

the AUCTIONEER



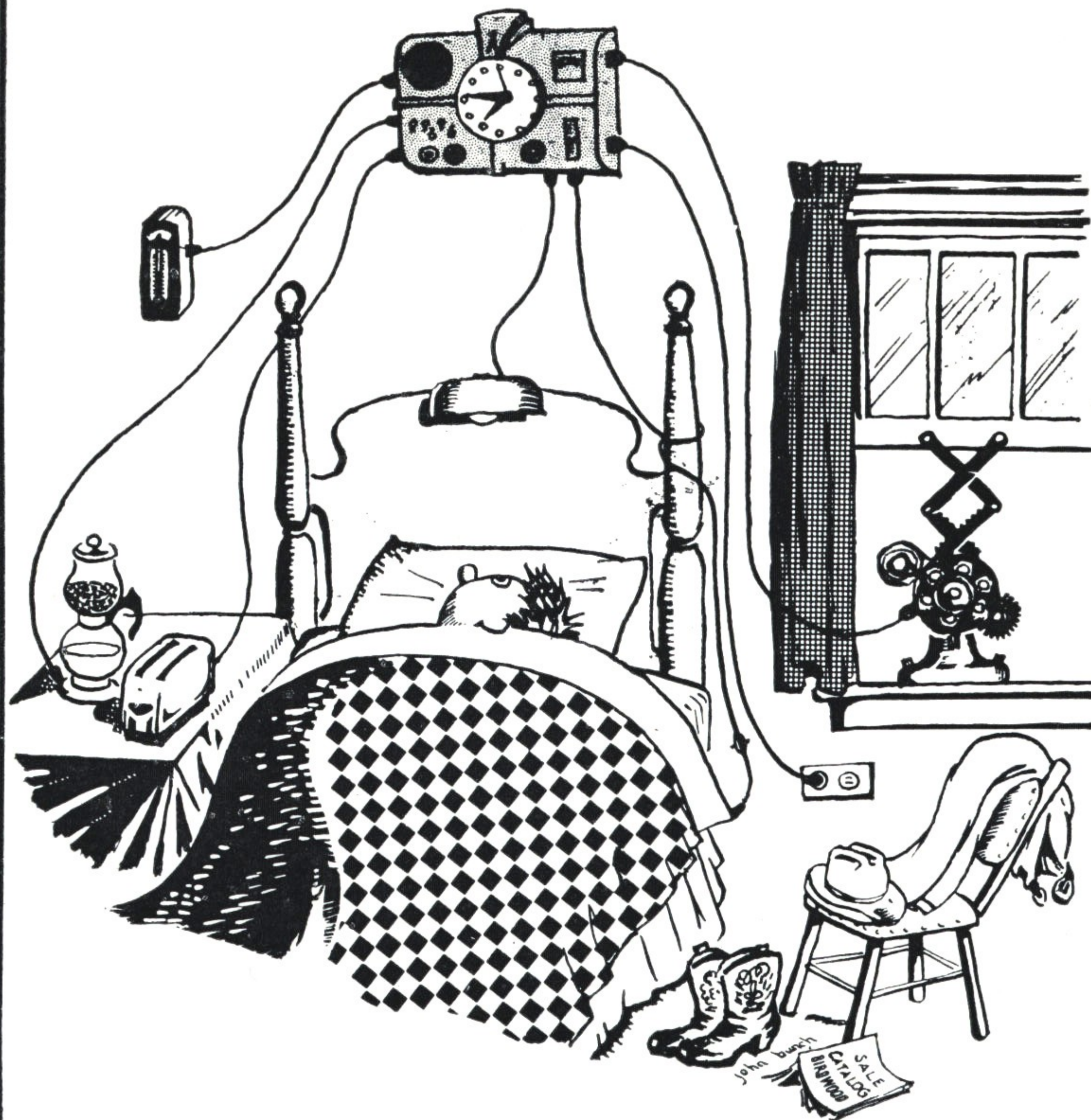
OH BOY!



G. R. WESLEY

TIME TO GET

ALL SET!



for...

**NATIONAL AUCTIONEERS
CONVENTION**

Hotel Statler, Buffalo, N. Y.

July 17-18-19, 1958

THE AUCTIONEER
is the
OFFICIAL PUBLICATION
of
NATIONAL
AUCTIONEERS ASSOCIATION

803 S. Columbia St.
Frankfort Indiana

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**CLOSING DATES FOR ADVERTISING
COPY and ALL ARTICLES FOR PUBLI-
CATION 15th OF THE MONTH PRECED-
ING ISSUE OF THE 1st.**

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

DISPLAY ADVERTISING RATES

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

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Published the 1st of each month
except August



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803 S. Columbia St. Frankfort
Indiana

Let's Sell The Lawyers

By R. E. FORTNA

During a recent meeting of Colorado Auctioneers Association there was considerable discussion re the fact that auctioneers should be employed to conduct court-authorized sales. President Paul Dillehay appointed the writer, F. Harvey Baldwin and J. L. Hardesty as a committee to discuss the matter with representatives of the bar association.

The Executive Secretary of the Denver and Colorado Bar Associations was very co-operative and arranged a meeting of our committee with the Inter-Professional Committee of the bar associations. Our committee politely told them that we wished to work with their members and that we thought many lawyers were derelict in their duty to the respective clients. To support our claim we cited several specific cases, based on observation, in which the lawyer committed a sin of omission by not recommending employment of a qualified auctioneer as follows:

1. A lawyer for a bank handled a foreclosure matter, got Court authority to sell the chattels, published a legal notice in a small newspaper (which is read only by lawyers and credit managers) and conducted the auction himself. He was about as effective as an auctioneer would be in pleading a legal matter before the Supreme Court.

2. A Court-approved Sheriff's sale in which the Court authorized publication of an itemized list of all items. The cost . . . \$1668.80. This was verified with the bookkeepers of the two daily newspapers which handled the ad. The mortgagor's lawyer refused to consider employment of an auctioneer. The mortgagee's lawyer liked the idea and requested the Court to authorize employment and payment of an auctioneer. The Court did so and is alleged to have said, "Pay him 1% or \$150, whichever is greater, that is enough for a day's work for any auctioneer." The sale totaled nearly \$16,000.

Qualified office furniture dealers stated that the total was \$4,000 to \$5,000 more

than the Sheriff would have obtained.

3. A "Sleeper" deal in which an estate belonging to non-resident heirs. A real estate broker appraised the property at \$9,500. Immediately another broker submitted an offer of \$10,000 and the Court approved the sale. Before the buyer received title he had sold the property for \$12,500!

4. A bankruptcy case in which the receiver, a lawyer, spurned the offer of an auctioneer to sell a large herd of Angus cattle at auction. The herd, appraised at beef prices, was sold for cash to a furniture dealer who sold it promptly for a profit of \$15,000. Competent livestock fieldmen agreed that a properly conducted auction could have easily netted more than \$15,000 above the Referee-approved sale because more than one-fourth of the herd was registered and many of these had good-selling pedigrees. (An employee of the Referee's office stated that the creditors got a little above beef prices which was pretty good for dairy cattle!)

5. Court-approved "sealed bid" sales in which the sellers usually receive only a small amount above the official appraisal. We cited the case of WAA war surplus sales. Public auctions resulted in a net recovery of more than double the amount received by sealed bids because the bidder could raise his bid in an auction but could not after the bidding was closed.

6. Prior to this meeting a lawyer told one of our members that he did not ask for public auction because of the auctioneer's 5% fee. He was promptly reminded that a competent auctioneer's fee did not cost anything because the psychology of competitive bidding invariably netted more than 5% of a private sale offer.

After we finished our 'pleading' the lawyer-chairman stated that we had presented several interesting cases and all of his committee members seemed to agree. He said further that it was a matter of educating the lawyers about

the advantages of employing a qualified auctioneer for a public auction. Also that we should employ a lawyer who should recite these cases in an article to be published in the association's bi-monthly publication (it does not accept articles from non-members) which goes to about 2,500 lawyers.

The Executive Secretary offered a logical suggestion; . . . follow up with a public relations program by running a series of ads in their magazine urging lawyers to recommend that Courts authorize employment of a qualified auctioneer and thus realize a greater net amount for their clients.

The members of our committee were elated by the fine hearing accorded it and will recommend that our state association take immediate steps to follow thru on the suggestions made by the Chairman of the Bar's Inter-Professional Committee. We believe that all state associations should do likewise. If this is done and causes only a lawyer or two in each county seat to employ an auctioneer in Court and Bankruptcy sales the aggregate of property sold by qualified auctioneers annually would be increased by many millions of dollars. Let's sell the lawyers on the idea.

The President's Letter

Dear Friends:

It certainly seems good to have spring here. The sale season is beginning to slack off now with us. We have had our best year to date with prices sharply higher than last year. We haven't noticed any recession in the auction business.

On May 4, I attended the Nebraska Auctioneers Meeting in Lincoln. It was a splendid meeting with a fine number in attendance. The officers are to be congratulated on their good program. I was especially pleased to see Col. Art Thompson again. As a very young man I clerked a few sales for him in New York and New Jersey, an experience I have always cherished.

Upon arriving in Lincoln, I was met by my father-in-law, Victor Almquist of Norman, Nebraska. Following the Convention, we motored out home where I was royally entertained during a one day and two night visit. Fried chicken always tastes best to me in Nebraska.

The final program was drafted Sunday, May 11, for the Buffalo Convention and mailed to Bernard Hart. I believe he will publish this program in the June issue of "The Auctioneer". I hope that many of you will plan to come to New York State, July 17, 18 and 19th. We will try very hard to entertain you well.

New memberships have been coming in a little slowly the past two months. If we achieve our goal we will all have to try for a new member this month.

Best regards to all,
Harris Wilcox

Think Today And Plan For Tomorrow

By COL. B. G. COATS

Because we are living in fast-moving, as well as fast changing times, it is the responsibility of each and every auctioneer to keep diligently abreast of developments. There is no profession that affords anyone a better opportunity than that of Auctioneering to observe such rapid changes. Auctioneers have a responsibility to themselves and their clients to keep in close touch with each other and every trend. This is not all easy going neither is it difficult because an Auctioneer is constantly in contact with all phases of our economic structure.

That is why gatherings of Auctioneers such as the national convention of the National Auctioneers Association, should be more actively attended and participated in by all Auctioneers. It is at such meetings that elbows are rubbed, views expressed, ideas exchanged and information gathered. No one expects to agree with all that is said, but one can listen, learn and then make his own decisions. It is a lot more productive than trying to live in a vacuum. If you are one that thinks you can make it alone, the day is not far off when you will be wanting the friendship of other Auctioneers. True you may be getting along and enjoying a lucrative business, but just as we are living in fast moving times, so can your situation change just as fast. Organization will give you just as much as you put into it and when your business takes on a change in the downward direction then you will put to use the information, ideas and views, etc., that as a member of the National Auctioneers Association you gathered to pull your business upwards again.

Agree or disagree? That does not matter initially. What is important is that the subjects that are constantly before us, such as licenses, qualifications, fees, commissions just to mention a few. It is proper that they should be discussed pro and con by every Auctioneer. This can only be accomplished through organization and at the national conventions.

The fewer they are who discuss them, the fewer there will be who will be responsible for the final decision. That is why there should be active auctioneer participation today in every state and national Auctioneers Conventions. Then and only then will Auctioneers have a hand in what is being planned for tomorrow.

If you do not vote you have no right to criticize those who are elected to public office. If you do not belong to and attend your state and national meetings, who are you to criticize those that are trying to do the best they can and know how for the betterment of all Auctioneers.

May every Auctioneer who reads these few words take them seriously and even though it is a sacrifice for you, it will be well worth it for you to attend the national convention July 17-18-19, at Hotel Statler, Buffalo, New York.

Livestock Receipts Down; Prices Higher

KANSAS CITY, Mo.—Salable receipts of the nation's 2,400 livestock markets during the first quarter of 1958 were about 20 per cent below the total for the same period a year ago, but dollar volume was 30 to 40 per cent greater, according to data compiled by the national Association of the livestock auction markets.

Association researchers estimated that a total of approximately 25,691,203 head of cattle, calves, hogs, sheep and lambs were handled by the nation's 60 private treaty centers and 2,350 auction markets during the January - February - March period.

All classes of livestock, with the exception of lambs, showed appreciable price gains during the January 1-March 31 span.

Movement of calves to the nation's markets showed the greatest lag over a year ago with reported receipts about

25 per cent less than during the same three months of 1957. Cattle salables totaled about 10 per cent under a year ago, and hog receipts were down approximately 10 per cent.

Sheep Runs Gain

Only sheep marketing was heavier in 1958 compared to totals for the first quarter of the previous year. Association tabulations showed that sheep and lamb movement was about 15 per cent above the same period of 1957.

Association data, based on state and federal government reports and other reliable statistical information from private industry sources, shows that 8,624,763 head of cattle were sold by the nation's combined central and auction markets during 1958's opening quarter. Salable receipts of calves were tabulated at 3,122,510 head.

Hog sales were totaled at 9,824,031 head, and sheep and lambs, 4,119,899 units.

Auction markets moved the most cattle—4,833,618 head. The competitive bid system also sold an overwhelming majority of calves—2,518,008 head.

The nation's auction markets handled 4,300,000 hogs and 1,965,138 sheep and lambs.

Stock Calves Strong

Continued cattle price gains were heavily accented by strong advances for stocker steer and heifer calves. Steer calves were up from \$4.00 to \$9.00 per cwt., depending on quality, and stock heifer calves climbed \$4.00-\$7.00. Stocker and feeder steers commanded higher bids averaging about \$3.00, heifers moved up \$2.50, and stocker cows showed gains of \$3.00-\$3.50 per cwt.

Slaughter steers and calves climbed \$3.00-\$4.00, heifers and fat cows \$3.00, canners and cutters \$2.50, bulls \$2.00, and vealers advanced from \$2.00-\$3.00 per cwt.

Wooled lambs dropped 50c to \$1.00, shorn lambs dropped \$1.00-\$1.50 per cwt., but woolled ewes and cull and utility ewes were 50c to \$1.00 stronger at the end of the 13-week period.

As March ebbed to a close, hogs were commanding up to \$1.25 per cwt. more than at the start of the year, and sows were bringing up to 2.00 more per cwt. over early January levels.

Most marketing analysts and economists generally forecast a stable cattle market for the remaining nine months of 1958, although a seasonal decline is expected in the late spring. Hog prices may hold fairly steady until summer. A weaker market, however, is anticipated by early fall.

Newspaper Caters To Auction Advertising

Fortunate indeed is the auctioneer who has at his disposal a medium of advertising that caters to the public auction trade. Again we envy those auctioneers who conduct sales in the territory covered by the Omaha (Neb.) World-Herald.

In its issue of May 4, the above named newspaper carried the following notice on its front page:

The Nebraska Auctioneers Association are holding their 10th annual convention at Lincoln today. Most of them have used World-Herald Want Ads to get bidders; buyers for all type auctions. If a poll were to be taken with them on ad results; we believe the majority would say "it pays to advertise in the World-Herald."

News from today's auction ads — Angus bull sales; J. L. Snyder Co., selling 30 at Ogallala; Harold Logan (Diller, Neb.) selling 16 at Atkinson. Six horse-pony auctions, includes sales at Columbus, Norfolk, Sterling, Colo. In Norfolk ad news about one consignment of 1000 steers (675 to 850 lbs.)

Yes, good public relations for the World-Herald but also an asset to the auctioneer and those who are using the auction method of selling. We wish more newspapers throughout the country would specialize in auction advertising.

"I'se goin' down to get myself some tuberculosis stamps," explained Rastus.

"What is dey?" Sambo asked curiously. "I ain't never heard tell of 'em."

"Every year," Rastus told him, "I gets mashelf 50 cents worth of dem tuberculosis stamps and stick dem on ma chest and I ain't never had tuberculosis yet."

Wandering In A Wonderland

By JOHN W. ALLEN,
Southern Illinois University

We like to "prowl." While doing so recently, we had an opportunity to wander leisurely through a collector's house in Benton, Ill. It would be more proper to say through a collector's houses, for this collection filled two, besides a few truck loads of furniture found stored in a large downtown garage. Although we came away amply confused, we learned a lot and many memories were revived.

Before the visit, we had associated all banks — real-banks — with money. After looking over the hundreds or more toy banks in those houses, even the toys became associated with money — real money. This was made clear when we picked up one of the tops. The appraisal tag on the bottom said \$400. We very gingerly set it down.

These toys were most interesting. Some of them tipped their hats, ran around in circles, played tunes, rang bells and made other queer responses when a deposit was received. It would be a pleasure to do business with some them. While looking at this collection of toys, we observed that reports of bank robberies are frequent but one doesn't often hear of a bank being stolen. If a would-be robber knew about a collection like this one, perhaps it would be fully as profitable and less hazardous for him to steal the banks.

In the drawer of a chest there were a large number of ladies' hand fans, large and small. They were made of wood, ivory, silk, paper, palms and feathers. In their day, they provided about the only air conditioning available. They also were useful in the one-time fan flirtation that enabled the timid damsel to signal her message to an observing admirer.

Coffee roasters and coffee mills told of the time when the housewife bought green coffee berries at the grocery, took them home, roasted them, ground them in the family coffee mill and boiled, really boiled, the breakfast brew in a pot, settling it by a dash of cold water

or by pouring it back and forth in a cup. There were tables and shelves laden with grease lamps, candle molds and candle holders, and with hundreds of kerosene wall and table lamps. There also were carriage lamps that once adorned the "surrey with the fringe on top."

There in numbers were the old time family albums that once were used to regale visitors somewhat like today's color slides. One album had many ambrotypes and daguerrotypes, some of which would rate high in present day photographic competition. Several of the albums were equipped with music boxes that played when they were opened. Even if the portraits were dowdy, the music was good.

One room had many, many china dolls along with boxes of spare parts—arms and legs and special materials for dresses. There were even some very old hand-cranked sewing machines to make the clothing.

An amusing item was a lady's boot jack with a frame across its front and a curtain so arranged that no shapely ankle need be exposed. Wooden churns, milk crocks, ladles, butter molds, and milk strainers reflected the home dairy days when milk was neither "Grade A" nor homogenized and no Vitamin D had been added. Brass and iron kettles, pendants, spiders, trivets, portable ovens, and other seldom seen equipment told of the days when cooking was done at the fireplace hearth.

An array of large, strange looking combs helped recall the hair fashions of another day when there were no beauticians, hair dressers, nor beauty parlors. Walking canes suggested the time when no man was thought well dressed without a cane and spats.

More than 200 shaving mugs were on shelves and tables with their one time owners, names and trade boldly lettered on their sides. Rows of these mugs once adorned the shelves of barber shops and



NAA member, Col. L. Oard Sitter, Anna, Ill., (right) and Lloyd E. Sitter, same address, selling the entire collection of the late Mrs. Bessie Doty, described in John Allen's story, "Wandering In A Wonderland." The auction was held the week of April 21, as a means of liquidating the estate of Mrs. Doty.

indicated the number of regular patrons the shop boasted. No such racks of mugs now identify those patrons who once came daily for their ten-cent shaves.

Flat irons, wash boards, wooden tubs, and boiling kettles told how home laundry once was done. There were collections of bottles, butter plates and bone dish, complete set of Gibson girl plates, milk glass, coin glass, and other glass that rang like a bell when tapped. Figures and figurines, ornamental clocks, massive picture frames, charm jugs, candelabra, ornamental paper weights and unnumbered other items suggest that there was some elegant living.

Gathered over a period of more than thirty years, all of these items and hundreds of others are in the collection of the late Mrs. Bessie T. Doty. A leisurely wandering through the collection gives glimpses of another way of life and makes us wish we were a millionaire. We'd buy the entire collection and admire it until we grew tired. It tells a thousand stories.

There is no cure for birth or death save to enjoy the interval.—George Santayana.

Watch Your Language When Advertising

A well-meaning female real estate broker inserted this ad in the yellow pages of a western metropolitan city telephone directory several years ago. "Blank, Patricia M. . . . with a sales force exclusively feminine . . . Ready to service you at all times . . . Put the girls to work."

An evil-minded wag started a whispering campaign which spread rapidly with the inference that this woman was a 'Madame' posing as a real estate broker. Subsequent news stories stated that the poor woman became almost hysterical after scores of nightly phone calls. She ordered her phone to be disconnected so that she could get the usual uninterrupted nocturnal rest. It took some time to overcome the innuendo. Moral: Write your advertising copy then read and re-read it.

"Will be looking forward to seeing you at Buffalo in July."—W. D. Atkinson, Stouffville, Ont.

THE LADIES AUXILIARY



From The President..

Dear Ladies of the Auxiliary:

Do you realize it is less than two months until the convention? As both a National officer and a New York officer, I want to extend a 'double' invitation to all of you ladies to attend our Convention in Buffalo. The New York Auctioneers Association and our Ladies Auxiliary have been very busy since the first of the year making plans which we hope you ladies and your husbands will enjoy.

I will tell you a bit about the activities in which the ladies will be particularly interested.

On Wednesday evening at 8:00 I plan to have a meeting of the National Auxiliary Executive Board. The place of the meeting will be posted in the Hotel lobby. I do hope all the officers and directors can be present so that we will have a good meeting.

The New York Auxiliary plans to serve coffee, rolls and doughnuts during the Thursday morning registration. Even if you breakfast early, come in and say "Hello" and enjoy a second cup of coffee. The registration desk will be on the mezzanine at the head of the stairs and near the elevator.

We will have baby-sitters available again this year. If you are planning to ask for one would you please do so as early as possible?

On Thursday afternoon we are planning a tea so that we ladies can renew acquaintances and meet new friends. This will be held at 3:00 in the Buffalo Room. In the evening the men are planning a fun auction and dancing for everyone.

Our annual Auxiliary luncheon will be held at noon on Friday in the Empire State Room. This will be followed by our business meeting and the installation of the new officers and directors by the N.A.A. President.

Later in the afternoon a bus trip to Niagara Falls is planned for everyone. You ladies may want to take 'walking'

shoes for this trip and perhaps a kerchief to protect your hair from the spray of the Falls. We will all have dinner at the Hotel Brock in Canada.

Sometime on Saturday the new officers and directors will meet. For the rest of the ladies the day will be free until the Grand Banquet in the evening.

I want to take this opportunity to thank you ladies for the wonderful letters you have written this year for our Auxiliary Page. I have enjoyed them so much and I am sure the rest of you have too. A special "thank you" too, to those of you who sent us greetings and pictures during the holidays.

I shall look forward to seeing you in Buffalo on July 17, 18 and 19th.

Sincerely,

Wanda Wilcox

From The Second Vice-President . . .

Dear Ladies of the Auxiliary:

Since last July my mind has ever been on this article which I had been assigned to write for the month of June. It seems to be a problem to write to so many in one setting. It has been a delightful winter and I imagine everyone is busy with their spring work but of course a person needs to relax a little bit.

If it is at your house like at our house the day the magazine, "The Auctioneer", arrives it is glanced at immediately and later, usually the same day or evening, it is read thoroughly. Bernie does a great job and we are proud to be from the same state and to know him personally. I can imagine how hectic it must be when it's time for the magazine to be on the press.

It seems like all through the year we think of our mothers but especially we are reminded in the month of May, and in the month of June we have Father's Day.

I found a poem but hope it doesn't

hit all of you ladies and gents. It is called "The Happy Warrior" and written by Norman R. Jaffray:

I am the Happy Warrior,
The kind that likes to fret.
I brood upon a future filled
With troubles, ills and debt.

It matters not that these things
Will never come to pass;
The spectacles through which I look
Are of the darkest glass.

The rainy day for which I save
Is no mere April pelter,
It's like the flood of Bible times
That sent the Ark to shelter.

And when the skies are extra bright,
The living rich and fat,
And no apparent cloud in sight,
I worry about that!

I'm sure if you have attended any of the National Conventions you will be making plans, if at all possible, to attend this year. Hoping to see you in Buffalo, in July.

Sincerely,

Pauline Lehman,
Berne, Ind.

Nebraskans Elect

Meeting on the same day as the Nebraska Auctioneers Association, the Auxiliary members of that group selected Mrs. Duane Jensen of Newman Grove as their new President.

Mrs. L. Dale Hanna, York, was elected Vice-President, and Mrs. Don Jensen of Verdigre was named to the position of Secretary-Treasurer.

Oddities To Buyers In Auction Sale

CHICAGO—Oddities from the ends of the earth found their way into Chicago homes March 19.

For stay-at-home world travelers there

Colorado In 1959?

Members of the Colorado Auctioneers Association have called a special meeting at the Albany Hotel in Denver, the evening of June 14. Principal business to be discussed will be concerning issuing an invitation to the National Auctioneers Association for the 1959 National Convention.

Bernard Hart, Secretary of the NAA, has accepted an invitation to attend the meeting. It is hoped a large delegation of Colorado auctioneers are present.

were camel saddles, oriental bamboo shades, colorful postcards from Bermuda, and Dresden china—souvenirs of an auction held at the U. S. Customs House here.

Collector of Customs Frank Peska explained that the items were unclaimed during the past year, hence up for public sale.

Eager buyers quickly snatched up five leather-covered camel saddles.

One of the bidders explained he was going to give a saddle to his brother-in-law.

"He doesn't have a camel at the moment," Nick James said, "but he's the sort of fellow who's likely to turn up with one."

William Friedlander did some quick calculations and out-bid all others for the snapshots of Bermuda.

"Cheaper than going there," he said, "shelling out 50 cents."

One woman, who chose to remain nameless, bought a pair of men's size 48 trousers for \$3.50. She was "pretty sure" they'd fit her husband.

And one purchaser aroused chilling memories of Inspector Javert tracking Jean Valjean in Victor Hugo's "Les Misérables."

He bought the blueprints of the Toronto (Ontario), sewer system for 25 cents, then quickly disappeared.

Any Old Record You Want

**The basement of a Manhattan brownstone
stocks 450,000 78s ranging in price
from 25c to \$140.**

Most great collections of art, manuscripts, and other treasured memorabilia are found behind the imposing facades of museums—to be seen but not touched. The world's largest collection of out-of-print phonograph records, however, weighs down the basement and sub-basement of a nondescript brownstone at 109 West 83 Street, just west of Columbus Avenue in New York, where you not only can see and touch them, but hear them and take them home for keeps in exchange for cash or other old records.

Here, among some 40,000 low-fi, 78 r.p.m. platters, is virtually everything of the pop type that was played or sung, here or abroad, into a microphone or horn from the turn of the century to the close of World War II. The owner of this Fort Knox of jazz and corn is an attorney named Jacob S. Schneider, who has his law office upstairs on the parlor floor and his heart in the basement.

You'd think Schneider was maintaining a mecca mainly for serious collectors. Actually, most customers aren't real collectors at all. The majority are like the man who wrote asking for a record made around 1924 of Nora Bayes singing "Some Sunny Day."

"My wife and I became engaged the year we played that record over and over," he said. "It would bring me real happiness to find it."

"Your troubles are over," Schneider told him. "I have seven copies of that Columbia record in various conditions. You can have it in mint shape for \$2 or scratchy for 50c."

Whether you can pluck one of your yesterday's from Schneider's tightly packed shelves depends on whether you can identify them with serious or popular music. If it's serious music, your chances aren't quite so good. For example, operatic tenor Beniamino Gigli

is represented all right, but not with the inclusiveness of Al Jolson. And while you can pick and choose among every version made of "Yes, We Have No Bananas," the available selection of Handel's "Messiah"—from which the opening strains of that opus were snatched—is narrow.

Schneider claims he fills 95 of every 100 requests right out of stock. "Any other place that has old records might be able to fill 5 or 10 of every 100 requests, but I have everything," says he, a solid, graying man of 52, waving at his hoard.

When, rarely, Schneider is asked for a record not on hand, he sends out feelers for it. "I have hundreds of contacts who want some of my records more than they want to keep some of theirs. I trade with them. No money changes hands."

When money does change hands, the amount, just as for anything that's collected like stamps, coins, etchings, or first editions, depends on the scarcity. If your private memory lane leads back to some Paul Whiteman, Eddie Cantor, Sir Harry Lauder, or Enrico Caruso records (Schneider has a lot of his even though they were classical), which were issued by the hundreds of thousands or even millions, your chances of getting them for \$2 or less are bright. On the other hand, if you happen to pine for any of the three records made by the Ponce Sisters, Ethel and Dorothea, a radio team in the early 1930s, you'll pay more, around \$5, than if you're after the Andrews Sisters, who made a lot more records.

All the way up to \$140

Even pure hot jazz can be reasonable, although the highest price Schneider ever got for a single record was \$140—for a Jelly Roll Morton disc on an Autograph label, issued originally by a Chicago

IN UNITY THERE IS STRENGTH

department store for 15c. Today Schneider will exchange a lot of records or a respectable roll of currency for any Autograph records you may have around the house, particularly if they were made by Jelly Roll Morton. They're even harder to come by than originals by King Oliver.

But be glad if you're an icky. Ben Bernie and All the Lads are still in plentiful supply. So are Ace Brigode and his 14 Virginians, McKinney's Cotton Pickers, and Yerke's Six Musical Bell Hops. So are Guy Lombardo and his Royal Canadians and Fred Waring and his Pennsylvanians of the days when their respective brothers, Carmen L., and Tom W., did the vocals.

At Schneider's Harry Richman still sounds the way he did 30 years ago in George White's "Scandals," Elsie Janis is the same girl she was on the stage of the Palace or the Riverside, and you can hear the Jolson you—or your parents—saw in "Honeymoon Express," "Bombo," or "Big Boy."

If you're not like most people who want only a handful of old favorites, you fall in one of Schneider's categories of collectors. You're a band musician — or ex-musician—who, while listening, cries de-

lightedly, "That's where I come in" and "That's where Joe—or Mike or Charlie—comes in." Or you gather personalities—star performers—sweet bands or hot, Dixieland jazz, or songs.

A good example of a personality collector is Bill Gilbert, who works Saturdays and Sundays for Schneider helping him with his cataloguing. Gilbert, who works the rest of the week at a Wall Street brokerage house, wandered in a few years ago looking for some old Crosbys and, in a sense, has never left. "Bill likes to be around records," Schneider says.

When Gilbert was building up his Crosbyana, Schneider warned him of the insidiousness of the project — that he wouldn't be able to stop even after he had 100% of the Groaner. Schneider was right. Gilbert admits, sheepishly, that today he owns 90% each of Ruth Etting and Gene Austin.

Over 1000 labels have been marketed since Edison invented the phonograph — including one named Lincoln that bore the likeness of the President. Few people collect labels, however, although one of Schneider's customers, a doctor in Lubbock, Texas, is trying to get every 78 r. p. m. Victor ever issued.

Advertise the NAA



Let all the world know that you are an Auctioneer and that you are a member of the National Auctioneers Association, with,

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Send your order with remittance to
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One thing sure: If you're a collector, it's 100 to 1 you're a male. Schneider says this is because men are so much more sentimental than women. Nevertheless, you can't blame one Bronx housewife for feeling miffed. Her husband has already filled all available space in closets, under beds, tables, and chairs with his records. The last Schneider heard, a few weeks ago, they were overflowing in the bathtub.

You have one big advantage over LP collectors in the battle of the sexes if you choose his kind of records, Schneider maintains. "Every time a man comes home with an LP his wife knows he's spent 3 or \$4, but he can tell her my records cost a nickel each. They don't look like more."

Although Schneider has nothing for a nickel, he always has a bargain shelf of 25c or 50c records — those of which he has a superfluous supply. Benny Goodman is often represented there, even by those vocals by Helen Ward or Martha Tilton.

It was Goodman's records that started Schneider collecting in 1945. That year he bought his son Alan a phonograph. The boy wanted some old Benny Goodmans and Schneider was appalled to learn that records which, new had cost only 75c each were now collectors' items at \$3 or \$4 each.

A few weeks later Schneider saw a pile of 2,000 records in a secondhand furniture store, among them about 50 choice Goodmans. He bought the lot for \$20. He sold the Goodmans piecemeal for \$200 and went into record collecting. Graduating from second-hand furniture stores and old mansions, which have pretty much dried up as record sources, he advertised in coin-machine and music trade papers for record accumulations. Juke-box operators, storage warehouses, variety stores, and even drugstores often have lots of old records in the basement they're glad to be rid of. Schneider has also bought out competitors. While he refuses to look at fewer than 500 records at a time, he'll travel across the country for 10,000 or more. His two largest hauls were 38,000 in Indianapolis and 36,000 in Los Angeles.

Financial gain hasn't been Schneider's incentive. Traveling expenses to look at records and legal fees he loses while away offset profits. "But how else could I meet such interesting people and have celebrities calling me by my first name?" he asks.

Among celebrities who have called him Jake when they came for their old records are Paul Whiteman, the late Al Jolson, and Smith and Dale.

Schneider himself is a celebrity, at least to the post office. When a letter from Perryville, Missouri, arrived in New York addressed simply to "Prominent lawyer and record collector," it was unhesitatingly delivered to Schneider despite the fact that no sign on his building says there are records for sale. Schneider is afraid if he had a sign some passers-by might come in for an LP. Despite the magnitude of his collection, Schneider doesn't own even one.

"Why should I buy them?" he asks. "I've got enough records now to last me for 15 lifetimes."

They'd Run for Five Years

This is an exaggeration. Still, if both sides of all Schneider's records were played continuously, at about three minutes a side, it would take five years and seven months, give or take a week or two, before silence reigned. And among the voices that would have been heard would be those of Woodrow Wilson, William Howard Taft, William McKinley, Leo Tolstoy, H. G. Wells, Emperor Franz Joseph, and George V. As Schneider says, a lot of people you never thought of have made records.

Like the old tunes, the old 78s last a long time, due to their hard shellac finish. Unlike LPs, they're breakable but otherwise are better equipped to take it.

While most of Schneider's customers write for their records, the door is open to those who come in person — but only on Monday, Tuesday, and Thursday evenings and all day Saturday and Sunday. Schneider devotes his weekdays to his law practice and Wednesday and Friday evenings to listening to his own personal collection at home. After all, a man has to have a few hours a week for his hobby.

Tense Moments

By COL. POP HESS



Having been visiting a few sales and meeting old friends I almost missed the deadline for this issue. I shook off the lumbago but still cling to the 'hoss' liniment. Mom Hess claims it was due to the fact that I was so much of a mule that it worked so well.

I received quite a few letters the past month from auctioneers from various places and I am glad to get them as they often reveal suggestions for future writings. Some ask questions and I am going to answer some of them here.

(1) Will you give some of the most tense moments you had during an auction sale?

In checking back through the old 50 year book of records there were many. Here are a few of them:

It was a tense moment when conducting a purebred cow sale in the state of Michigan. On the bleachers that day was the father of the man who was holding the sale and he was 90 years young. The sale was not long under way when a big cow decided to jump out of the ring and into the bleachers just where this fine old gentleman was sitting. However, the moment ended and no one was hurt except the cow. My good friend, Austin Backus, was in the box with me as pedigree man. This set us both back a few notches for a few moments.

Another time I was conducting a farm sale. While selling the horses the man leading one of the horses let the horse get out of control. The horse was running and he was holding onto the strap. The leader was killed when he collided with a tree.

Still another time the man holding the sale was gored by a bull just a half

minute after I sold him and he died before the sale was over.

However, down through a long list of various moments in the full 50 years of sales this was one of the most tense for me. A top Holstein pedigree man at that time was working with me in a County Holstein Breeders Sale. It was our first time to sell for this group and in opening the sale the President of the Association made a speech. Here is what he told that large crowd seated in the sale tent where we had some 75 head to sell. He was telling of the rules and regulations that their sales would follow and he came up with this one: "The auctioneer or the pedigree man shall not in any instance start an animal nor shall they call bids from the top of the tent or under the tent. "If they do and we catch them at it they will be set down and sent home without pay." Both the pedigree man and myself were taking quick count of our cash to see if we had to walk home in case of such an accident. In our own comments from the box regarding the rules their President had explained we both made it strong that it was not our custom to do any of the things he mentioned and we went to work. The sale was 'hot' and the cows sold fast and the prices were good and we had gotten over our scare but were very careful. The moment had to come and it did. In came a bull, the pedigree man got a bid at once over on the far side of the tent and I picked up a chap, a very tall man, standing just under the edge of the tent and he started bidding to me. In no time flat we were up to the selling point. The man bidding to the pedigree man stopped sudden and flat. I was just ready to drop the hammer and say sold and lo and behold, the tall

man bidding to me had disappeared and as to the date of this writing I have never seen him. No bull ever got such a pedigree talk as this bull did while I was trying to spot my bidder. No bidder ever got so much pressure to bid once more as did the one who had quit. It was not a case of calling false bids but a case where we lost our bidder. If there ever was a time in the auction box when the sweat ran down my neck it was then. To make a long story short, during pressure and pedigree explaining I happened to notice a nice old man toying with a long lead pencil and looking over his glasses toward us but with not what one would call a bidding look. But he was wiggling his pencil back and forth so I took a chance. I decided to count him 'in' and sell out to him. Of course he would say he was not bidding but I had a fair excuse with the pencil shaking and it might keep us from being kicked out. Never in the many such sales conducted by me did I hold down the talk on the next animal as then for I was taking plenty of pains to show the boy who was passing the slips for the buyers to sign where the man with the waving pencil was sitting. Did he say he was not bidding? No, he placed his glasses in the right position and signed the slip as the buyer of the bull.

An auctioneer and a pedigree man, who is still in circulation, were never so relieved as then. At no time were we doing wrong but it was something that can happen in any man's auction. We were wondering if this man was really bidding or did he know we were 'stuck' and just helped us out. When the sale was over we made it our business to talk with this man, remarking that he certainly bought a nice young bull. He replied, "Yes boys, I was glad to get that bull but I was afraid you boys were not catching my bids. I about wore that old pencil out shaking it at you but it seemed you were looking somewhere else all the time."

There is a lesson in this story for auctioneers to remember. In case of a tense moment do not forget that while one man seems to be lost that you have many others who could be bidders right in front of you. We, in the tense moment described, were under pressure from the

President's talk on what he would do to us if caught off base. We were chasing after one rabbit when we had another rabbit wiggling his ears and wanting to be chased but we were so tense we were blind. But boys, such as that only happens once in a lifetime of most auctioneers so don't get your feet wet thinking this could work out for you.

Another question from a young auctioneer, "What do you think about auctioneers who call bids from the air?" He also asks if I did and If I got caught how did I get out of it.

From this boy's letter it led me to think this subject was uppermost in his mind. I have often said much on the matter and the talk about it is much overdrawn as compared to real happenings with the better auctioneers who serve the public in the line of sales I am most familiar with. Livestock and general farm sales are a class of sales where sufficient bidders are present and few auctioneers boast of how they 'rode' them. In fact this is a question that many young auctioneers ask. The reply is the same as the old maid used when she finally found a boy friend. He asked her if she had ever been kissed. Her reply was "That is a very personal question." I want to convey to all auctioneers who are coming into the auction field, this false bidding is dangerous to one's career as an auctioneer as dope is to the human body and it is best you keep it well corked and under control.

To this young man who wrote me on the subject, if he is still troubled with this thought he should take time out to pay me a visit. I will take him out behind the barn and explain to him about the birds and the bees so that his work as an auctioneer will bring him pleasant memories when he retires.

Just a reminder, this is June, next month is Convention Month — take time out and attend.

Soldier, reading letter from home, "We've got a freak in the family. My wife says: 'You won't know Willie when you come back; he's grown another foot.'"

Directory of State Auctioneers Associations

Colorado Auctioneers Association

President: Paul Dillehay, 420 Elwood St., Sterling
Secretary: Bob Amen, P. O. Box 475, Brush

Illinois State Auctioneers Association

President: T.J. Moll, Prairie du Rocher
Secretary: Virgil F. Scarbrough, 613 Washington St., Quincy

Indiana Auctioneers Association

President: James E. Leichty, 875 Columbia Dr., Berne
Secretary: George W. Skinner, 6171 N. Meridian St., Indianapolis

Iowa State Auctioneers Association

President: Clinton A. Peterson, 700 N. 7th St., Fort Dodge
Secretary: B. J. Berry, 3104 Avenue M Fort Madison

Kansas Auctioneers Association

President: Mike Wilson, Muscotah
Secretary: C. E. Sandeffer, 1212 West West 8th St., Topeka

Kentucky Auctioneers Association

President: Orville R. Moore, R. R. 1, Anchorage
Secretary: Elaine K. Meyer, 1918 Mellwood Ave., Louisville 6

Michigan Auctioneers Association

President: Fred W. Smiley, 720 Wisner St., Saginaw
Secretary: Garth W. Wilber, R. R. 3, Bronson

Minnesota State Auctioneers Association

President: Roscoe Davis, Madison Lake
Secretary: E. T. Nelson, Renville

Missouri State Auctioneers Association

President: Bill McCracken, 820 W. Essex, Kirkwood
Secretary: Ken Barnicle, 2520 Pocahontas, Rock Hill

Nebraska Auctioneers Association

President: Dick Kane, Wisner
Secretary: John Thor, Stanton

New Hampshire Auctioneers Association

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

New Jersey State Society of Auctioneers

President: Winfred Hinkley, Ogdensburg
Secretary: Ralph S. Day, 183 Broad Ave., Leonia

New York State Auctioneers Association

President: Ralph Rosen, Genessee Bldg., Buffalo 2
Secretary: Donald W. Maloney, 518 University Bldg., Syracuse 2

North Dakota Auctioneers Association

President: Jim Davis, Jamestown
Secretary: Harry Berg, Box 762, Bismarck

Ohio Association of Auctioneers

President: John C. Watson, 96 N. Main St., Pataskala
Secretary: Gene Slagle, P. O. Box 89, Marion

Oklahoma State Auctioneers Association

President: W. H. Heldenbrand, 1400 N.W. 22nd St., Oklahoma City
Secretary: Betty Atkinson, 201 Colcord Bldg., Oklahoma City

Pennsylvania Auctioneers Association

President: Sam Lyons, 52 N. 6th St., Indiana
Secretary: R. M. Stewart, Box 37, Armagh

South Carolina Auctioneers Association

President: C. E. Cunningham
P. O. Box 749, Greenwood
Secretary: Boyd Hicks, Greenwood

Tennessee Auctioneers Association

President: Chas O. Rainwater, 235 E. Main St., Jefferson City
Secretary: Clive Anderson, 115 Union St., Nashville

Texas Auctioneers Association

President: Wayne Cook, 193 Meadows Bldg., Dallas
Secretary: Travis Somerville, 193 Meadows Bldg., Dallas

Association of Wisconsin Auctioneers

President: W. R. Ingraham, Beaver Dam
Secretary: Ernest C. Freund, 17 Sixth St., Fond du Lac

Reed Stewart Wins Oratorical Contest

A young man who has been in attendance at the past two National Auctioneers Conventions has won a very important award. Reed Stewart, Brazil, Ind., who has been attending our conventions as a guest of the Bill McCracken family won the National Championship of the American Legion oratorical contest which was held in New Mexico the latter part of April.

Convention attenders will remember Reed Stewart as the young man who so beautifully sang the Lord's Prayer at the close of the Kansas City and Lansing meetings. Following is a reprint from an Indianapolis newspaper regarding his remarkable and most creditable achievement:

Reed Stewart, 18 years old, Brazil High School senior, won the national championship of the American Legion oratorical contest at Eastern New Mexico University and it left him speechless.

"For the first time in my 18 years I am practically speechless," he said. "This has been a wonderful experience. We are all winners. May we accept our prizes humbly."

The prize for Stewart, son of Clay County Circuit Court Judge Robert B. Stewart, is a \$4,000 scholarship which he will use to study for the ministry at DePauw University.

It was the first time a Hoosier had won the contest.

The title, won in the university's theater at Portales, N. M., made Stewart the top orator of 350,000 high school boys and girls. His subject was "Our Constitution—Heritage of American Youth."

Before the youth squared off with the other three finalists, he was deluged with well-wishing telegrams from Hoosiers, including Governor Harold W. Handley.

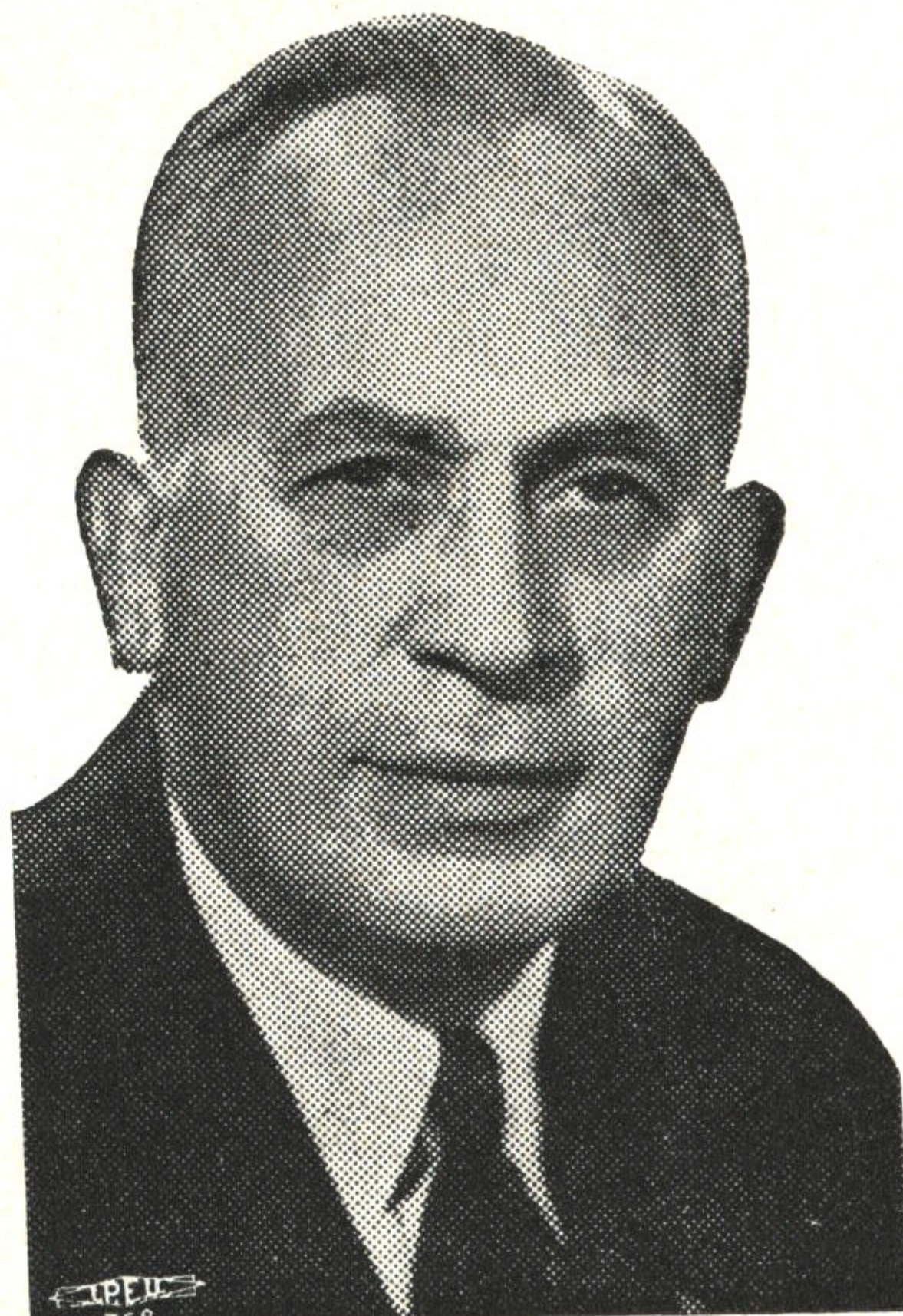
"I appreciate the prayers and good wishes of the people of Indiana and Brazil," Stewart said. "They meant more to me than words can express."

Stewart was governor of Hoosier

Boys' State last year, is editor of his high school newspaper and a member of the student council.

He was accompanied to New Mexico by his mother, Mrs. Ruby M. Stewart and Mrs. William G. Shearer, his speech instructor.

Convention Speaker



Hon. Jacob A. Latoma

The Hon. Jacob A. Latoma, Senior County Court Judge of Erie County, New York, has accepted an invitation to address the National Auctioneers Convention on Friday, July 18 at 2:30 P.M.

Judge Latoma is a native of Buffalo and a graduate of the University of Buffalo Law School. He is Past State Commander of the Veterans of World War I, former Assistant District Attorney and a former City Court Judge.

His selection as a Convention speaker resulted from the recommendation from the auctioneers who know him personally. His subject will be one that will be interesting and educational.

"We, in New York, hope everyone will be able to attend the Convention this July." Victor Kent, Cuba, N.Y.

A Veteran Speaks . . .

By COL. O. S. CLAY,
Shelbyville, Ind.

It was in 1902 when I made my first advertised public auction near Sprout, Kentucky, better known as Buzzard Roost. This is in Nicholas County, home of the famous Blue Lick Spring and where Daniel Boone made his last stand and famous fight against the Indians.

Naturally, many things have happened since then and one can recall some of them as he thinks back on the years that have passed. In those days there were no such things as Auction Schools. We just started out and either made it or gave up and it took us many years to get a small part of that which our good Auction Schools now teach the students in a few weeks.

Reliving those years and now thinking of the many young fellows taking up the auctioneering profession I well remember the many tussles and what I then considered hardships to at least partially overcome. I remember the established auctioneers at that time wanted all the business and made it tough for the young fellow. I am sorry to say that we still have a few of that type today. They give the impression that any young auctioneer is out of his mind if he wants to make a sale and they are not willing to help in any way.

I have always been willing to help the young man and feel if he can do the job better than me he is the one who should have the job.

And now a word to the boys just starting. Don't expect to get them all for if you could you could not take care of them. And don't let it hurt too badly when you don't get the call from the fellow you perhaps think you have done the most for. All through these many years and even during the past few months I have had that happen to me. Some I've considered my closest friends, Church, Sunday School and Lodge brothers who for some reason of their own have gotten the other fellow. Yes, it hurts some and made me wonder but after the first sting you can always feel that if anyone's conscience is hurting it won't be your own.

But I am still getting my best feeling from the thought that perhaps I've helped some one. In the past two weeks I've put a young man who just graduated from Auction School on two sales. Just a few weeks ago I attended a sale being conducted by two young auctioneers who I had helped on several occasions and what one of them has told me has meant more to me than all else and many times the amount of money they have received on all the sales they have made in the few years they have been selling.

When one of them said, "Col. Clay, you are the only auctioneer that has ever seemed to be willing to help us in any way." That is a wonderful feeling. Come on boys, let's help the young auctioneers for they must soon take over and we can't take care of all the business, anyway.

A final reminder, meet us at Buffalo, July 17-18-19. Got your rooms? We have. Mr. and Mrs. Clay hope to see you then.

Top Santa Gertrudis Bull Brings \$6,700

SAN ANTONIO, Tex. — Top bull at the sixth annual Pioneer Santa Gertrudis Sale here April 11 was a 2-year-old by bull No. 216 and out of cow No. 52-396. He sold to R. D. Keene, Orlando, Fla., for \$6,700 and was consigned by John Martin, Alice, Texas.

Top female, Gata, a 2-year-old champion cow by S5, a Running W bull, and her heifer calf, Lady, sold for \$6,000 and were consigned by R. W. Briggs, San Antonio. They sold to King Ranch, Kingsville, which donated them to Texas A&M College. This purchase price established a new female price record.

Col. Walter Britten, College Station, Texas, was the auctioneer.

"We would like to renew our membership in the National Auctioneers Association. "We feel that it has been a great help to us in the past year."—Gary W. and J. Wendell Cain, East Springfield, Ohio.

FRONT OFFICE MANAGER

The Statler Hilton

Delaware Ave., at Niagara Square

Buffalo 5, New York

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If a room at the rate requested is unavailable,
one at the nearest available rate will be reserved.

CONVENTION PROGRAM

WEDNESDAY, JULY 16

P. M. National Board of Directors Meeting. Place to be announced

THURSDAY, JULY 17

A. M.

9:00 Registration, continued through day (also Wed. night) on the Mezzanine.

9:00 to 11:00 Coffee served in the Grover Cleveland Room by the New York State Auxiliary.

10:00 Meeting of Reception Committee

10:30 Meeting of Resolutions Committee

11:00 Meeting of 1959 Convention Site Committee

11:00 Meeting of Auditing Committee

12:00 Luncheon, Empire State Room, Edward H. Kavinocky, Speaker

P. M.

2:00 Invocation

2:05 Welcome — Frank A. Sedita, Mayor of the City of Buffalo

2:20 Introduction of Convention Chairman

2:30 President's Address — Harris Wilcox

2:50 Address — Col. Dittman Mitchell, Fayetteville, Ark.

3:00 Ladies Auxiliary Tea, honoring the National Auxiliary Officers, in the Buffalo Room

3:20 Panel Discussion — Furniture and Antiques — Col. Tom D. Berry, West Chester, Pa., Moderator

5:00 Adjournment

7:30 Big Fun Auction, Deacon Doubleday presiding, following by Round and Square Dancing with Art Leard and his Orchestra.

CONVENTION

FRIDAY, JULY 18

A. M.

- 9:00 Call to Order**
- 9:10 Financing An Auction — Edmund J. Keane, Vice-President of Merchants National Bank and Trust Co., Syracuse, N. Y.**
- 9:40 Selling Tobacco At Auction—Col. John L. Cummins, Cynthia, Kentucky.**
- 10:10 Livestock Markets — Ray Hemming, Manager of Empire Livestock Marketing Co-operative.**
- 10:40 Real Estate at Auction—Col. J. Meredith Darbyshire, Wilmington, Ohio**
- 11:00 Panel Discussion — Real Estate — Col. E. T. Sherlock, St. Francis, Kansas, Moderator**
- 12:00 National Auxiliary Luncheon—Empire State Room. Tickets available for non-members**

P. M.

- 1:30 Dairy Cattle Sale Management —Maurice E. Mix of the Harris Wilcox organization**
- 2:00 Beef Cattle At Auction—Col. Paul L. Good, Van Wert, Ohio**
- 2:30 Judicial Sales at Public Auction—Hon. Carl D. Friebolin, Referee in Bankruptcy, Cleveland, Ohio**
- 4:00 Bus trip to Niagara Falls**
- 7:00 Dinner at Hotel Brock, Niagara Falls, Ontario, Canada. Dining Room overlooks the Falls**
- 9:00 to 10:00 Viewing the Falls under the lights**
- 10:00 Bus departure for Hotel Statler, Buffalo.**

PROGRAM

SATURDAY, JULY 19

A. M.

- 9:30 Call to order**
- 9:35 Enthusiasm in Business — Edward Michaels of the Dale Carnegie organization.**
- 10:05 Address — Judge Jacob A. Latoma, County Judge of Erie County New York**
- 10:35 Panel Discussion—The Auction Business—Question Box—
Col. Donald W. Maloney, Syracuse, N. Y., Moderator**
- 12:00 Adjournment**

P. M.

- 2:00 Business Meeting called to order**
- 2:10 Secretary's Report — Bernard Hart**
- 2:20 Treasurer's Report — Henry Rasmussen**
- 2:30 Report of Grievance Committee**
- 2:40 Report of Resolutions Committee**
- 2:45 Election of Officers and Directors**
- 3:00 Introduction of and Address by new President of Ladies Auxiliary**
- 3:15 Acceptance Address — New N. A. A. President**
- 3:30 Selection of Site for 1959 National Convention**
- 6:00 Grand Banquet, Golden Ballroom. Address by H. Roe Bartle,
Mayor of Kansas City**

THE MEMBERS SAY . . .

Dear Bernard:

It has been a long time since we wrote or talked that I see your "Auctioneer" now is really improving all the time and you're doing a fine job. Now what I'm writing about is that I would like to have about 40 cards for signing of new members, which I hope to try to do when I go to California.

Recently, as you know, we had Lester Winternitz and Ralph Rosen over here and it certainly was wonderful having them.

Hope to see you at the convention.

Sincerely yours,
Louis Stambler,
Honolulu, Hawaii

★ ★ ★

Hello Bernie:

Back in the saddle again but about 32 pounds lighter. Feeling chipper and doing a little work. The Doc tells me to take it easy. That is a big job.

I don't know whether I told you or not but last December while I was in the hospital they elected me President of the Youngstown, Ohio, Real Estate Board. My dear wife accepted the gavel in my behalf. Don't you think that they had a lot of faith in me to elect a man that might say, 'Good morning, Jesus,' any day.

I am like Ike, I can't say that there is any depression now. I have more work than I can handle. Thank the Lord for all favors.

I'll be with you at Buffalo if the good Lord is willing.

Your friend,
Jim Wilson
Youngstown, Ohio

★ ★ ★

Dear Col. Hart:

Was interested in the 1923 picture of the late Col. Reppert at Boulder, Colo. I recognize Col. Reppert, Col. Earl Gartin, and Col. Art Thompson.

Want also to thank you for urging me to renew my membership in the Association. Your interest helped me more than I can say and I am very grateful.

Would like to mention a little Box Social I conducted for the Chadd's Ford PTA.

The boxes were very well prepared and brought from \$2.00 to \$5.75.

Hope to see you in Buffalo in July, also hope to have some new members by that time.

With best regards, I am,

Respectfully yours,
Bill Guthrie
West Chester, Pa.

★ ★ ★

Dear Col. Hart:

This Association desires to express its members' deep appreciation of your assistance. The statistics you quote are most enlightening, even when taking into consideration your far greater population and the very great distances involved as between centres.

Your magazine is very interesting indeed and we are in course of preparing selected extracts for circulation amongst our members.

We are at present engaged in a drive for increased membership with the obvious advantages to be derived therefrom but, as in your case, we have found that a great number of men in the profession who should, in their own interests, become members, are quite indifferent to the matter.

Our President, Mr. Karl H. Huenerbein, will be over there shortly and, although he advises that he has a very tight schedule to his stay, he will endeavor to call on you before he leaves on his return-flight.

We are looking forward to the next issue of your magazine with keen anticipation and to a continuance of cordial relations with your Association.

With kind regards,

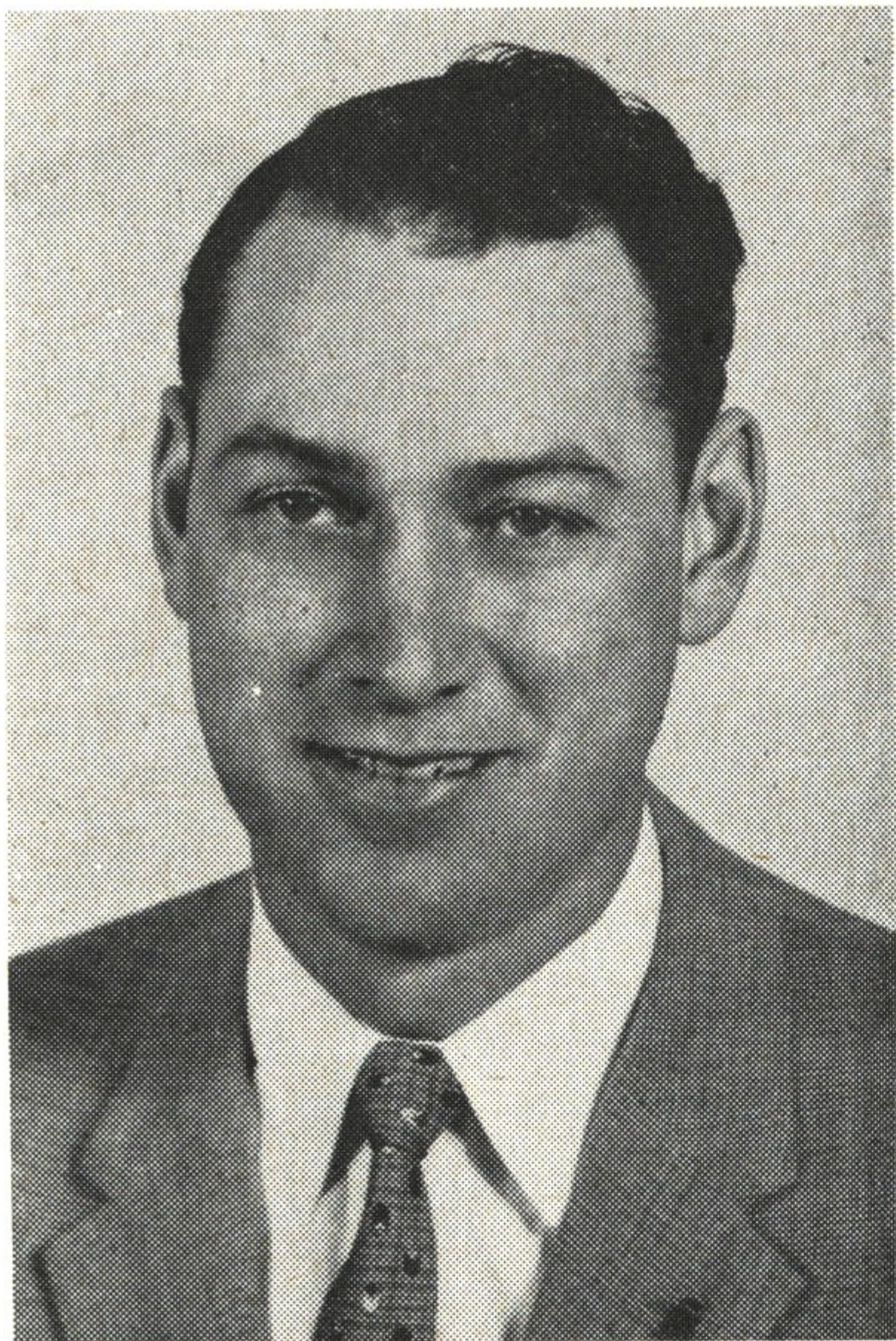
Yours very truly,
R. Barnes, Secretary
Auctioneers Association of
New South Wales
Sydney, Australia

Auction Record

The St. Louis (Mich.) Livestock Auction, March 24, set a record for dollar volume on a regular market day. Sales totaled \$127,000.

Dick Kane To Head Nebraska Auctioneers

Dick Kane of Wisner was elected President of the Nebraska Auctioneers Association May 4 as the group ended its 10th annual convention in Lincoln.



Col. Dick Kane

He succeeds Rex Young of Plattsmouth.

Other officers elected: W. V. Emrick of Norfolk, Vice-President; and John Thor of Stanton, Secretary-Treasurer.

"An auctioneer must be more interested in opportunity than in security," Harris Wilcox of Bergen, N.Y., President of the National Auctioneers Association, said at the evening banquet.

He said "the auction method of selling things is the fairest and most efficient manner of disposing of real and personal property, and especially useful in settling estates."

Col. Art Thompson, who in all probability holds the undisputed title of America's best known and highest respected auctioneer, donated three gavels to the Nebraska Auctioneers Association. These gavels were sold at auction during the State Convention for a total of

\$60.00. Buyers were Col. Rod Gillespie, North Platte, Nebr., Col. Henry Rasmussen, St. Paul, Nebr., and Col. Harris Wilcox, Bergen, N. Y.

Approximately 110 members and their wives attended the evening banquet that climaxed a day-long series of business meetings and discussions concerning the auctioneering profession. Gov. Victor Anderson presented a welcome at the banquet.

Tennessee Forms A State Organization

In a meeting at the Noel Hotel in Nashville May 5, twenty-five auctioneers, representing every section of the state, organized the Tennessee Auctioneers Association. Col. Charles O. Rainwater, Jefferson City, was elected the first President and Col. Clive Anderson, Nashville, was elected Secretary. Vice-Presidents were elected from the three sections of the state, east, west and central, and a six man board of directors was named.

Col. Fred Ramsey, Madison, Tenn., qualified for the first membership issued when he was high bidder at the auction for this coveted honor. Cols. Fulton Beasley and Edd McCarter did the selling and Col. Ramsey's bid of \$50.00 bested that of all others present.

By a unanimous vote it was decided to issue only joint State-National memberships following a policy already adopted by several other states. By this plan an auctioneer must be or must become a member of the National Auctioneers Association in order to qualify for membership in the Tennessee Auctioneers Association.

Bernard Hart, Secretary of the National Auctioneers Association, was present and served as temporary chairman for the organizational meeting. The 1956 National Convention film was shown during the meeting.

An informal discussion in which each man present expressed his views indicated the desire of organization as well as the need and advantages. Several stated their intentions to attend the National Convention at Buffalo, in July.

Auction Of Abandoned Schools

Produced Variety Of Buyers

"Even an old abandoned school house can be quite an auction when you dig up enough history to provide glamor and flavor," says Col. Walter Carlson, Triumph, Minn. Following is a newspaper account of the sale of three such buildings sold last month by the well-known and popular Associate Editor of "The Auctioneer":

The drama of the passing of the country school was re-enacted three times in the Triumph-Monterey area Saturday when three closed rural schools were sold at auction.

Although the buildings themselves were not that old, all of the closed districts date back more than 80 years.

One of the buildings may be destined to become a museum; another will be a town hall; and the third, purchased by a farmer, probably will become just another farm building.

Sale of the schools and contents were made by Auctioneer Walter Carlson with as many as 100 persons crowding at least two of the schools. Collectors bought up the furnishings, such as school bells, blackboards, desks and seats and books.

Sold were:

Old District 52, Section 8, Elm Creek township, about a mile south and five miles west of Monterey, Mayor Edwin Edman of Triumph, price \$370. The land is still owned by the district.

Old District 55, Section 1, Elm Creek, about a mile southwest of Monterey, buildings and land to Ervin Kassulke, adjoining farmer, price \$1,550.

Old District 63, Section 11, Fox Lake township, about 1½ miles east of Clam Lake, to Fox Lake township to become town hall, buildings and land price \$950.

Historical backgrounds of the three schools make an interesting tale as compiled by Historian Walter Carlson, who writes:

District 52

District 52 dates back to Sept. 4, 1872, when it was established. Sketchy reports

of the 1872 meeting list a three-month term with David Furgerson, Methvin P.O., as clerk (Furgerson was postmaster at "Methvin," long since forgotten, after its five months existence).



At Fairmount, April 24, 1873, Lizzie Murray, also Methvin address, an Illinois native 17 years old, was issued a third grade teacher's certificate for the term. Monthly wages were \$15.74 for women and \$16.66 for the schoolmasters. The superintendent's visit July 17 listed 2 girls and 8 boys enrolled.

The district was one of 11 in the county still without the luxury of blackboards at that time. First record of all board members appears in 1876: H. H. Watkins, clerk; S. A. Watkins, director; J. R. Knapp, treasurer.

The last teacher was Mrs. Eva Olson, Triumph, when the school discontinued in 1957. Ten pupils were enrolled for that term, and members of the last board were Ervin Sinn, Allan Sinn and Harold Harries.

Mayor Edman and Dr. Parsons are considering plans to move the structure to a suitable site and preserve it with

authentic furnishings, as a relic of pioneer days. In size and design, with the customary bell tower on the roof, and wainscoted walls inside, it fills the bill perfectly.

District 55

Ervin Kassulke, who farms adjacent land, was the purchaser of building and grounds of former District 55, with no immediate plans for use of the property.

About 1920, this was an ultramodern building, replacing the first structure, and used until the end of the final term in 1957. Mrs. Freeman Jenson, Triumph, was the teacher for the seven pupils enrolled, and the last board members were Alonzo Ammann, Paul Ott and Theodore Carlson.

District 55 was established by the county commissioners March 10, 1874. In '76, the board members were G. M. Wetzle, clerk; Seward Bucklin, director, and Lars Tillman, treasurer, all Cedarville P.O. An acre of land was bought from the St. Paul and Sioux City Railroad for \$5 on May 11, 1878.

In 1880, Triumph postoffice was established nearby, and the school immediately assumed the same name, when it began to serve as the community auditorium. Magic lantern shows and traveling entertainers shared dates with civic affairs and religious services.

Here the original Triumph Creamery was organized, and folks listened to speakers for and against 16-to-1. Congregationalists worshipped here until building their own church across the intersection in 1890. Swedish Lutherans did likewise, until their church a half mile west was dedicated by the famous Rev. Erik Norelius in 1893.

District 63

District 63 was established July 25, 1876. First board members were Valentine Wohllutter, Jr.; Samuel Shaw and S. D. Richardson. Alice Andrews was the first teacher at \$20 a month for a three-month season.

Nine pupils were enrolled for the last term which ended in 1957, with Mrs. Walter Anderson, Triumph, teacher. Harvey Armbrust, Forrest Davey and Louis Schultz were the last board members. Like No. 55 the present building was put up about 30 years ago, with the approved features at that time.

It sold for \$950 to Rollo Soper and Walter Schultz, representing the Fox Lake township board who announced it would be used for the Fox Lake town hall.

Books, desks and miscellaneous equipment found dozens of new owners. One bell sold for \$18.00. There's no place in the world where trash changes to rare collector's items as quickly as when folks gather to see the sale of a school, they attended when they were kids.

First Welsh Pony Sale Averages \$1526

The first all-registered Welsh pony sale ever held in America, and perhaps in the world, took place at the Illinois State Fairgrounds, Springfield, on April 20, sponsored by the Mid-West Welsh Breeders, Inc. Fifty ponies totaled \$76,320 to average \$1,526.

The top mare, lot 50, Grand Master's Lola, a 17-year-old, consigned by John J. Tolan, Pleasant Plains, Ill., sold for \$3,750 to Bill Mar Pony Farm, Alexis, Ill. The top 30 mares averaged \$2,316.

The top stallion was a yearling owned by Mrs. A. H. Spitzer, Jr., Pleasant Plains, lot 40, Master's Sprightly King. He sold for \$1,600 to Diamond Pony Farm, Diamond, Ohio. Ponies sold in 14 states. There were 18 different consignors from six states and Canada.

The top buyer was Jack Jacklin Seed Co., Spokane, Wash., taking six mares and one stallion, seven in all totaling \$11,900. Next top buyer was Maurice Oppenheimer, San Francisco, Calif., and Clyde Richardson, Sr., Columbia, Ohio, was the third in numbers bought.

A. H. (Tex) Spitzer, Pleasant Plains was the sale manager.

Vocational Training

A Texas lad rushed home from kindergarten and insisted that his mother buy him a set of pistols, holsters, and gun belt.

"Why, whatever for, dear?" mother asked. "You're not going to tell me you need them for school?"

"Yes, I do," he asserted. "Teacher said tomorrow she's going to teach us to draw."

New USDA Survey Reveals 'Phenomenal'

Growth Of Livestock Auction Markets

Kansas City, Mo. — The phenomenal growth and importance of the livestock auction market as one of the major market outlets in the United States is outlined in a special research report just released by the United States Department of Agriculture.

The study, entitled "Livestock Auction Markets in the United States," points out that in 1955 more than 51 million head of livestock were sold at 2,322 auction markets.

The 38-page USDA report (No. 223), authored by Gerald Engelman and Betty Sue Pence, agricultural economists, Marketing Research Division, Agricultural Marketing Service, contains valuable information, statistical data and charts relating to the growth of auction marketing, facilities and services offered, methods of operation, channels for livestock at auctions, marketing charges, etc.

It is the result of a nationwide survey conducted in 1956 by the Department of Agriculture in cooperation with the National Association of Livestock Auction Markets. Copies of the booklet have been widely distributed to market operators, according to C. T. 'Tad' Sanders, executive secretary-counsel of the association.

In tracing the rapid expansion of auction markets since 1930 — from 200 in that year to 2,322 in 1955 — the USDA researchers associated their rise and popularity "with a trend toward a decentralized livestock marketing system."

This trend, beginning in the depression, gained impetus as a result of steadily declining livestock prices and "with proximity of auctions to producing areas, out-of-pocket transportation expenses were less for livestock sent to local auction than for shipments to more distant outlets."

During 1955, according to the USDA survey, more than 60 per cent of the livestock consigned at auctions originated from within a radius of 25 miles. However, it was added, the proportion of livestock consigned from outlying areas

tended to increase with the size of the auction market.

Packers and packer order buyers, moving to local markets in the decentralization trend, bought the greatest proportion of livestock sold by the auction markets—63 per cent of the hogs, 60 per cent of the calves, half the cattle, and the major share of sheep and lambs. Livestock producers and feeders were the most important consignors to auction markets, supplying over three-fourths of all livestock consigned to auctions in 1955.

Citing phases of development of the nation's livestock auction market industry, the USDA researchers declared that "several important factors contributed to the pronounced expansion of auction markets during the thirties."

"A development of primary importance was the improvement and extension of hard surfaced roads accompanied by the increased use of motor carriers as a means for transporting livestock to and from the market place . . . With the advent of better roads, trucks could be used for transporting livestock moderate distances both quickly and economically.

"Growing numbers of small packers, located at points away from terminal markets, were able to procure livestock more efficiently at auction markets.

"Other factors leading to the growth of auction markets were the development of more uniform grade and weight classifications for livestock and improvements made by the Federal government in providing more extensive collection and dissemination of market news.

"With these developments, local auctions became a convenient marketing place for farmers to dispose of small lots of livestock and to purchase stocker, feeder and breeding animals. These nearby markets also enabled farmers to keep currently informed of local market conditions and livestock prices."

Continued growth and progress of the nation's auction market industry during

the two years since the USDA's study is reflected in a consistent increase in their share of livestock sold at the nation's markets.

Despite a drop in salable receipts due to the long drouth, American auction markets sold more than 56 million head of livestock in 1957 — a gain of almost 5 million head over their total 1955 sales as shown in the government study.

"The livestock auction market industry and the national Association are deeply appreciative of this research study of our high bid, competitive selling system by the Department of Agriculture," declared Executive Secretary Sanders. "It is an interesting report and indicated the rapid growth and increasing popularity of auction market operations and services."

The report, entitled "Marketing Research Report No. 233," is available from the Superintendent of Documents, Washington 25, D. C., at 25 cents per copy.

Banner Year For National Auctioneers

In spite of a period of little activity so far as memberships are concerned the year now drawing to a close promises to be the best in NAA history. On May 15 of the current year we had issued 115 more memberships than we did on that same date a year ago.

Next month's report will be a most cheerful one as several of the State organizations who issue joint State-National memberships will turn in the memberships received at their summer meetings. This will enable your Secretary to give a most cheerful report at the National meeting in Buffalo.

Meanwhile, we again urge each individual member to do two things: encourage your competitor to become a member of the NAA and try to get him to attend the National Convention in Buffalo, July 17-18-19.

Following are the names of those whose memberships were received from April 16 through May 15. The asterisk indicates renewal.

- *Col. John W. Becker, Pennsylvania
- *Col. Dale Brown, Arkansas

Virginia To Organize

June 21 has been selected as the date when auctioneers in the State of Virginia will meet in Roanoke to form a State Auctioneers Association.

Those interested in further details of this meeting should contact Col. Morris Fannon, Pennington Gap, Va., or Col. Foster Sheets, 304 First St., S.W., Roanoke.

- *Col. W. E. 'Bill' Nagy, Michigan
- *Col. Harold Vaughn, Ohio
- *Col. Phil Sanders, Mississippi
- *Col. Vaughn Lipp, Indiana
- *Col. John F. Donovan, Illinois
- *Col. Jesse A. McIntyre, Jr., Iowa
- *Col. Archie Boyce, Alberta
- *Col. Harvey W. Swartz, Wisconsin
- *Col. John E. Janes, Rhode Island
- *Col. Kenneth Travis, Michigan (Life)
- *Col. Morris F. Fannon, Virginia
- Col. Joe Roth, Pennsylvania
- Col. S. J. Frey, Oregon
- Col. Delbert Graft, Indiana
- *Col. Jim Wilson, Ohio
- Col. Russell de Cordova, Arkansas
- Col. Andrew Zuckowich, New Jersey
- *Col. Bunnie Tyrrell, Kansas
- *Col. Dan Johnson, Connecticut
- Col. E. E. Buss Luce, Kentucky
- Col. J. G. Jones, Kentucky
- *Col. William F. Shepherd, Indiana

Box Social

A box social was one of the attractions at the Dice Youth Center, Saginaw, Mich., the evening of April 12. Teen-ager's boxes were auctioned separately from those brought by the adults and the results were very successful. Individual boxes sold as high as \$7.50 each with a large crowd being present. Col. Fred Smiley, NAA member of Saginaw, was auctioneer.

To complete the evening's entertainment, color slides of a European tour were shown and door prizes, donated by neighborhood merchants, were awarded.

St. Louis Auction Provides Excitement

Reprinted from the St. Louis (Mo.)
Post-Dispatch, issue of April 18, 1958

Peace disturbance charges against City License Collector Joseph T. (Juggy) Hayden for punching a real estate man on the jaw in Hayden's City Hall office yesterday were nol-prossed today in police court.

Assistant City Counselor Roy A. Fish quashed the charges after counsel for Jacob M. Wittels, target of Hayden's blow, said his client did not wish to prosecute. Judge Robert G. Dowd then dismissed the case against Hayden. Neither the license collector nor Wittels appeared in court.

The punch landed on the right side of Wittel's jaw after a heated discussion of an auction which one of Hayden's deputies had tried to prevent Wittels from conducting.

It was erroneously reported in yesterday's editions of the Post-Dispatch that Wittels also was charged with individual disturbance. However, Hayden declined to file a complaint when the two men appeared at police headquarters.

In the fracas, a glass panel in Hayden's private office door was broken and Wittels reported his glasses were knocked from his face and broken.

Wittels said he had been commissioned by a downtown bank to auction off certain personal property in the estate of Mrs. Maude Moon Lee, a member of the old Moon motor car manufacturing family. Having rented a suite at the Congress Hotel, Wittels said he was proceeding with the auction there when a deputy of Hayden called police to stop it.

The deputy had objected that a ring, which sold for \$11, had not been listed on the inventory supplied to Hayden's office, Wittels said. Police Lt. Walter Ziegenbein refused to arrest Wittels because the deputy was unable to name an offense, Wittels said, but Ziegenbein suggested the auctioneer get the matter straightened out with Hayden. The auction continued.

"Accordingly, I made an appointment with Hayden yesterday morning and called at his office," Wittels told the

Post-Dispatch. "As I walked into his private office he came toward me and said: 'You are going to have to get out of the Congress—I'm going to close you up.'"

"I replied that I had come down to talk about that. I intended to explain that the ring the deputy complained about was included in one inventory item of miscellaneous jewelry valued at \$1500.

"He then ordered me out of his office. At that point, someone passing the door recognized me and said hello. I turned my head to see who it was and while my head was turned Hayden hit me, knocking my glasses to the floor and breaking them."

"I was stunned for a moment and then asked Hayden if I could use his phone to call police. He turned me down. I was pretty 'hot' by that time and as I went out the door I slammed it hard and the glass broke. I called police and they took Hayden over to Central District. He refused to make a complaint against me."

A slightly different version of the City Hall brawl was given by Hayden. As a result of complaints by jewelry retailers, the license collector's office has required that only articles listed in the sale inventory be auctioned off, Hayden said.

When Deputy Collector Thomas Welby, who had been assigned to the Wittels auction, noticed Wittels offering some articles not listed, he objected and, when Wittels persisted, called police, Hayden said. Police suggested Wittels call off the sale until he could confer with Hayden.

"Wittels stormed into my office this morning and became very abusive," Hayden said. "When I told him he would have to confine his sales to items on the inventory, he slammed his glasses on my table and left, banging the door so hard he broke the glass. Then, he came back and demanded to use my phone to call police.

"I told him he would have to use an outside phone but when he continued his abuse and name-calling I let him have one on the chin. Wittels then called police."

It was not the first time Wittels has had trouble over auctions. In June 1948,

he was arrested for conducting an auction of furnishings at 6521 McPherson avenue after neighbors complained it violated an agreement not to carry on a commercial undertaking in the subdivision. He was later acquitted in police court of the charge. The sale was held.

Wittel's son, Lester Wittels, treasurer of the firm headed by his father, was stabbed to death April 12, 1957, by the tenant of an apartment owned by the Wittels Investment Co. The stabbing, in the offices of the firm at 709 Pine street, resulted in a sentence of one year against the tenant, who pleaded self defense.

EDITOR'S NOTE: The auctioneer named in the foregoing story is not a member of the National Auctioneers Association.

Auction Marts Favor Market Deduction

KANSAS CITY, Mo.—Members of the Livestock Market Council of the national Association of livestock auction markets appeared and testified in April in behalf of "market deduction" legislation to facilitate livestock producer and feeder programs of meat promotion and research, it was stated here from the Association's headquarters.

C. T. 'Tad' Sanders, counsel and executive secretary of the national auction markets group, reported that leaders from throughout the industry appeared in support of identical legislation in hearings before the Senate and House Agriculture Committees considering clarification legislation to amend the Packers & Stockyards Act. The bills would "legalize" such voluntary market deductions to producer organizations, he said. Auction market owners were present from eleven different states to testify.

Forest Noel, Lewiston, Montana, president of the national markets' group, summarized the auction markets' testimony in stating that "the livestock auction markets, whether posted under the Packers & Stockyards Act or not, are unanimous in their desire to extend their services to consignors in their trade

areas through joining in all producer programs of product promotion and research and deducting from proceeds of sale any amount agreed upon for such highly necessary and worth-while purposes for the financing of such programs."

The position and testimony of the livestock auction markets was in sharp contrast to that of the American Stockyards Association, national association of terminal stockyards, which opposed the legislation.

Congressman Harold D. Cooley (Dem.-N. C.), chairman of the House Agriculture Committee, presided over the House committee hearings. Senator Karl E. Mundt (Rep-S. D.) presided over hearings before the Senate Agriculture Committee.

Top King Ranch Bull Sells for \$23,500

KINGSVILLE, Tex. — Buyers came from as far away as Canada, Hawaii and Florida to the King Ranch Santa Gertrudis Sale here April 10. Top seller was a heavy boned bull that sold to R. W. Briggs, San Antonio, for \$23,500.

Twenty-four bulls averaged \$6,603. Col. Walter Britten, NAA member, was auctioneer.

New Arrival!

Hello Folks:

Just wanna let you know I'm here. I arrived in Cincinnati at 5:30 p.m. EST, Wednesday, April 9, 1958.

Complete Auction Service

My name is Donald Brent Bates. You know I weigh only 6 lbs. 10½ oz. My mommie will manage me for awhile, but if you wanna have an Auction, just write to my daddy.

Mr. Donald Bates
411 Oak Street,
Cincinnati, Ohio
UN 1-3800

Feeder Calf Auctions Growing Steadily

When 80 farmers got together and organized a feeder calf sale at Unionville, Mo., in the fall of 1939, none of them imagined what that sale would mean a decade later.

From that small group of instigators, the idea swelled across the nation and has become a successful method of selling feeder cattle.

Each year since the first sale in 1939, more and more counties and groups in every cattle state in the nation have built their own pens and other facilities and organized feeder calf sales.

All cattle consigned to the sales are fresh from the ranch on sale day. The cattle are sorted into uniform groups according to breed, sex, type, quality and condition. Sale of the cattle is by the pound.

Facts, Figures

In fall of 1954, 37 county associations held 53 sales, with nearly 4,200 producers consigning more than 50,000 feeder cattle. These cattle were sold to some 2,200 buyers for a total of more than \$5½ million. Average weight of all calves was 495 lb. And average price per hundred was \$22.51.

It is important to note that the number of cattle consigned averaged 12 head from each producer, and the number of cattle purchased averaged 23 head per buyer.

Feeder sales have helped the small producer. He gets his calves into uniform lots as to grade and quality and, in addition, in lot sizes desired by buyers. Each producer can compare his calves with others and see how his calves grade and sell in comparison with his neighbors' calves. He can witness firsthand the reward for following recommended practices such as dehorning and castration. He can see the "bloom," condition and the heavier weights of calves raised on improved pastures and the better type and quality calves from better beef bulls.

Educational Value

These sales have proved valuable as a method of bringing to producers' attention the value of producing feeder

cattle of high quality. More important, the sales demonstrate the desirability and practicability on a graded basis.

Type and quality are improving. An indication of the improvement can be seen in the price increase paid for feeder stock.

In a remarkable demonstration of the merchandising of cattle, hundreds of cattlemen from throughout the west trekked to Three Forks, Mont., in October of 1957 for auction of commercial cattle at the Climbing Arrow Ranch. A total of 3,843 commercial cattle were auctioned off at prices up to \$22.90.

The ability to bid on carload lots of uniform cattle appealed to buyers, and the results were highly satisfactory to the sellers.

Calf Sale Tips

Rules and regulations governing the conduct of stocker and feeder cattle sales vary—but most follow a basic pattern. As fall rolls around, many such sales will be held in the western states, and groups planning to sponsor stocker and/or feeder auctions next year can pick up valuable pointers by attending and observing procedures at various sales. However, much pre-sale preparation is responsible for the success of each auction.

First set the consignment limit according to number of days the sale will run, pen facilities, etc., and set a deadline for receipt of entries well in advance of sale date. Most groups request that entry fees be submitted with entries — others require a percentage of sale receipts.

Dehorn Early

Urge consignors to dehorn calves early. Studies indicate that dehorned cattle sell at a distinct advantage over horned calves. Price variations on comparable grades are as much as 1c-2c a lb.

It's advisable that sellers wean calves at least 10-14 days prior to sale date.

Most calves are vaccinated at an early age—but it's a good idea to remind consignors that, in addition, shipping fever vaccinations are frequently money-savers.

Reserve Right

Stags in steer consignments can mean

a price cut on the whole lot. Some sale committees reserve the right to sort out improperly castrated animals and any others that do not meet the standards of quality deemed necessary. Sale and sorting committees usually inspect all consignments upon arrival at the sale grounds.

When sorting sale cattle, some sale committees reserve the right to classify fancy grade feeder calves suitable for 4-H and FFA projects and to offer them as individuals in the selling. The number of such individual offerings is frequently limited prior to selection.

Midway Airport Is Busiest In 1957

WASHINGTON — The nation's busiest airport during 1957, was Chicago's Midway with 408,059 take-offs and landings, the Civil Aeronautics Administration reported.

The CAA said take-offs and landings nationally jumped 14 per cent above the previous high set in 1956 to a record total of 25.151 million.

The nine cities in order of traffic volume after Chicago were: Miami, Los Angeles, Albuquerque, Dallas, New York's La Guardia, Phoenix, Denver, Washington, D. C., and Long Beach, Calif.

N. Hampshire Group Elects New Officers

Meeting at the Eagle Hotel in Rochester, members of the New Hampshire Auctioneers Association elected Col. Ray Houle, Intervale, as their President for the ensuing year.

Col. George Michael, Rochester, was re-elected Secretary; Col. C. Lovell Bean, Concord, was elected Vice-President; and Col. John Zyla, Manchester, was re-elected Treasurer. Directors chosen were Cols. Silas Rowe, Harold Buckman and George Peverley.

Further business conducted at the meeting was the approval to again advertise in the Boston Herald and the Manchester Union, a practice adopted by this group a few years back. It was also decided to send a brochure to banks and lawyers within the state listing those auctioneers who are members of the New Hampshire Auctioneers Association.

The forthcoming National Auctioneers Convention at Buffalo, N. Y., in July, was discussed and it was recommended that each make a special effort to attend as it may be several years before it is held so close to them again.

MISSING?

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

BOOSTERS FOR "THE AUCTIONEER"

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

ALABAMA

Col. R. A. Waldrep—Birmingham

ARKANSAS

Col. R. W. Henderson, Jr., Magnolia

Col. Brady L. Wooley—Pine Bluff

CALIFORNIA

Col. H. J. Caldwell—Ontario

Col. Tom Caldwell—Ontario

Col. Ray Roberson, Grover City

Col. E. V. Wing—Gerber

COLORADO

Col. Herman W. Hauschildt—Denver

Col. Lyle D. Woodward—Denver

CONNECTICUT

Col. Richard K. Mather—Granby

DISTRICT OF COLUMBIA

Col. Ralph A. Weschler—Washington

FLORIDA

Col. Robert W. Butler—Miami

Col. Edwin Caldwell—Miami

GEORGIA

Col. Paul E. Baker—Adairsville

Col. Harold Cohn—Columbus

Col. George E. Collins—Decatur

ILLINOIS

Col. Gordon Clingan—Penfield

Col. M. P. "Bunny" Cole—Serena

Col. W. P. "Bud" Drake—Decatur

Col. Ray Hudson—Morrisonville

Col. Charles F. Knapp—Cissna Park

Col. J. Hughey Martin—Colchester

Col. A. R. McGowen—Oak Lawn

Col. Carman Y. Potter—Jacksonville

Col. Fred G. Quick—Aurora

Col. Mark E. Runkel—Shelbyville

Col. A. T. "Tom" Sapp—Springfield

Col. Ray Tuttle—Sheldon

INDIANA

Col. O. S. Clay—Shelbyville

Col. R. C. Foland—Noblesville

Col. Art Grandi—Indianapolis

Col. Amon H. Miller—Evansville

Millspaugh Auction and Realty Co.

—Marion

Col. Russell Kruse & Son—Auburn

Col. E. Pat Patterson—Mt. Summit

Col. Herman V. Ream—Peru

Reppert School of Auctioneering

Decatur

Col. Lewis E. Smith—Cicero

IOWA

Col. Lyle Erickson—Cresco

Col. Arnold H. Hexom—Waverly

Col. Wendell R. Ritchie—Marathon

Col. J. B. Robinson—Sioux City

KANSAS

Col. J. B. Hickerson—Wichita

Col. E. T. Sherlock—St Francis

KENTUCKY

Carter Realty Auction Co.—Scottsville

Col. Orville R. Moore—Anchorage

Col. Art Roberts—Harrodsburg

MAINE

Col. Clifford L. Swan—Portland

MARYLAND

Col. Robert H. Campbell—Annapolis

MASSACHUSETTS

Col. Henry A. Berman—Worcester

Col. Phil Goldstein—West Roxbury

Col. Abe Levin—Fitchburg

MICHIGAN

Col. George I. Scovill—Ypsilanti

Col. Garth W. Wilber—Bronson

Col. Henry F. Wilber—Bronson

Col. Fred W. Smiley—Saginaw

Col. Kenneth Travis—Lansing

MINNESOTA

Col. E. K. Elmes—Long Prairie

Col. Tom Gould—Minneapolis

Nelson Auction School—Renville

Radde Bros.—Watertown & Waconia

Col. Frank A. Sloan, Minneapolis

MISSOURI

Col. Bill McCracken—Kirkwood

Col. Ken Barnicle—Rock Hill

Col. Russell Feedback—Belton

Col. George A. Mann—Kansas City

Col. Vernon McCracken—St. Louis

MONTANA

Col. Wm. J. "Bill" Hagen—Billings

Western College of Auctioneering

—Billings

NEBRASKA

Col. Rod Gillespie—North Platte

Col. John W. Heist—Beatrice

Col. Delmer Jurgens—Wymore

Col. Dick Kane—Wisner

Col. Stacy McCoy—Arapahoe

Col. Eddie Morris—Ashland

Col. Henry Rasmussen—St. Paul

Col. James Webb—Grand Island

Col. Rex Young—Plattsmouth

BOOSTERS FOR "THE AUCTIONEER"

NEW HAMPSHIRE

Col. Ed Dean—Nashua

NEW JERSEY

Col. B. G. Coats—Long Branch
Col. Ralph S. Day—Leonia
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HELP FILL THIS PAGE

Auction Chant Comes With Spring In South

Raleigh, N.C.—Rustles of spring, stirring nature in the vast southeastern tobacco country, are bringing back the chant of the tobacco auctioneer.

Like a migratory bird, the tobacco chanter is a seasonal singer who heralds the approach of warm weather. His cry is the delight of farmers and the wonder of tourists all summer and autumn long at leaf sales from Florida north to Maryland and west to Kentucky.

During the winter, months the auctioneer turns to ordinary pursuits. He becomes a salesman or farmer or, if he is in the top pay bracket, simply loafs at golf, fishing and hunting.

Whatever he does in the dormant season, the auctioneer feels restless when warming weather tells him the time is nearing for leaf sales to start.

Chant Gets in His Blood

"It's in the blood," said a television serviceman who will put aside his tools when the warehouses open. He's getting his vocal cords in shape right now for the long chanting season.

Salt water gargles and bathtub solos prepare the chanters for the strain of singsonging a full sales day, usually 4 to 5½ hours

Tough veterans, like W. L. Currin, 30-year-man, return to the grind without practice trills.

"It'll take a day or two for me to get broke in," says Currin, settled in the panelled den of his home near Durham. "You get used to it, just like singing."

Currin picked up the chant as a boy around his brother's Louisburg warehouse. Today he's a top man in the auctioneering fraternity and has warehouse and farming interests besides.

Those who master the art belong to a select group. Perhaps not more than 125 are active in the flue-cured and burley tobacco areas.

Many are natives of North Carolina, the leading state in leaf production.

Best Command \$15,000

The best command \$15,000 and up for six months work. They pay scales down to about \$6,000 to \$7,500 for talented beginners.

Along with the rewards are professional hazards.

There is the grind of the market circuit, beginning in Georgia and Florida and swinging through Tennessee and Kentucky.

Summer heat takes a toll each year.

Throat fatigue is a constant worry. A swig of ice water after a spell of auctioneering on a hot day can "close up" the voice.

This favored remedy for throat strain was prescribed by one auctioneer: "Gargle slowly with a little bourbon—and then swallow it."

Entertainment At Market Congress

KANSAS CITY, Mo.—Interesting and outstanding entertainment for those attending the Livestock Marketing Congress in New Orleans, June 12, 13, 14 is assured, according to information from the offices here of the National Association of Livestock Auction Markets.

The national group is the prime sponsor of the national affair programmed as a series of discussion forums focusing industry-wide attention on all phases and aspects of livestock marketing.

The Louisiana Livestock Auction Markets Association is in charge of the entertainment which will include a buffet beef supper and auction sale of representative breed calves. Proceeds will go to a scholarship fund for "The Marketeers," young people's organization of the auction markets.

An entire day is scheduled at Pontchartrain Beach on Friday for the wives

and families attending. They will then join the entire group for an evening harbor tour on the "SS President" with a "gumbo dinner" served aboard. Novelty and specialty acts will be a part of the evening's festivity.

The wives of the market owners attending will entertain at a Saturday "brunch" in honor of non-market wives and families in attendance.

Special entertainment has been scheduled for the Livestock Marketing Congress banquet on Saturday night.

TODAY'S WOMAN

1. SHE OUTNUMBERS MAN for the first time in our history.
2. SHE OUTLIVES MAN by an average age of 4½ years.
3. SHE IS THE BENEFICIARY of 80% of all life insurance.
4. SHE OWNS 70% of the country's wealth.
5. SHE SPENDS ABOUT 85% of the family income—suggests what should be done with the remaining 15%.
6. SHE HAS, AS A VOTER, a majority of franchise.
7. SHE IS PRINCIPALLY RESPONSIBLE for our youth education.
8. SHE OWNS 40% of all real estate.
9. SHE POSSESSES 50% of the stock in industrial corporations.
10. SHE HAS 92 LABOR SAVING DEVICES which should give her more time than any previous generation.

A MAN'S ANSWER

1. It took two wars to do it.
2. Naturally, she worries the guy to death.
3. Who paid the premiums?
4. She inherited this from her husband.
5. You can say that again!
6. So what?
7. What about higher education?
8. After her husband is dead.
9. Community property law is the answer.
10. Make it 93, if her husband is living.

The salesgirl said, "If you remove the bodice of this Easter outfit, you have a playsuit. If you remove the skirt you have a sunsuit. If you remove anything else, you have a lawsuit."

Carnegie Ranch And Cattle Auctioned

KANSAS CITY, Mo.—The sale of the Dale Carnegie ranch and Brangus cattle herd here totaled \$319,000. The Brangus herd of 756 head, including 188 baby calves brought \$118,000 selling to Kirk Fouke, Lancaster, Pa. The Belton, Mo., property totaling 57 acres brought \$47,000, selling to Joseph Friedman, Belton. The ranch land located near Harrisonville, Mo., including 1,235½ acres brought \$154,000. This included 160 acres selling at \$23,000 to W. H. Church, Centerview, Mo., 320 acres at \$45,000 to Russell Wernex, Harrisonville, 320 acres at \$32,500 to Ted Shisler, Belton, 119½ acres at \$20,500 to Mr. Church, 200 acres at \$24,500 to Mr. Church and 116 acres at \$8,500 to Garland Thomas, Kansas City, Kansas.

Court Awards \$2,250 In Paternity Suit

DES MOINES — The Iowa Supreme Court wrestled with an unusual paternity suit.

It all began when Fred Jurgena's Shorthorn bull vaulted propriety and a neighbor's fence. The neighbors, DeWitt and Arthur Mallory, entered a suit charging that the bull had "bred five of the plaintiff's cows."

The Franklin County District Court, noting that the Mallory's cows were "part of a valuable herd of purebred registered Aberdeen-Angus cattle," awarded them \$2,250.

Jurgena asked the high court to dismiss the suit.

Imagine That!

The mill foreman came upon two darkies walking slowly up the road, single file.

"Say, you, why ain't you working?"

"We's working, boss, sho nuff. We's carrying this plank up to the mill."

"What plank? I don't see any plank."

"Well, fo' de land's sake, Abe, ef we ain't gone an forgot de plank."

Committees

The following members of the New York State Auctioneers Association have been and will continue to serve on the respective committees which are responsible for the planning and handling of our 1958 National Convention:

General Convention Chairman

Col. David H. Tracy, Pavilion, N.Y.

Program Committee

Col. Victor Kent, Chm., Hinsdale, N.Y.

Col. Harold Spoor, Baldinsville, N. Y.

Col. Donald Kent, Hinsdale, N.Y.

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Stuyvesant Clan Shown in Exhibit

The Stuyvesant family's story, from the peg-legged, headstrong Peter, Director General of the New Netherlands, to his last direct descendent, is being told in portraits of eight generations at the New-York Historical Society.

The exhibition, in the fourth floor galleries of the society's quarters at 170 Central Park West, displays historical portraits and other graphic material. Much had been ordered destroyed by the last of the direct line, Augustus Van Horne Stuyvesant Jr., who died in 1953.

The exhibit explodes a belief long cherished by the clan. For generations, a portrait that had occupied a place of honor in the Stuyvesant home had been thought to be that of Peter Stuyvesant's mother.

Another Identification False

Research by the society and consultation with the Netherlands Institute for Art History at The Hague has finally established the subject's true identity—Anne of Austria, Dowager Queen of France.

Another portrait, of a beautiful young woman, costumed elaborately in Spanish fashion, had always been regarded as Peter's wife. But, she, too, is a fraud, according to the experts, although her identity is still a mystery.

Twelve of the portraits in the show and some miniatures and photographs were destined for destruction by the terms of the last Stuyvesant's will. The motive for the order, explained by friends, was the late Mr. Stuyvesant's ire at seeing a bundle of family miniatures being auctioned for a dollar or so.

But a ruling last year stated that the right to make a testamentary disposition in New York is limited to a gift or bequest. Since then, the society, which received the bulk of the art and mementoes, has cleaned and restored the objects, affixed dates and has made some identifications.

Two of these are portraits of a Stuyvesant relative, Goldsbrow Banyar (1724-1815), once Deputy Secretary of the Province of New York. One portrait is a previously unknown work by Ezra Ames; the other, a previously unknown work of John Trumbull.

The show, to run through July 31, daily except Monday, was arranged by Richard J. Koke, curator of the museum.

Hunt, Anton Buy Phoenix Auction

PHOENIX, Ariz.—Phoenix Livestock Auction, operated for the past six years by Tom Adams, has been sold to Ivyl Hunt and Sheldon Anton, both of Phoenix. The new owners will continue the past practice of sales on Monday and Thursday.

Hunt has been associated with the Phoenix Livestock Auction for the past 12 years. Anton has had experience in the auction business back in the mid-west.

King Ranch Quarter Filly Brings \$3,550

KINGSVILLE, Texas—Top colt at the King Ranch Quarter Horse Sale here April 11, a dark chestnut yearling son of Wimpy Jr. and out of a Peppy's Ribbon mare sold to Curly Dougherty, Olton, for \$3,400.

The top filly, a brown short yearling sired by Rex Del Rancho and out of a Ranchero-bred mare, sold to C. N. Cooke, Corpus Christi, for \$3,550. This year's sale, which averaged \$2,084, marked a 25% increase as compared to the 1957 sale.

Col. Walter Britten was auctioneer.

Bowman Named Head Of USDA Agency

WASHINGTON, D.C. — Donald L. Bowman has been appointed chief of the Packers and Stockyards Branch of the USDA, effective April 2. He has assumed the responsibilities of that position, succeeding Lee D. Sinclair, who was recently designated deputy director.

Bowman has been serving as head of the Stockyard Section and prior to that was head of the Trade Practices Section. He also served recently as acting chief of the branch.

DEFINITIONS

Liar—A person who has no partition between his imagination and his facts.

Tolerance — The uncomfortable suspicion that the other fellow might be right, after all.

Banquet—A plate of cold chicken and anemic peas completely surrounded by dreary speakers and appeals for donations.

Adversity—The only diet that will reduce a fat head.

Executive—Someone who finds work to be done, then somebody willing to pay for having it done, then somebody willing to be hired to do it.

Poise—The ability to talk fluently while the other fellow is paying the check.

Honeymoon—The thrill of a wife-time.

B-29—What women in their middle

forties wish they could be again.

Optimist—Someone who wants to cheer you up when things are going his way.

Taxpayer—Someone who does not have to pass a civil service examination to work for the government.

The young priest was being instructed by the old experienced father in how to conduct a confession. "Here, you try your hand with this young lady coming now," he told the fledgling. "I'll listen and correct your mistakes."

The confession proved quite colorful, and, after it was ended, the young priest asked how he had done.

"Very well indeed," commended the old priest, "only I'd suggest that when you hear some startling confession you'd say simply 'tzst, tzst,' instead of 'whew!' "

A boss is a guy who's late when you're early, and early when you're late.

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THE LIGHTER SIDE . . .

DIFFERENCE OF OPINION

Two friends met on the street after not having seen each other for some time. One of them was using crutches.

"Hello," said the other man. "What's the matter with you?"

"Street car accident," said the man on crutches.

"When did that happen?"

"Oh, about six weeks ago."

"And you still have to use crutches?"

"Well, my doctor says I could get along without them, but my lawyer says I can't."

NOT SO FAST, PA!

As a horse and buggy approached a 20 M.P.H. speed zone, the driver was heard saying, "You handles the reins, Ma. I'll take the whip and we'll see if we can make it."

NOT IN PUBLIC

A boy and his mother stood looking at a dentist's showcase.

"If I have to have false teeth," said the boy, pointing, "I want that kind."

"Hush, Jim," said his mother. "Haven't I told you never to pick your teeth in public?"

NO WONDER

The baby car was speeding along the road, but every 50 yards or so it would hop a few feet into the air and then rush on again. At last a puzzled policeman halted the car.

"Am I crazy or is there something wrong with your car?" he asked the driver. "The car's all right," said the driver. "It's me. I've got the hiccoughs."

BAD CASE

Psychiatrist to patient: "Now just when did you first discover you enjoyed paying income taxes?"

MIGHT DO IT

If his love begins to curdle
Buy yourself a better girdle.

LIKED THE CLOTHES, BUT—

A 6-year-old girl produly went off to school, looking very grown-up, in a new blouse and skirt. When she came home, her father asked her if anyone had liked her outfit. "Yes, the teacher did," said Jackie.

"Oh, she did not!" teased her father.

"She did, too!" retorted Jackie. "She said as long as I was dressed like a lady, why didn't I act like one."

NOT A BAD IDEA

In addition to safety belts for automobiles, another good idea would be ejection seats for back seat drivers.

IMPETUS

Customer: "Why do you have an apple for a trademark? You're a tailor."

Tailor: "Well, if it hadn't been for the apple, where would the clothing business be?"

FREEDOM

The sergeant was talking to the rookie who was about to be discharged: "Well, I s'pose you hate my guts and will be waiting 'til I die so you can spit on my grave?"

"Nope," said the rookie, "after I shed this uniform I never want to stand in line again."

FOOL PROOF

A girl from the East took a position with a retail feed store up in Wisconsin. She was warned that farmers were great joshers, so she made up her mind not to be taken in by any of them. The first morning a farmer came in and asked for some shorts (ground corn) for his pigs, and the girl replied: "I'm sorry, but we are out of pig shorts. How about some nice brassieres for your cows?"

SURE CURE

Patient: Doc, I snore so loud that I wake myself up.

Doctor: In that case, I would advise sleeping in another room.

IN UNITY THERE IS STRENGTH

MIRACLE MAN

Pat had just arrived in New York from the Old Sod, a brand new umbrella in his hand, a farewell gift from his Irish friends.

The umbrella was the first he had ever owned. In the midst of a downpour he fumbled helplessly with the unfamiliar contraption. A priest, seeing his dilemma, seized the umbrella. As if by magic, it shot up.

"Begorrah, you've done it!" said the amazed Pat. "Oon now, Father, it's a pity we haven't a couple o' Protestants here t' see the power ye has!"

SMILE AWHILE

A man was caught off guard in the subway rush. They took him home, and a cop knocked on the door.

"What is it?" called the wife, without opening.

"Your husband," said the cop, "he was crushed flat as a pancake in the subway."

"I'm dressing," answered the wife, "slide him under the door."

NATURALLY!

In an elementary school the teacher assigned her pupils a picture to be drawn. It was to be their interpretation of the Christmas carol, "Silent Night." She asked them to just sing the song over privately and draw whatever the picture suggested to them.

One youngster completed a very creditable work of art, a drawing of a house on a still and beautiful night, snow glistening on the ground. But, up in one corner was a figure, all round, round body, round head, round legs, round arms.

"Very good work," the teacher commented, "but who is the figure?"

"Why," replied the youngster, "that's Round John Virgin."

TRAGEDY OF LIFE

A beautiful girl, emerging from the secluded pool where she had been enjoying a swim a la natural, heard a rustling in the bushes, "Who's there?"

"Willie."

"How old are you, Willie?"

"Eighty-nine, dern it!"

NOT A CHANCE

The patient was being questioned by the psychoanalyst. "What do you dream about at night?"

"Baseball."

"Don't you dream about anything else?"

"Nope, just about baseball, night after night."

The psychoanalyst was very puzzled.

"Don't you ever dream about women?"

"What? And miss my turn at bat!"

COULD BE

The Sunday School class was composed of three-year-olds. The teacher asked:

"Do any of you remember who St. Matthew was?" No answer.

"Well, does anyone remember who St. Mark was?" Still no answer.

"Surely some of you must remember who Peter was?"

Finally a tiny voice from the back of the room:

"I think he was a wabbit!!"

TREASURE

Waiter: "How did you find your steak, sir?"

Customer: "It was just luck. I happened to move a piece of potato, and there it was."

DIPLOMACY

The young man looked at the high prices on the night club menu and said to his date, "What will you have, my plump doll?"

DESPERATE

The recruits were on the rifle range for their first try at marksmanship. They knelt at 250 yards and fired. Not a hit. They moved up to 200 yards. Again no hits. They tried at 100 yards. No luck. "Tenshun," the sergeant shouted. "It's your last chance. Fix bayonets! Charge!"

"X" MARKS THE SPOT

Little boy (on a transcontinental train): "Mother, what's the name of the last station we stopped at?"

Mother: "Don't bother me now, dear. I'm reading. Why do you ask?"

Little boy: "Because sister got off there."

IN UNITY THERE IS STRENGTH

"I love the simple things in life," said the Hollywood star. And to prove it she married four of them.

A frigid silence at home is often a sign that a man will have to thaw out his own dinner.

Wife to husband, leaving on a trip: "Be sure to write, darling, even if it is only a check."

Mama firefly to Papa firefly: "Isn't junior bright for his age?"

Old maid: A woman who regrets that she had so much sense when she was young.

Cooing may stop with the honeymoon but the billing goes on forever.

Sign behind desk of police sergeant: "A Drunken Driver Needs a Cop for a Chaser."

Who can remember the days when it took more patience than money to be a parent?

The first step in the acquisition of wisdom is silence.

A practical nurse is one who marries a wealthy patient.

Behind every successful man you can usually find three people: his wife, and Mr. and Mrs. Jones.

The man who boasts he is self-made gives Mother Nature a chance to shift the blame.

A smile is a curve that can set a lot of things straight. Try it!

It has been said: "The screw that controls the tongue seems to be the first to get loose in some people's heads."

If dad is worried when daughter is out with a boy, it is because he has a good memory.

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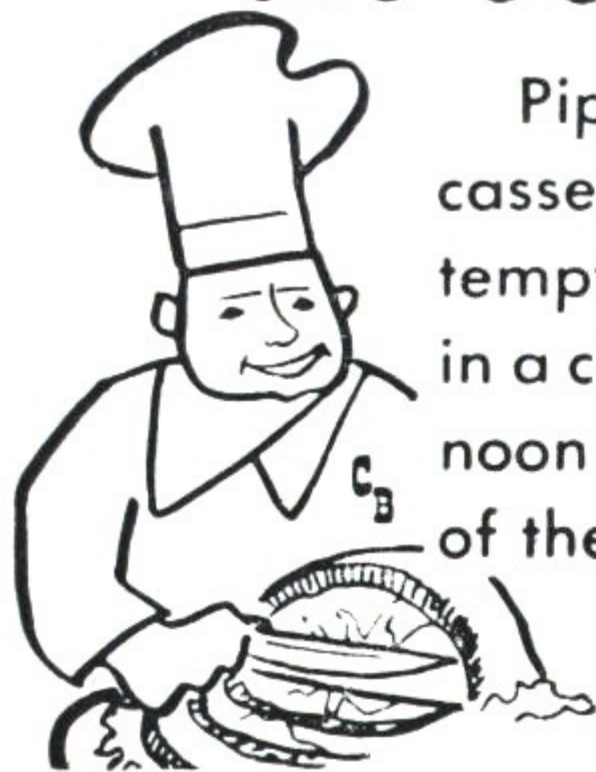
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