville, Tex. (29,627 classified since 1951) R. P. Marshall, Sec'y. Maj. Tom Armstrong, Armstrong Tex., Pres.

American Scotch Highland Breeders' Ass'n, Belvidere, S. D. (195 regs.) Mrs. Lyndall Berry, Sec'y. Baxter Berry, XX Ranch, Belvidere, S. D., Pres.

American Shorthorn Breeders' Ass'n, 7 Dexter Park Ave., Chicago 9, Ill. (47,674 regs. 35,006 Shorthorns, 12,668 Polled Shorthorns.) Allan O. Atlason, Sec'y. W. L. Lyons Brown. Ashbourne Farms, Prospect, Ky., Pres.

Polled Shorthorn Society, 7 Dexter Park Ave., Chicago 9, Ill. (12,668 regs.) Emily Krahn, Sec'y. Carl M. Johnson Carona Farms, DeKalb, Ill., Pres.

Pan American Zebu Ass'n, P. O. Box 268, Cotulla, Tex. (1,980 regs.) Roy G. Martin, Sec'y. Henderson Coquat, Three Rivers, Tex., Pres.

DAIRY & DUAL PURPOSE CATTLE

Ayrshire Breeders' Ass'n, Brandon, Vt. (24,370 regs.) Chester C. Putney, Sec'y. William Ashton, Edgemont, Pa., Pres.

Brown Swiss Cattle Breeders' Ass'n, Beloit, Wis. (21,854 regs.) Fred S. Idtse, Sec'y. Peter J. Huendling, Breda, Ia., Pres.

Dutch Belted Cattle Ass'n of America, 2235 Lebanon Rd., Nashville, Tenn. (100 regs.) R. F. Litsey, Sec'y. Thomas Stimpson, Anamosa, Ia., Pres.

American Guernsey Cattle Club, Peterborough, N. H. (89,608 regs.) Karl B. Musser, Sec'y. R. F. Loree, Afton Farm Florham Park, Madison, N. J., Pres.

Holstein-Friesian Ass'n of America, Brattleboro, Vt. (189,562 regs.) Robert H. Rumler, Sec'y. J. Homer Remsberg, Middletown, Md., Pres.

American Jersey Cattle Club. 1521 E. Broad St., Columbus 5, O. (88,635 regs.) Floyd Johnston, Sec'y. Frank B. Astroth, Bryn Mawr Farm, R. E, South St. Paul, Minn., Pres.

American Red Danish Cattle Ass'n, Fairview, Mich. (127 regs.) C. H. Shantz, Sec'y. Harry Prowse, Sanilac Co., Mich., Pres.

American Kerry & Dexter Club, 707 W. Water St., Decorah, Ia. (17 regs.) Mrs. Daisy Moore, Sec'y.

American Milking Shorthorn Society, 313 S. Glenstone, Springfield 4, Mo. (23,228 regs.) W. J. Hardy, Sec'y. Dr. J. L. Johnston, Lilydale Farm. Springfield,

Mo., Pres

Red Poll Cattle Club of America, 3275 Holdrege St., Lincoln 3, Neb. (4,225 regs.) F. A. Sloan, Sec'y. H. P. Olson, Altona, Ill., Pres.

SWINE

American Berkshire Ass'n, 601 W. Monroe St., Springfield, Ill. (17,408 regs.) Willard D. Brittin, Sec'y. James Coolley, Brocton, Ill., Pres.

Chester White Swine Record Ass'n, Rochester, Ind. (17,305 regs.) Levi P. Moore, Sec'y. Joe Callahan, Millford, Ill., Pres.

United Duroe Record Ass'n, Peoria 3, Ill. (74,240 regs.) B. R. Evans, Sec'y. R. C. Juhl, Luverne, Minn., Pres.

Hampshire Swine Registry, 1111 Main St., Peoria, Ill. (52,728 regs.) R. L. Pemberton, Sec'y. James Nance, Alamo, Tenn., Pres.

National Hereford Hog Record Ass'n, Milo, Ia. (2,016 regs.) A. L. Hyzer, Sec'y. A. O. Sundet, Fairbault, Minn., Pres.

Inbred Livestock Registry Ass'n, University of Minnesota, St. Paul 1, Minn. (795 Minnesota No. 1 regs. 284 Minnesota No. 2's. 730 Montana No. 1's. 204 Beltsville No. 1's. 43 Beltsville No. 2's. 99 Maryland No. 1's. 5 Minnesota C's. 317 Incrosses. 96 San Pierre's. 515 Performance Certificates. Total, 3-088 Inbred registrations.) Dr. L. M. Winters, Sec'y. Arthur Likes, Winchester, Ill., Pres.

American Landrace Ass'n, Noblesville, Ind. (582 regs.) Merritt Murphy, Sec'y. Joe Furnas, Culver, Ind., Pres.

OIC Swine Breeders' Ass'n, Goshen, Ind. (2,972 regs.) Harry C. Miller, Sec'y. E. L. Ferguson, R. 2. Portland, Tenn., Pres.

Poland China Record Ass'n, 501 E. Losey, St., Galesburg, Ill. (17,018 regs.) C. W. Mitchell, Sec'y. Oscar W. Anderson, Leland, Ill., Pres.

Ky. Red Berkshire Swine Record Ass'n, 303 Stanford St., Lancaster, Ky. (143 regs.) Hogan Teater. Sec'y.

National Spotted Poland China Record Ass'n, 3153 Kenwood Ave., Indianapolis, Ind. (26,424 regs.) Fred Obenchain, Sec'y. Alvin Sunderman, Clarinda, Ia., Pres.

Tamworth Swine Ass'n, Hagerstown, Ind. (4,195 regs.) R. H. Waltz, Sec'y. Perry A. Clauss, Mazon, Ill., Pres.

American Yorkshire Club, Lafayette, Ind. (11,721 regs.) E. Robt. Shannon,

Sec'y. Harlan Hanks, Winnebago, Minn., Pres.

SHEEP

American Cheviot Sheep Society, R. 3, Oneonta, N. Y. (4,431 regs.) Katherine Turrell, Sec'y. B. H. Sheldon, R. No. 3, Oneonta, N. Y., Pres.

Columbia Sheep Breeders' Ass'n, P. O. Box 315, Logan, Utah. (7,507 regs.) Mr. Alma Esplin, Sec'y. A. W. Powell, Sisseon, S. D., Pres.

American Corriedale Ass'n, 108 Parkhill Ave., Columbia, Mo. (17,746 regs.) Rollo E. Singleton, Sec'y. Sam Murrell, Lancaster, Mo., Pres.

American Cotswold Record Ass'n, Sigel, Ill. C. P. Harding, Sec'y.

American & Delaine-Merino Record Ass'n. 208 Palmer Bldg., Wooster, O. (1,254 regs.) Don S. Bell, Sec'y. Arthur Jewell, Pres.

Black-Top Delaine - Merino Sheep Breeders' Ass'n, R. 2, Dexter, Mich. (306 regs.) Robt. Mast, Sec'y. Clarence Bristle, R. 2, Dexter, Mich., Pres.

Black-Top and National Delaine-Merino Sheep Ass'n, 286 Beech St., Muse, Pa. (64 regs.) I. Y. Hamilton, Sec'y. R. P. Berry, Burgettstown, Pa., Pres.

Texas Delaine-Merino Record Ass'n, Brady, Tex. George H. Johanson, Sec'y.

Continental Dorset Club, Hickory, Pa. (4,990 regs.) J. R. Henderson, Sec'y. Willard Bitzer, Washington, C. H., O., Pres.

American Hampshire Sheep Ass'n, 72 Woodland Ave., Detroit 2, Mich. (32,377 regs.) Helen Tyler Belote, Sec'y. G. S. Beresford, New Vernon, N. J. Pres.

Karakul Fur Sheep Registry, Friendship, Wis. (323 regs.) Alta H. Robertson, Sec'y. Lowry Hagerman, Santa Fe, N. Mex., Pres.

National Pure-Bred Karakul Fur Sheep Breeders' Ass'n, Trempealeau, Wis. John F. Schaffner, Sec'y. Isaac R. Hunter, Dowagiac, Mich., Pres.

United Karakul Registry, Twin Falls, Idaho. (152 regs.) Mrs. Olive May Cook, Sec'y. L. F. Kelly, S. D., Pres.

National Lincoln Sheep Breeders' Ass'n, West Milton, O. (486 regs.) Ralph O. Shaffer, Sec'y.

Montadale Sheep Breeders' Ass'n, 61 Angelica St., St. Louis 7, Mo. (2,027 regs.) E. H. Mattingly, Sec'y. D. H. Sutton, Delaware, O., Pres.

American Oxford Down Record Ass'n, Eaton Rapids, Mich. (2,583 regs.) C. E.

Puffenberger, Sec'y. William G. Nash, Sharpsville, Ind., Pres.

American **Rambouillet** Sheep Breeders' Ass'n, R. 1, Box 533, San Angelo, Tex. (10,366 regs.) Jack B. Taylor, Sec'y. R. O. Sheffield, San Angelo, Tex., Pres.

Romeldale Sheep Breeders' Ass'n. Winters, Calif. A. T. Spencer, Sec'y.

American **Romney** Breeders' Ass'n, Withycombe, Hall, Corvallis, Ore. (1,500 regs.) H. A. Lindgren, Sec'y. Dr. Charles Seagraves, Oregon City, Ore., Pres.

American **Shropshire** Registry Ass'n, P. O. Box 678, Lafayette, Ind. (13,831 regs.) Charles F. Osborn, Sec'y. Sam F. McClure, Jr., Spottswood, a., Pres.

American **Southdown** Breeders' Ass'n, 212 S. Allen St., State College, Pa. (9,138 regs.) W. L. Henning, Sec'y. Frank P. Kiser, Paris, Ky., Pres.

American **Suffolk** Sheep Society, Box 226, Moscow, Idaho, (8,746 regs.) C. W. Hickman, Sec'y. R. E. Winn, Nephi, Utah, Pres.

National **Suffolk** Sheep Ass'n, P. O. Box 324, Columbia, Mo. (10,227 regs.) Mrs. Ruth Day, Sec'y. G. B. Vance, Washington C. H., O., Pres.

National **Tunis** Sheep Registry, R. 5, Fulton, N. Y. (89 regs.) Ralph E. Owen, Sec'y.

GOATS

American **Angora** Goat Breeders' Ass'n, Rocksprings, Tex. (5,463 regs.) Mrs. Thomas L. Taylor, Sec'y. L. A. Clark, Rocksprings, Tex., Pres.

American **Milk Goat** Record Ass'n, P. O. Box 30, Elyria, O. (4,289 regs.) R. W. Soens, Sec'y.

American **Goat** Society, Mena, Ark. (2,864 regs.) R. Devere Weis, Sec'y. Mrs. J. C. Lincoln, Scottsdale, Ariz., Pres.

HORSES

American **Albino** Horse Club, White Horse Ranch, Naper, Neb. Ruth E. White, Sec'y.

Appaloosa Horse Club, R. 3, Moscow, Idaho. (171 regs.) George B. Hatley, Sec'y. Robt. L. Peckinpah, Yuba City, Calif., Pres.

Arabian Horse Club Registry of America, 111 W. Monroe St., Chicago 3, Ill. (805 regs.) Frank Watt, Sec'y. Henry B. Babson, Pres.

Belgian Draft Horse Corp., Wabash, Ind. (220 regs.) Blanche A. Schmalzried,

Sec'y. Fred H. Cook, Beaver, Pa., Pres.

American **Cream** Horse Ass'n, Hubbard, Ia. (5 regs.) Mrs. Raymond Topp, Sec'y. C. T. Rierson, Radcliffe, Ia., Pres.

American **Hackney** Horse Society, 42 Broadway, New York 4, N. Y. (145 regs.) Mrs. J. Macy Willets, Sec'y. Graham C. Woodruff, 230 Park Ave., New York, N. Y., Act. Pres.

Morgan Horse Club, 90 Broad St., New York 4, N. Y. (395 regs.) F. B. Hill, Sec'y. Frederick O. Davis, Windsor, Vt., Pres.

Morocco Spotted Horse Co-operative Ass'n of America. Greenfield, Ia. LeRoy Fritz, Sec'y.

Palomino Horse Ass'n, P. O. Box 446, Reseda, Calif. Willard R. Beauland, Sec'y.

Palomino Horse Breeders of America, Mineral Wells, Tex. (579 regs.) Dr. H. Arthur Zappe, Sec'y. Frank J. Egner, Findlay, O., Pres.

Percheron Horse Ass'n of America, 809 Exchange Ave., Chicago 9, Ill. (108 regs.) Mrs. Anne Brown, Sec'y. G. A. Dix, Delaware, O. Pres.

American **Quarter** Horse Ass'n. P. O. Box 2290, Amarillo, Tex. (12,868 regs.) Raymond D. Hollingsworth, Sec'y.

American **Saddle** Horse Breeders' Ass'n, 929 S. 4th St., Louisville, Ky. (2,216 regs.) C. J. Cronan, Jr. Sec'y. Thomas M. Wilson, Bowling Green, Ky., Pres.

American **Shetland** Pony Club, 518 E. DuBail, South Bend, Ind. (2,827 regs.) Mary Catherine Lean, Sec'y. E. T. Sproull Bristolville, O., Pres.

American **Shire** Horse Ass'n, 504½ Grand Ave., Des Moines 9, Ia. (1 reg.) E. F. Fox, Sec'y.

The United States **Trotting** Ass'n, 1349 E. Broad St., Columbus 5, O. (4,885 regs.) Ken McCarr, Sec'y. L. B. Sheppard, Hanover Pa., Pres.

Tennessee Walking Horse Breeders' Ass'n of America, P. O. Box 87, Lewisburg, Tenn. (1,250 regs.) Syd Houston, Sec'y. Ed S. Ezell, Chapel Hill, Tenn., Pres.

The Jockey Club **Thoroughbred** Registry, 250 Park Ave., New York, N. Y. (8,720 regs.) Marshall Cassidy, Sec'y. George D. Widener, Old Kenney Farm, Lexington, Ky., Pres.

Welsh Pony Society of America 409 W. Engineering Bldg., University of Michigan, Ann Arbor, Mich. (86 regs.) Frank H. Smith, Sec'y.

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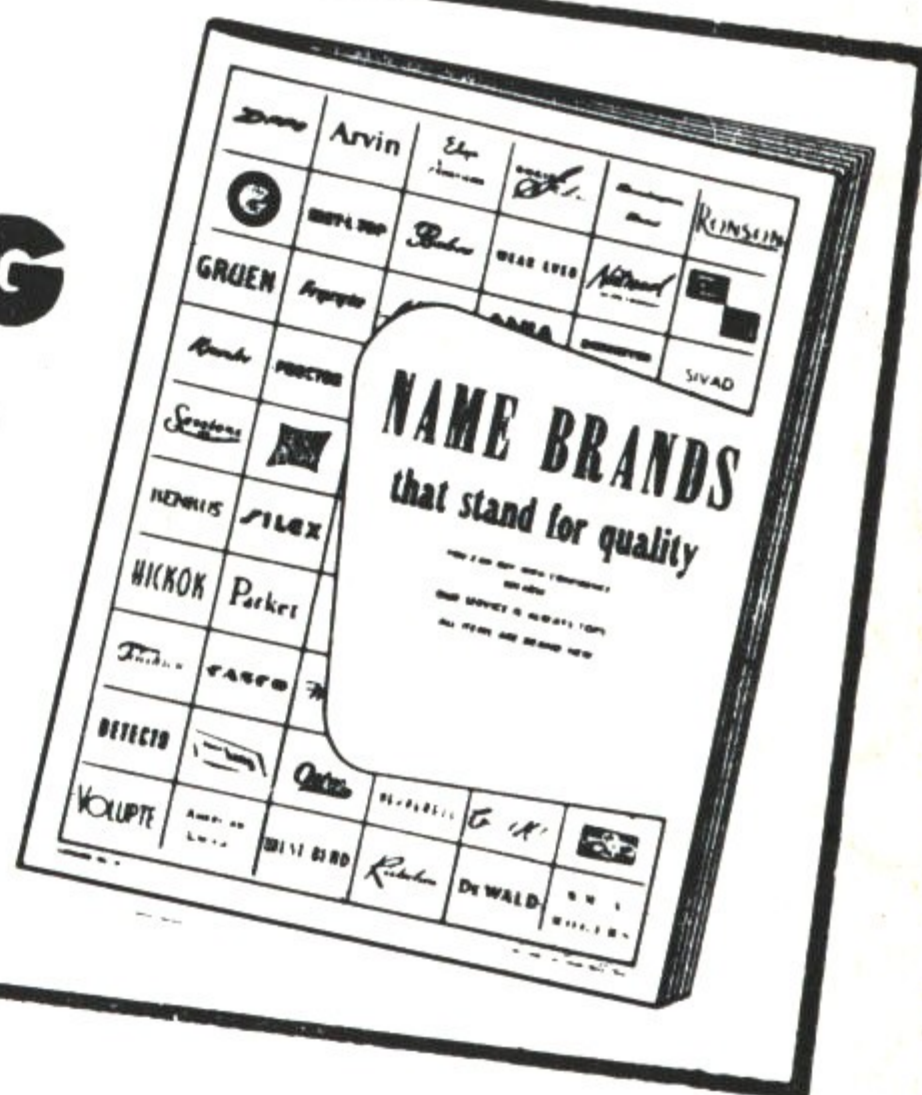
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