

# *the* AUCTIONEER



"SOLD - TO THE LADY IN THE BLACK HAT."



**Every man owes a portion  
of his time and money to  
the advancement of the  
industry or profession  
from which he gains his  
livelihood**



**THE AUCTIONEER**  
is the  
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# Hawaii In 1965?

By Joe Steiner, Chairman  
NAA Public Relations Committee

On to Des Moines for 1964 to continue looking to progress and growth of your N.A.A.

Looking to future Convention Sites, your Board of Directors voted to consider Hawaii as the 1965 site. However, there is a contingency as in all agreements. We must have a qualified listing of members agree to this destination by July, 1964.

To do so, a plan has been devised under the Direction of your Public Relations Committee and is set forth as follows:

Because our friendly associate from Hawaii, Mr. Stambler, has continually and faithfully requested our presence as an organization to visit, conduct our meeting and enjoy the fruitful shores of Hawaii as a convention site, we feel that to continue to by-pass this request with out an honest effort being made toward attempting to promote a Honolulu convention would be a gross injustice, not only to our friends, the Stamblers, the Chamber of Commerce of the area, its merchants who have contributed immeasurably to our fun auctions, but mainly to many of our members them-

selves who, when questioned, have shown desire and enthusiasm to visit Hawaii.

This is what your Committee recommends:

(1) The Plan — To make it possible for all members to travel to Hawaii in 1965 by starting the **Hawaii Savings Club**.

(2) The Purpose — To help one save in advance for this trip and to give the committee a true registration (as nearly as possible) as to the number who will be going.

(3) Why — To enable us to bargain sincerely with Air and Steamship lines in order that we may produce the most economical means of travel for one and all. This will include Hotel registration.

(4) How to pay in advance — To quote our friend, Mr. Marting, you have two possibilities.

(a) You may save a cash payment of \$350.00.

(b) You may save monthly at \$25.00 per month (Similar to a Christmas Savings Club).

This figure is approximate but we feel

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Joe Steiner, Chairman  
Public Relations Department, NAA  
9708 Marshall Ave.  
Silver Springs, Maryland

Dear Joe:

Sure, I/we want to go to the NAA Convention if it is held in Hawaii in 1965. We approve the plan outlined in the October, 1963, issue of "The Auctioneer."

Enclosed is ☐ \$350 for you to save for me.

☐ \$25.00 and I will send you a like amount each month.

\_\_\_\_\_  
Name

\_\_\_\_\_  
Street Address or Rural Route

\_\_\_\_\_  
City

\_\_\_\_\_  
State

NOTE: Make all checks payable to: The Hawaii Savings Club.

NOTE: Above figures are for one person. If more than one in your family or organization is making the trip, multiply amounts by number in party.



we can do better when we get ready to bargain seriously.

When asking for money there are standards by which we must proceed. All monies collected will be placed in an escrow account. Proper records of members' names and their savings will be on hand at all times. It will be necessary for each Savings Club Member to furnish the name and address of his or her beneficiary. In the event of the death of a member, the beneficiary will receive immediately, any money deposited in that person's name.

All Savings Club Members will also have the privilege of withdrawing their savings at any time prior to the closing date of the 1964 National Convention.

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Should your Board of Directors decide in 1964 that Hawaii will not be the 1965 Convention Site, then all monies in escrow will be returned to the depositors.

Perhaps this idea may seem a little far-fetched but we do know this, there will never be another time when you will be able to go as reasonably and with better purpose in mind. We hope to present a plan whereby you can spend a week, or up to 20 days, and really have a wonderful vacation.

Cooperate by filling out the accompanying form and mail with your savings payment today. Make all checks payable to "The Hawaii Savings Club."

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## Farm Bureau Calls Halt To Teletype Auction Selling

VISALIA, Calif. Directors of the California Farm Bureau Marketing Assn. decided at their August meeting in Visalia to discontinue the pioneering operation of the IDA teletype auction system.

General Manager H. C. Jackson announces that the association has notified all subscribers that IDA equipment will be removed at their earliest convenience. No further IDA auctions will be held.

Jackson reported that termination of the operation, begun in April, was forced by conditions arising from the declining cattle market during spring and summer months.

"It has been extremely difficult to find sellers who would offer feeder or fat cattle at realistic prices," exclaimed the CFBMA manager. "The past four months have proved a bad time to give the IDA system a fair test as a supplement of our association's marketing facilities."

The board of directors deliberated almost two hours before reaching the decision to halt the move toward automation of its auction activities.

Their discussions compared the successful use of a teletype auction circuit in the Canadian hog market with the IDA test in California and brought out a basic difference.

Use of the Canadian system is compulsory on all sellers under a government hog program approved by producer referendum. Jackson stated, "This is a tremendous operating advantage over IDA which attempted to operate in the U. S. free economy, where the choice of a trade is reversed to the buyer and seller."

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## Buckner Featured On TV Program

Edwin M. Buckner, NAA member of Mexico, Mo., who was named World's Champion Livestock Auctioneer appeared on the CBS television panel show, "To Tell the Truth," September 11. He was flown to New York to appear on the show which featured four panelists and was their task to determine which of three persons was the real "Champion."

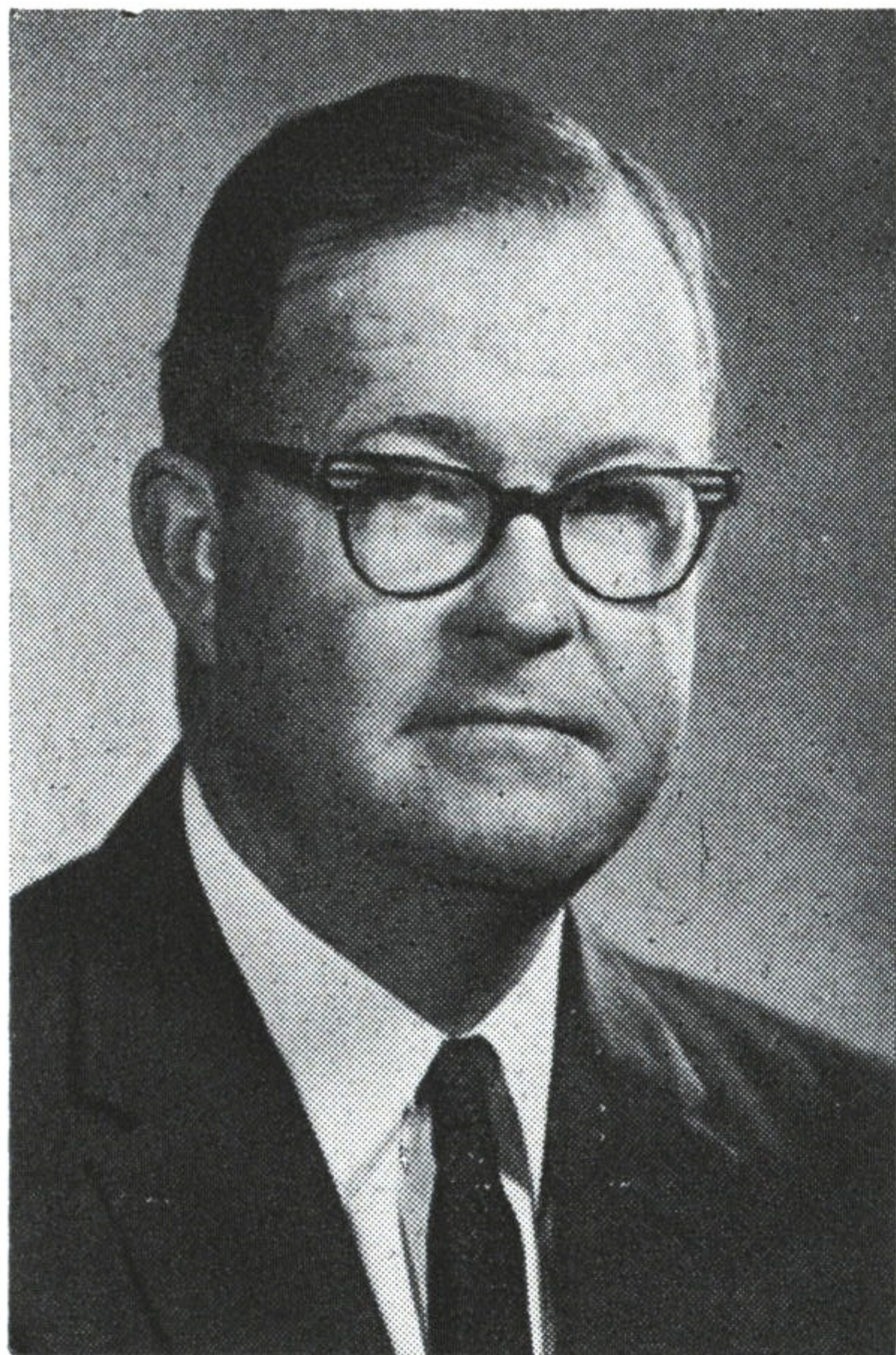
Buckner was judged world champion livestock auctioneer in a contest held in conjunction with the Livestock Marketing Congress staged last June in Denver, Colo. He is vice president of the Missouri Livestock Market Center, Mexico, Mo., a Certified Market.



# The Value Of State Associations

By WALTER S. BRITTEN

Each month the president of your Association has visited with you through the medium of the AUCTIONEER. As a matter of fact, there are eleven issues in which I will endeavor to discuss some topic that should concern all auctioneers.



In our first visit I would like to discuss state associations. If we consult Webster he will tell us that an "association is a union of persons in a society for a common purpose, or a state of being associated." We as auctioneers have a common purpose but it seems to me that our society is lacking cooperation when we think of association.

We all have observed families and I think a family is a good example of association that is organized. Families are an institution, each member having specific duties and obligations. In such a family you will note success whereas those that lack organization, it seems difficult for that family to succeed.

Many auctioneers have the opinion that the State Association can be of no value to them. They will ask what can the

Association do for me? The thought should be "What can I do for the Association?" It is quite probable the auctioneer who is so busy and is earning to capacity has no time for the affairs of an Association. But I am sure that he fails to forget that it had not been for someone who gave consideration to those who may follow, he perhaps would make ample time. We all must remember that our business was made possible by some pioneer who paved the way.

Every Association must have a purpose. Suppose some morning while eating breakfast the news made mention that no auction could be conducted unless you as an auctioneer had filed an inventory three weeks previous. Sounds ridiculous but it could happen. Things less meaningful have happened. Many auctioneers conduct sales where the inventory is not known, even at the time when the sale starts.

Suppose this would happen in one state and suppose the officers would get together and say "we cannot always do things jointly but many things we can do together and by so doing, we can serve our State Association better." Suppose every State Association were to unite, the weak and the strong, then we would see a great force in action serving its membership better and a prestige that would command honor. In recent months we have seen united actions of organized associations bringing about policy changes in government and business.

We have many capable auctioneers who are a real part of the auction industry, but many have failed to contribute toward a better understanding in our profession. It is quite difficult to conceive the dollar volume of business conducted by the auctioneers throughout the country and then realize that less than 2,000 maintain memberships in the State and National Auctioneers Associations. The auction method of selling is growing in every section of the country and with some effort on the part of all, we could enhance our opportunity many times.

How can we as Auctioneers arrive at



these goals? First, I think we need to be more businesslike. Perhaps we should follow examples set by other successful businesses, and really such a business is an organized association. It may be a restaurant, a law firm or a department store. They really are an association organized to serve. Then, we as individual auctioneers owe it to ourselves to support an Association; because individually our capacity of serving is limited. However, in the organization united with others one can accomplish much.

A successful auctioneer knows where he is going and knows what to do after he gets there. He has an objective in mind—his success was guided by his ambition, his philosophy and personality. This type of auctioneer can be a real asset to his association.

Changing times has made the auction business larger and more complex and certainly with more regulations. The larger and more complex your business becomes, the more clearly the responsibilities and relationships must be defined; and, this could mean the beginning of an organization. I have observed auction firms that were all organization but no creative ability whatsoever. And they were not successful. An Association will always be its people. They give the Association its image, its personality and are able to communicate and understand each others problems. To work well—one needs togetherness and be organized in their relationships.

As an auctioneer, you should be concerned with the affairs within your own State Association. The Association can do many things that you will never be able to accomplish individually. Most auctioneers desire to belong but few want to work. I find this to be true in many associations and not only the Auctioneers Associations. Occasionally we witness a "take off" and accomplishments will follow and then slowly dwindle away. Too frequently a few will emerge and the remainder of us feel they can do the job. Actually to accomplish much, it takes the efforts of all. There is quality in real leadership and and such a person has the ability to encourage work in others but most generally he must do a lot himself.

The value of good State Associations

may be as important as a bank balance, the concerted efforts of all can be important in creating sound philosophies and ideals in our business. The Association can be a signal of defense to our problem and lead the way of educating the public to the merits of the auction method of selling. With good State Associations that are alert and working at the very basis on our membership, we may be able to build a national organization that will possess prestige and honor. Let us all unite to build and in building may we leave a heritage for those who follow that will do honor for all.

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## Auctioneers' Contest

BY WARREN R. COOK

Director of Industry Relations  
Livestock Auction Markets, Ass'n.

Those unfamiliar with how an auctioneer is judged should know that one of the most important features is the ability to set the stage for a good transaction and to obtain quickly and without wasted time the top market dollar.

It was a good chunk of Americana. The display of a business on a parking lot in an American metropolis. They came from afar to see the artists of a trade ply their wares to sell cattle and be judged.

They were called auctioneers. Men who for years have sold livestock for a living. But they were more than this on this parking lot. They were merchants who were merechandising in a manner second to not even the best of salesmen in this high pressure sales world we live today.

These men had every opportunity to show temperament and display beefs and complaints. But not them. They were there in the interest of the profession that has been hacked and booted around many times. But no longer is this true, as a result of their efforts in the World Champion Livestock Auctioneer Contest. They took this profession to heights that have hitherto been unknown to the industry and to them themselves. They were dignity, strength, tough, gentle and scared all wrapped up in one package.

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On a certain island in the South Pacific there are no taxes, unemployment, crime, beggars, jazz bands, radios — or inhabitants.





#### MISSOURI AUCTION SCHOOL

#### KANSAS CITY, MISSOURI

#### CLASS OF AUGUST 1963

Front Row, left to right: John Randles, Class Secretary, Tenn.; Andy Vaughan, Class President, Colo.; Paul McClure, Instructor, Mo.; Col. O. R. Ireland, Instructor, Mo.; Col. Boyd Michael, Registrar, Mo.; Col. Richard Dewees, President, Mo.; Col. Dean Cates, Instructor, Mo.; Col. Carman Potter, Instructor, Ill.; Col. Jim Humphreys, Instructor, Ind; Sally Connors, School Secretary, Mo.

Second Row, left to right: Mary Wood, Me.; Troy Turney, Ark.; Tim O'Rourke, Mo.; Toney Shaulfer, Colo.; Bill Wemmer, Ohio; Tommy Miller, Okla.; Gary Conner, Tex.; Joseph Egan, Fla.; Kurt Mayer, Mo.; Warren Biswell, Mo.; Benjamin Kleiman, Mich.; Jerry Chesnutt, Kans.; George Nigro, Kans.; James Silvers, Canada; Dale Gilbert, Ill.; Clifford Hobbs, Kans.

Third Row, left to right: John Wood, Me.; Troy Jernigan, N. M.; Sidney Clouatre, Jr., Ill.; J. Dow Foster, N. B. Canada; Glenn Dittmar, Mich.; Arnold Malham, Ark.; Monroe McCandless, Vt.; Robert Coy, Kans.; J. Edward Scott, N. J.; Michael Waide, Ill.; Norman Easley, Va.; James Bennett, Ga.; John Miller, Mich.; Buster Hewkins, Mo.

Fourth Row, left to right: Harold "Bud" Sharrock, Mo.; Pat Cooper, Tex.; Jerry Bratton, Tex.; Jerry Millsbaugh, Ark.; Duane Dunbar, Mich.; Glenn McCandless, Vt.; Glen Dean, Mich.; Lloyd Reichel, Mo.; Earl Berkheimer, Ind.; Mike Waide, Ill.; Opie Jett, Ohio; Bill Knight, Ark.; Glyn Slay, Miss.; John Armstead, Ga.

Fifth Row, left to right: Lee Te Poel, Ariz.; Cliff Forcum, Mo.; Charles Windle, Tenn.; Lester Cook, S. C.; Larry Wells, Tex.; Vinton Jones, Tex.; Waylan Dean, Tenn.; Raymond Claibourn, Kans.; Jack Shelton, Kans.; Edward Ray, Ark.; John Spene, Mo.; John Wilkinson, Nebr.; Jim Joiner, Tex.; E. A. "Ted" Eagles, Ont.; Canada; John Gyorda, Md.; Dave McCandless, Vt.; Bobby Raynor, N. C.; Daxe Kautz, Wyo..



# Membership Increase Of 267

## Recorded In Two Year Period

Membership in the National Auctioneers Association reached an all-time high at the end of our fiscal year, June 30, 1963. On that date we had a total of 1,862 active members, a gain of 128 over the previous year and a gain of 267 in two years.

A look at the table of members by states will indicate that those states with an active State Auctioneers Association are represented with the greatest number of NAA members while those states that are unorganized have only a scattering of NAA members. The same is true with those states having a weak or inactive state association.

By making a study of the table of members by states we can certainly see areas where we are missing many potential members. We, therefore, plead with the members in those states to activate their State Auctioneers Association or get busy and get one started, whichever the case may be. Your National Auctioneers Association is ready and willing to assist you in every way possible.

Remember, increased membership makes everyone's membership more valuable. It is an obligation to every member to do his share in strengthening his organization, be it State or National. Following is the count by states during the past three years:

State	June 30 1961	June 30 1962	June 30 1963
Alabama	6	7	8
Alaska	0	1	1
Arizona	2	5	7
Arkansas	22	15	10
California	40	44	49
Colorado	35	31	30
Connecticut	6	4	5
Delaware	3	3	3
Dist. of Col.	1	1	1
Florida	15	19	20
Georgia	17	21	18
Hawaii	1	1	3
Idaho	12	7	11
Illinois	121	133	130
Indiana	88	107	113
Iowa	50	61	62

Kansas	83	84	97
Kentucky	66	72	97
Louisiana	8	8	6
Maine	3	3	4
Maryland	17	17	19
Massachusetts	24	25	28
Michigan	47	57	52
Minnesota	18	18	21
Mississippi	3	1	1
Missouri	49	50	46
Montana	40	16	29
Nebraska	121	135	132
Nevada	2	3	2
New Hampshire	3	3	4
New Jersey	34	37	33
New Mexico	10	10	14
New York	53	59	63
North Carolina	21	26	26
North Dakota	12	22	20
Ohio	114	120	148
Oklahoma	21	29	24
Oregon	16	14	14
Pennsylvania	103	163	165
Rhode Island	6	4	5
South Carolina	5	5	11
South Dakota	8	10	30
Tennessee	63	62	78
Texas	48	37	43
Utah	2	3	2
Vermont	6	6	4
Virginia	27	31	31
Washington	10	13	10
West Virginia	12	13	16
Wisconsin	91	84	79
Wyoming	13	14	16
Canada	14	19	18
Germany	1	0	0
Australia	1	1	1
India	0	0	2
	1695	1734	1862

### DOWN THE HATCH

Mother was busy in the kitchen when junior asked: "Daddy wouldn't murder anybody, would he?"

"Gracious no. What made you ask that?"

"Well, I heard him down in the basement saying 'Let's kill the other two, Joe!'"





1963-64 Officers and Directors of the Ladies Auxiliary, seated, from the left: Mrs. Walter Britten, Mrs. Ken Burrows, Mrs. Al Rankin, Mrs. Lewis Marks, Mrs. Harvey Baldwin. Standing: Mrs. Charles Corkle, Mrs. Clint Peterson, Mrs. Lou Stambler, Mrs. Ernest Freund, Mrs. Owen Hall, Mrs. James Buckley, Mrs. John Cummins, Mrs. Margaret Berry, Mrs. Al Boss, Mrs. David Tracy. Their respective positions can be found in the inset in the Auxiliary section.



# THE LADIES AUXILIARY



## Michigan Salutes Mrs. Henry Wilber

Dawn was born in Montpelier, Ohio, but Bronson, Mich., has been her home for 43 years. She has been married 42 years and is the mother of two sons, Garth, who is



MRS. DAWN WILBER

an auctioneer, and Quenten, who is an auto salesman in Bronson. The Wilbers have 8 grandchildren, 4 boys and 4 girls.

Dawn's mother died when she was very young and she worked and earned her own way. She assisted Mr. Wilber in a restaurant that he owned when they first married. Later they owned and operated a youth center in Bronson. Their interest in young people and 4-H speaks for itself in their community.

When they owned a farm, Dawn drove a tractor and cared for cows and other livestock for 15 years, when they lived east of Bronson, and Mr. Wilber held three night auctions a week.

Dawn was instrumental in organizing the

Auxiliary here in Michigan and is a charter member and was their first President. She has also been treasurer and historian and assisted in any capacity to which she was appointed. She has attended approximately 5 National Conventions. It was by her suggestion that the Ladies Auxiliary to the National Auctioneers Association was formed, but the year it was organized she was unable to attend so she missed being a charter member.

Dawn is a member of the First Methodist Church and the W.S.C.S. In this she has been very active. She has been a member of many clubs, lodges, and charitable organizations and has held several offices in each. Namely, the Womans League, The Newcomers Club, Rebekahs and Grange and many more. She has actively participated in Cancer drives and Auxiliary to Branch County Community Health Center and has held offices in the Auxiliary as well as serving on the board.

Dawn was a Red Cross nurses aid in World War II and served over 500 hours. She was editor of Mothers of World War II and was President of the State and Nation-

### THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

#### President

Mrs. Lewis Marks, Abingdon, Ill.

#### 1st Vice President

Mrs. Albert Rankin, Alger, O.

#### 2nd Vice President

Mrs. Walter Britten, College Station,  
Texas

#### Secretary-Treasurer

Mrs. Harvey Baldwin, Denver, Colo.

#### Historian

Mrs. Ken Burrows, New Wilmington,  
Pennsylvania

#### Directors

Mrs. Charles Corkle, Norfolk, Nebr.

Mrs. James Buckley, Shelbyville, Ind.

Mrs. Lou Stambler, Honolulu, Hawaii

Mrs. John L. Cummins, Cynthiana, Ky.

Mrs. Margaret Berry, West Newton, Pa.

Mrs. Al Boss, Carroll, Iowa

Mrs. Owen Hall, Celina, Ohio

Mrs. David Tracy, Pavilion, N. Y.

Mrs. Clint Peterson, Webster City, Ia.

Mrs. Ernest Freund, Fond du Lac, Wis.



al organization. Dawn was editor of "Mothers Voice" for one year which is the official paper of the Mothers of World War II. She is presently correspondent for the "Sturgis Daily Journal."

Dawn has been invaluable to her husband and son, serving them as secretary and bookkeeper for the real estate and auction service. Besides all this Dawn crochets and enjoys her flowers. Edgar Guest is her favorite author and her philosophy of life is "Do unto others" and "Look ahead, not back". Just last year Dawn was voted "Woman-of-the-Year by the Coldwater chapter of the American Business Womens Association.

Dawn's eager participation in many, many, community activities, her hospitality to friends and family, and always being ready with a helping hand, when needed, truly paints a picture of "The Woman of the Year."

Mrs. Everett R. Miller  
Rives Junction, Michigan

## Iowa Ladies Make Convention Plans

The Auxiliary to the Iowa Auctioneers Association met at Hotel Fort Des Moines in Des Moines on August 18. With one of the largest groups of women ever to attend one of our state meetings, convention plans and election of officers got proceedings under way.

New officers elected are: Mrs. Leland Dudley, Chapin, President; Mrs. Jay Arnold, Mallard, First Vice-President; Mrs. George Yancey, Ottumwa, Second Vice-President; Mrs. "Mike" Bloomer, Glenwood, Secretary-Treasurer; Mrs. Howard Johnson, Story City, Publicity Chairman; Mrs. Lyle Erickson, Cresco, Historian-Parliamentarian; and Mrs. Janice Winegarden, Pocahontas, Chaplain. Three directors were also elected: Mrs. Warren Collins, Jesup. Three year term; Mrs. Irving Leonard, Elkader, two year term; and Mrs. Beverly Rogness, Humboldt, one year term.

As you might suspect, plans for the National Convention to be held next July at Hotel Fort Des Moines, were upper most in the minds of the auxiliary members. Those of you attending past national conventions will recognize Mrs. Wendell Rit-

chie of Marathon, and Mrs. Al Boss of Carroll, our co-chairmen for the National Convention. Under their able direction, plans are already under way to make the National Convention next summer in Des Moines "the best ever." So, wives, while it is still too early to make definite plans for the convention next summer, at least, start thinking about attending. We, in Iowa, are looking forward to welcoming all of you, and to making your visit both enjoyable and interesting."

Mrs. Howard Johnson  
Publicity Chairman

## Advertising

Advertising in "The Auctioneer" has never occupied very much space as compared to other periodicals. There have been reasons for this which we will not waste space in describing. However, many of these reasons have been removed. We are now distributing some 2500 copies of "The Auctioneer" each month. Our readers are folks who are active, 99% of them are auctioneers who are striving to serve their customers better. They are looking for improved methods, modern equipment and anything else that will be of advantage to them.

The September issue of "The Auctioneer" carried more paid advertising than we usually have. May we suggest that you review this issue and especially pay close attention to the advertising. We can have some of these advertisers as repeat customers if results warrant.

You as a member of the National Auctioneers Association are also an OWNER of "The Auctioneer." You can increase the value of your holdings by patronizing the advertisers and by assisting us in securing more advertisers. May we count on you?

### DIDN'T MATTER TO HIM

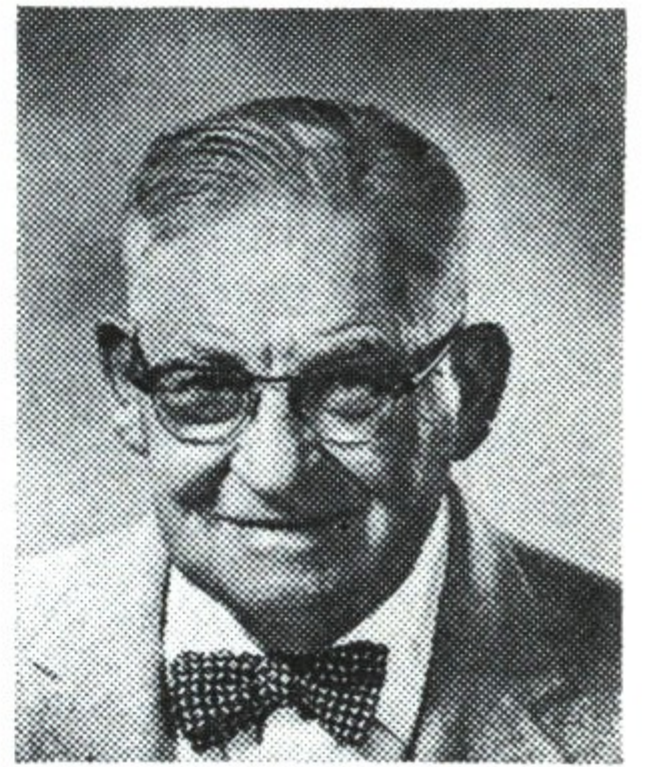
"They say you married your wife because her aunt left her a fortune," a man in a Club informed his companion.

"That's not true," was the reply. "I'd have married her no matter who left it to her!"



# Trend Moving Toward Farm Land at Auction

By COL. POP HESS



Today is September 12th and I have had on my desk a copy of the September issue of "The Auctioneer" for several days and have it now, well digested. Am very happy to note we have an all-time high in membership and we have an all-time high bank balance. We now have approximately half the states with their own State Auctioneers Associations and the goal is to get the other half organized and busy.

As we see it from here we have had good guidance through our Officers and Directors with an A-1 active Secretary who has been a very strong spoke in the NAA wheel. We have come from mostly broke to our present membership and finances through the cooperation of the bulk of the NAA membership and the Secretary's nine years of service in holding the line for better progress. All indications are that we will be on the gain with everything under control until the next convention.

My fan mail has been coming in with many questions and suggestions on various subjects such as laws, rotten competitors, how to get started and even politics. On the political subject I can only answer, it looks like a be-fuddled world as of now but America will survive.

The motto and pages for this publication is for auctioneers and what is cooking in auction sales and to get this across there is not much time to talk about what is happening in the elephant and donkey ranks. The place to settle this is to take your ideas and convictions to the ballot box when you vote upon who is to run the country.

September in Ohio has been very dry for the first half of the month although we are getting a big rain today and I have just received a call from my home in Delaware, just ten miles north of here, saying it has been hailing iceballs as large

as hickory nuts. Well, these things sometimes happen and this time, we in Delaware were the recipients.

This writer was saddened in reading of the passing of my good friend, R. C. Foland of Indiana, and our Col. Winters of Toledo, Ohio. Each of these men was an asset to the auction profession and did much for better auctions.

I also take notice our National Convention goes next year to Des Moines, Iowa, my good friend Jack Halsey's town. I have known Jack much longer than I have known the City of Des Moines, also the State of Iowa. It is the home of many good auctioneers and we will all look forward to this coming Convention, next July, in Iowa. It will be one we can write about after it is over.

You recall, if you read my September Column, I mentioned my good old auctioneer friend who loves to dig me had not sent any word for some time and I would have to throw in something to make him bounce. Well, he has bounced. Here is a quote he bounced with, "Hello, you old goat, I think you have a rotten alibi on how you did not get to the Cincinnati Convention by trying to hide behind your old age." "Why didn't you say you were too darned stingy to spend the money as well as being afraid of the eggs and tomatoes that would be flying if you had appeared," as well as some other things we had better not print.

My reply to this note of bouncing, he gives no alibi at all and he was not registered at Cincinnati. Maybe he started and got lost as at his age he does not know his way around too well. In fact he was that way when he was young. (Yes, we are and always will be the best of friends over many years of competition in sales and we both say the other was the rotten-



est competitor that ever worked in the auction field.)

Much in retirement on my part and he should be but he still loves dollars and can't retire for fear he would have to go to work. Knowing this will cause some more "bouncing" between the Old Goat and the Old Bouncer, let's get off the subject.

There is not much noise coming through my grapevine connections on state auctioneers' laws. Ohio now has one but as of this date I have not been able to get a copy of it. I am told it will be out real soon and it will be printed in this publication for your digestion. Many young men, now out of Auction Schools had some thinking of going, along with some who are still in the "amateur" class, are much interested in the exact reading of the Ohio law and its application to apprentice auctioneers and what they really have to do.

This subject has been discussed a great deal the past few months and each young man who expects to be an auctioneer in Ohio, who will be classified as an "apprentice" should follow this closely. The final draft of this law will be in effect January 1, 1964. I know of a young man here in Ohio just now coming 20 years old and has a strong foothold as a pure-bred swine auctioneer. He is booked quite strong for this fall and winter as well as next spring, in some sales booked to work with other auctioneers. I am sure this young man, from the comments he made to me during the Ohio State Fair, will feel much relieved when he really knows what is what until he is 21 years old. No doubt there can be many other cases or persons in the same boat.

My feeling is their situations should be carefully weighed and they should not be deprived of their ambition and efforts made to put them in the position they now stand as auctioneers. Now the writer does not go on record that this new Ohio law is all bad. Of all state laws I have read, what I saw of it in its first draft had many good points and reasonable requests. The apprentice situation was at that time unworkable and unless they have it now adjusted to a workable plan it will bring up some questions and talk that will be hard to solve.

I was much in hopes I would have the official copy of this law, it could have helped me to put forth the best answer. I was amused in a letter I received a few weeks back on this subject from one of our good, active Ohio auctioneers, saying, "To you, Pop, maybe this law will put you in the apprentice class. "If so, I will be happy to sign you up to go with me as most folks I sell for know you and they know you will not show up and they will have no worries." That remark has a deeper sound than it presents—on who signs who as an apprentice.

Getting back to auction sales and auctioneers in action here in Ohio, this fall and winter seasons are coming up with many outstanding sales to be held. I am much pleased to note in my line of Ohio auctioneers who have their sales on my Farm and Livestock Sales Program on Radio Station WRFD, many farms are selling at auction along with all livestock and equipment. Our auctioneers of today have "sold" their clients on the idea that REAL ESTATE can be sold at auction just as well as their personal property and have noted that these farms sold at auction have brought prices that are satisfactory to the seller. This situation was not that good in former years, yes, we sold many farms at auction but the owners either had to be dead or broke in order for us to get the job done. Owners who were alive were very reluctant to let us sell their farms at auction and no one could understand why.

Mostly, it was because we auctioneers were not as good salesmen in getting the consent of the owner as we were in getting the job done. But down through the years this is changing and I am glad that Mr. Farmer can stand up and say, "I am selling my farm at auction today, I do not need this farm any more, the highest bidder will be the buyer—and now go to it."

While there are still a few auctioneers who fail to get the job done it is generally because he has not gotten his job nailed down with the owner. And to you young and old auctioneers, before you attempt to sell real estate at auction be sure you have the owners sold on the program and the only program, **THE HIGHEST BIDDER WHO CAN PAY OFF WILL BE THE BUYER.**



## So You Would Like To Sell Antiques

BY COL. LESTER BUE, BELOIT, WIS.  
(Reprinted from the Monthly Bulletin of the Association of Wisconsin Auctioneers)

When talking to other auctioneers there is always someone in the group who will say, "I wish I knew more about antiques. I wouldn't know one if I was holding it." Well fellows my answer to this is usually that I would sure like to know more about Purebred stock or heavy equipment. I think this news letter could be a big help to all of us if men in different fields would give a little of their knowledge in the way of short items to be read by others.

As for antiques I'll go out on the limb first by saying that 90% of the so-called antiques sold at auction outside of Art Gallery Auctions, are not really antiques but collectors items. A true antique is a work

of art, done by handcrafters men before machine mass production. These are not too often found in the average sale. So I would say fellows, "Direct your eyes to collector and decorator items." You can learn more of what the public will pay good prices for by looking thru your wives household magazines, such as American Home, House Beautiful, etc. Look for room decor and wall arrangements in the pictures as these usually become hot auction items after appearances in magazines of this type.

When an antique show comes to your locality, attend them, talk to the dealers and tell them you are an auctioneer and would like to learn something about antiques. Most dealers have a pet they specialize in and love to talk about. The dealers buy the bulk of the merchandise offered at Auction. Cultivate their friendship and they will be a big help to you. Follow these tips and you will have a start on antique knowledge.



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# What's An Association To You?

From an address by COL. JOHN R. FISHDICK at the 1963  
Convention of the Association of Wisconsin Auctioneers

Mr. President, Officers, Members and Ladies and Gentlemen.

When Secretary, Joe Donahoe, asked me to be a part of this program I was somewhat surprised.

As a contributor to our national magazine, "The Auctioneer" on the subject of trade associations my remarks have not always been complimentary of the present status of our state associations. Our Wisconsin association did not escape my editorial comment but I assure you my remarks were never critical just for the sake of being critical, rather they were of a constructive nature. So, if any toes were setpped on I hope those individuals may be saying privately, "the guy's right, but why'd he have to say it out loud."

With that in mind I appear here today with somewhat mixed emotions and I believe a story I heard recently is quite to the point.

It seems a revenue agent was seeking out a moonshiner in the Tennessee mountains and upon approaching the cabin of the suspected moonshiner he encountered a small mountaineer boy.

He said to the boy, "Where's your pappy?"

"Pappy's up at the still," the boy replied.

"I'll give you a dollar," said the agent, "if you will take me up there."

"Alright," said the boy — and after a thoughtful pause, said, "You give me the dollar?"

"I'll give it to you when we get back," said the officer.

"No Sir," mister, "give it to me now" insisted the boy, "You ain't a commin' back."

Well, I hope in spite of what I have written or say here today that I will be able to come back.

When the going gets rough I always try to take some consolation in a statement made to me by a wily old politician, namely, "It's not the things you don't know that get you in trouble, but the things you know for sure."

Having been a trade association executive with a Wisconsin association that had over 700 members and as a past President of the Wisconsin Assn. of Trade Assn. Executives, I have had an opportunity to meet at first hand many of the problems and objectives of associations. So today I would like to discuss with you the subject, "What's an association."

Whether it be a trade, professional, technical or business association, it's membership organization is entirely voluntary and non-profit in nature. The trade association is made up of business competitors, the objective of which is to assist its members and its industry in dealing with mutual business problems. Every association, whatever its nature, must operate in the public interest. No association can long endure which advocates or conducts a prgoram which benefits its industry but which is opposed to the public welfare.

So let us not take our association responsibilities lightly. In fact, with government in business — at all levels in our political structure — we find government big business. In fact it is the biggest — biggest buyer, seller, employer, builder, lender, banker, broker, law firm, insurance company, policeman and anything else you care to name. It's the growth of our time and the more it grows the more it costs. Its physical size is overwhelming and it is impossible for the average man to comprehend. So he does the next best thing—he distrusts it. Those of us here today who are licensed real estate brokers are well aware how legislation can place restrictive measures on the operation of our business. The brokers and brokers board of Wisconsin met the challenge of the State Bar Association in this instance, but not with complete immunity — it appears to me, but a temporary truce and that the future will find an increasing volume of brokerage business being handled by those individuals who will operate in a dual capacity of lawyer-broker.

The auctioneering profession in our state



# IN UNITY THERE IS STRENGTH

has seen little punitive legislation enacted to restrict its activities but with licensing laws being enacted all across the country and attempts being made in our state for a license law the warning signals are going up — this is no time for complacency. I do not intend to discuss the pro and cons of the state licensing law—I will leave that to others who are better informed, but I do assure you when “fence me in and fence the other fellow out” legislation is proposed that’s when you’re fortunate to have a trade association representing you.

Trade associations constitute one of the main pillars supporting our democratic way of life. Trade associations serve as a valiant protector of our free enterprise system. Trade associations are a mighty bulwark against governmental regulations and dictatorship.

Those things alone would be enough to justify trade associations but that’s just the beginning of the story.

American business men have long recognized that collective intelligence of a group is greater than the intelligence of any one individual. In no other way can a business or industry formulate unity of purpose and action. In no other way can a business or industry formulate and put into effective action a constructive program of self regulation for its own good and for the good of the public it serves.

Few things are more important in American business life and more important than our associations. The idea of people working together for their common good is the underlying principle of the trade association, and what a fine principle it is.

Competitors do associate with each other in association work. They look over each other’s shoulders at what the other fellow is doing. They do, in many instances, share ideas and techniques, and yet these same people turn right around and enter into a highly competitive market with these shared ideas, which result in a better product and a better living standard for all the people.

That is one of the main differences in our economy and our way of operating associations from any place in the world. The very fact that most business men know what the other fellow is doing tends to make for greater initiative and greater competitive spirit, with resulting benefits

to everyone. The man who does not belong to and take an active part in his trade association is not only committing a grave error in business judgment but is denying himself many obvious as well as hidden benefits and the indescribable thrill and satisfaction that comes from working with his fellow man.

Likely as not he is a poor citizen as standards go. Likely as not he is a nonentity in the community in which he lives and plys his trade. And likely as not his success is mediocre and his horizons no higher than his boot tops.

We receive so many benefits, both tangible and intangible, from our trade associations that we wonder how we ever got along without them. I am convinced, as you should be, that the individual that’s playing the role of lone wolf is getting the job done the hard way.

A business without a trade association is like a ship without a sail, or in a lighter vain, a shirt without a tail.

Today there are over 4,000 Chambers of Commerce, over 12,000 trade, professional, technical and business associations and all of them are a most potent force in American business today.

In concluding my remarks today I think I would be negligent if I did not point out a few things which I feel our association might give further thought and consideration, namely,

1. Formulate a hard hitting membership drive which would saturate the entire state.

2. To keep members informed and their thinking on the same wave length with their officers a quarterly news bulletin should be sent out by the association office.

3. Plan regional meetings in addition to our annual meeting.

4. As a former registered lobbyist at Madison for the insurance industry I cannot over-stress the importance of a strong, active and alert legislative committee. This committee, as a watch-dog committee could perform a valuable service in stifling splinter groups within the profession before they became into actual being. I could elaborate on this point but I am sure that most of you are apprised of what is occurring in this connection not only our state but also in Minnesota.



So in closing, I should like to leave this thought with you: "A person doesn't always grow wise as he grows older; but he certainly grows older as he grows wiser."

Thank You

## Colorado Girl Joins Auctioneering Family

From The "Rocky Mountain News"

There's an auctioneer in Steamboat Springs, Colo., who should have little trouble holding the eyes and ears of cattle buyers.

This chanter of the rapid-fire jargon of the auction block is a head-turning beauty who once was a fashion model.

Miss Cookie Lockhart is an outdoors woman who speaks the language of cattlemen as easily as she dives into a swimming pool — one of her pet diversions.

How and why did Miss Lockhart become a woman auctioneer, an occupation invariably reserved for loud-voiced males.

"My father and brothers are auctioneers," she said, "and they asked me to help. I've grown up with it all my life and it really wasn't hard to learn. My father also has been kept busy with real estate."

To enhance her abilities, however, she took a course at the Reisch American School of Auctioneering in Mason City, Iowa.

"I haven't been in the business very long, but I find it fascinating," she said. "Mainly, I auction off livestock, but since my father runs an auction house in Steamboat Springs, I can expect to sell almost anything."

Sitting in the lobby of the Heart O' Denver Motel, Miss Lockhart crossed a shapely leg, replaced a straying wisp of chestnut brown hair and flashed her mirth-filled green eyes.

"I'd rather auction livestock than anything else," she smiled. "I'm more familiar with it. I know the dealers and buyers, and my brother knows where to start me."

Her brother is Darwin Lockhart, and her father is Si Lockhart, both of Steamboat Springs.

Miss Lockhart has the proportions of a beauty contest winner — 37-24 37 — and the repartee of a TV comedian. She's glib, vivacious, and stands about 5-5.

What is an auctioneer's most vital asset?

"Enthusiasm," she enthused. "You've got to be enthusiastic all the time, and keep talking and talking and talking. Some auctioneers can actually become boring. Never be boring."

What does a female auctioneer wear while working the block?

"While auctioning cattle, I usually wear a Western suit, but if selling other things I wear something appropriate to the occasion."

What articles does she not particularly like to auction?

"Jewelry," she said. "For some reason, I just don't like to auction it."

What is the most difficult thing an auctioneer faces?

"The crowd," she quipped.

## Lackadaisical Air Deters Profession

BY COL. CHUCK DE LISO

Since elected Publicity Agent for the Michigan Auctioneers Association and also since the discussing of state licensing I have taken it upon myself to spread the word as much as possible to those auctioneers who are not connected with the M. A.A. Very few I spoke with were happy to have received knowledge of the probability of having a state license law or of joining the state association.

One auctioneer wished a membership application be sent to him. Most of the auctioneers I talked to gave me the impression of "I could care less." One even went so far as to question me as to whether I even knew anybody in the state association. It makes me wonder how people can be unconcerned with groups or facts or rules which pertain to their field of work.

I wish to say to all Michigan auctioneers that in their travels they should speak to their fellow auctioneers that are not active or members of the M.A.A., not only of membership but of the responsibility to themselves and the auction profession to become more closely connected in order to handle any situations that may arise concerning the fate of the auctioneers and the auction business.

To those of us in Michigan, again I repeat, we must become more closely knit and organized.



# Going To An Auction?

(A Reprint)

MANHASSET, L. I., N. Y. — When the auctioneers' gavel bangs for the third time, it has sounded the economic death knell of many a neophyte bidder. In the excitement of an auction, naive suburbanites have occasionally learned to their regret that what was "going, going, gone" was their hard-earned cash and fantasy of picking up an "incredible bargain."

It's not that auctions are "fixed" or auctioneers "crooked." It simply means that auctions are businesses and that an auctioneer's first loyalty is normally to himself, if not the seller.

On Long Island, auctions are held weekly throughout the year by some galleries, monthly by others. (Look in the Yellow Pages under "Auctioneers" to find out where and when).

According to auctioneer Nathan Block of Floral Park, the best season — from the auctioneers' standpoint — is the spring. From the buyers' standpoint it is from November through January, when the holidays cut down on attendance and purchasing power.

An afternoon spent at an auction can provide suspense and excitement for the observer as well as the participant.

Henry W. Howes, owner and auctioneer of the Suffolk Auction Rooms in Manhasset, and a member of the National Auctioneer Association, advises prospective bidders to watch for warehousemen's sales and estate or house auctions. At almost any house auction (i.e., where the contents of a home are being sold), the consumer can pick up something worthwhile," he said. The trick Howes said, is to concentrate on normal furniture, which is usually underpriced, rather than antiques, which are expensive.

In general, reports Consumers Digest, there are a few basic rules that auction buffs should follow to protect themselves against both canny auctioneers and their own impulses.

1. Inspect. Legitimate auctioneers will permit full inspection of merchandise in advance of the sale. Never patronize a sale without inspecting the goods first.

2. Inquire. Prior to the start of the sale

most auctioneers will answer legitimate questions about specific merchandise being offered. According to Howes, auctioneers generally will estimate how much the item is worth at retail and will indicate at what price he intends to open the bidding.

3. Set Limit. After examining the items and discussing them with the auctioneer, determine the top price you are willing to pay. Then, stick to your limit. It's better to be disappointed at not getting something you want than to overpay. If the auctioneer opens the bidding above your limit, stay out.

4. Consider requirements. The most expensive and frustrating experience is to buy something you don't need or can't use. If you are interested in purchasing furniture, bring along a ruler or tape measure to make certain the size is right. Other considerations: color, texture, style and pattern. A "bargain" is hardly that if it doesn't harmonize with your other furnishings.

5. Be patient. Auctioneers often initiate bidding at a higher price than the merchandise will bring. Therefore, if you hold off, the auctioneer may drop his price. You won't lose anything by waiting to see what kind of trend develops, so long as you get your bid in before the item is sold. It is also unwise to ask the auctioneer to put up a certain item for bidding. This indicates that he has a "live one" and may induce him to raise the price rapidly. Auctions usually run quickly (30 to 60 items an hour), so you won't have long to wait.

6. Evaluate competition. The seasoned amateur bidder can often spot a professional dealer through recognition from previous sales or even through the dealer's manner. As a rule, Howes said, items are worth about three times a dealer's final bid. Since dealers set limits, too, an "amateur" can do exceedingly well if he boosts the dealer's final bid by a dollar or two. Warning: make sure the "dealer" isn't just a planted "shill."

By following these rules and holding the reins on your emotions, you may well attain the ideal of combining business with pleasure. — BERNIE BOOKBINDER.



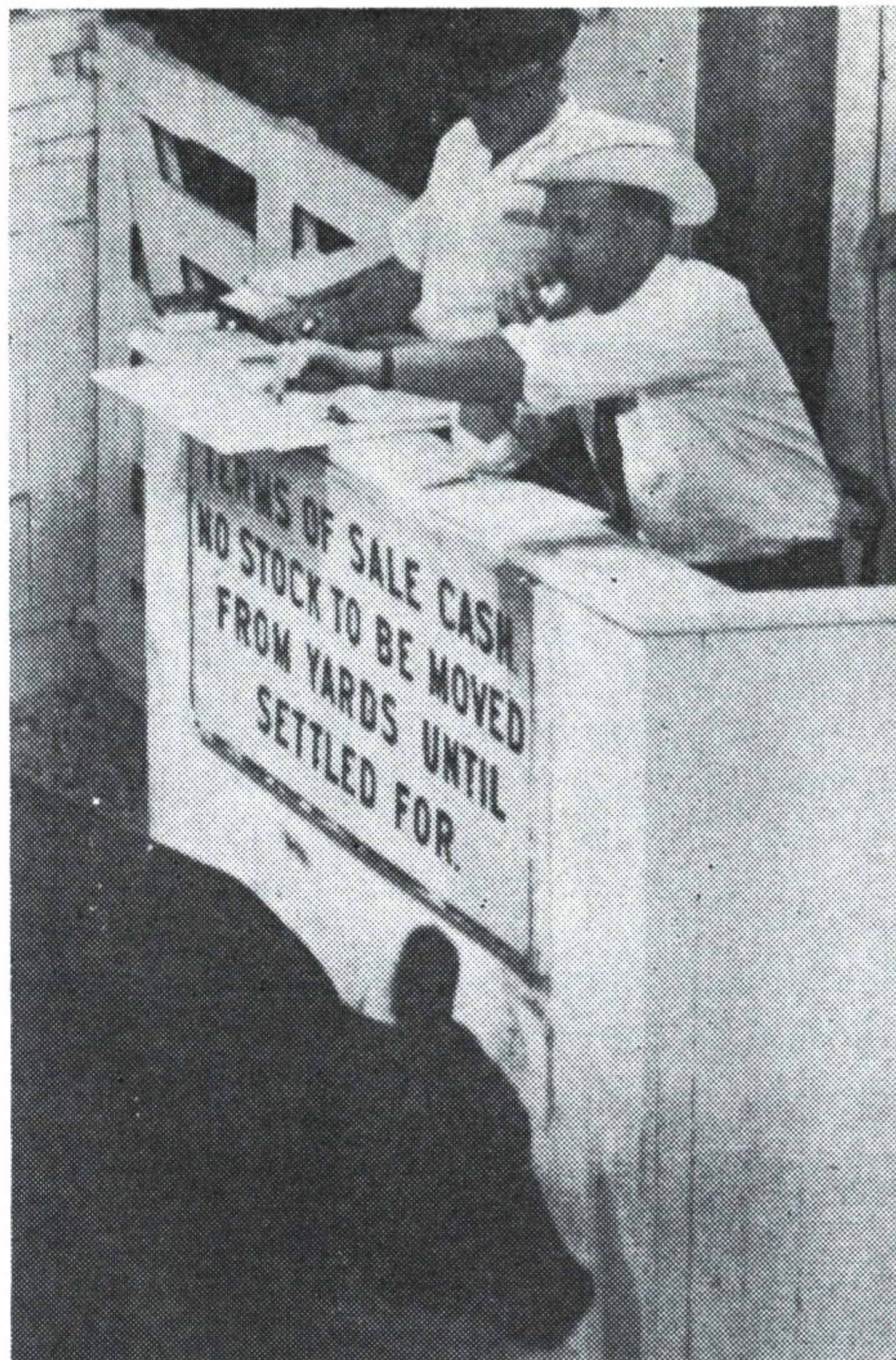
## Fat Cattle Auctions Gaining In Virginia

Fat cattle auctions in Virginia are not so commonplace as in the Mid-east or Western portion of the country. All the same, these auctions are getting a firm foothold in the Old Dominion State and are growing in volume and in importance to the farm economy of Virginia.

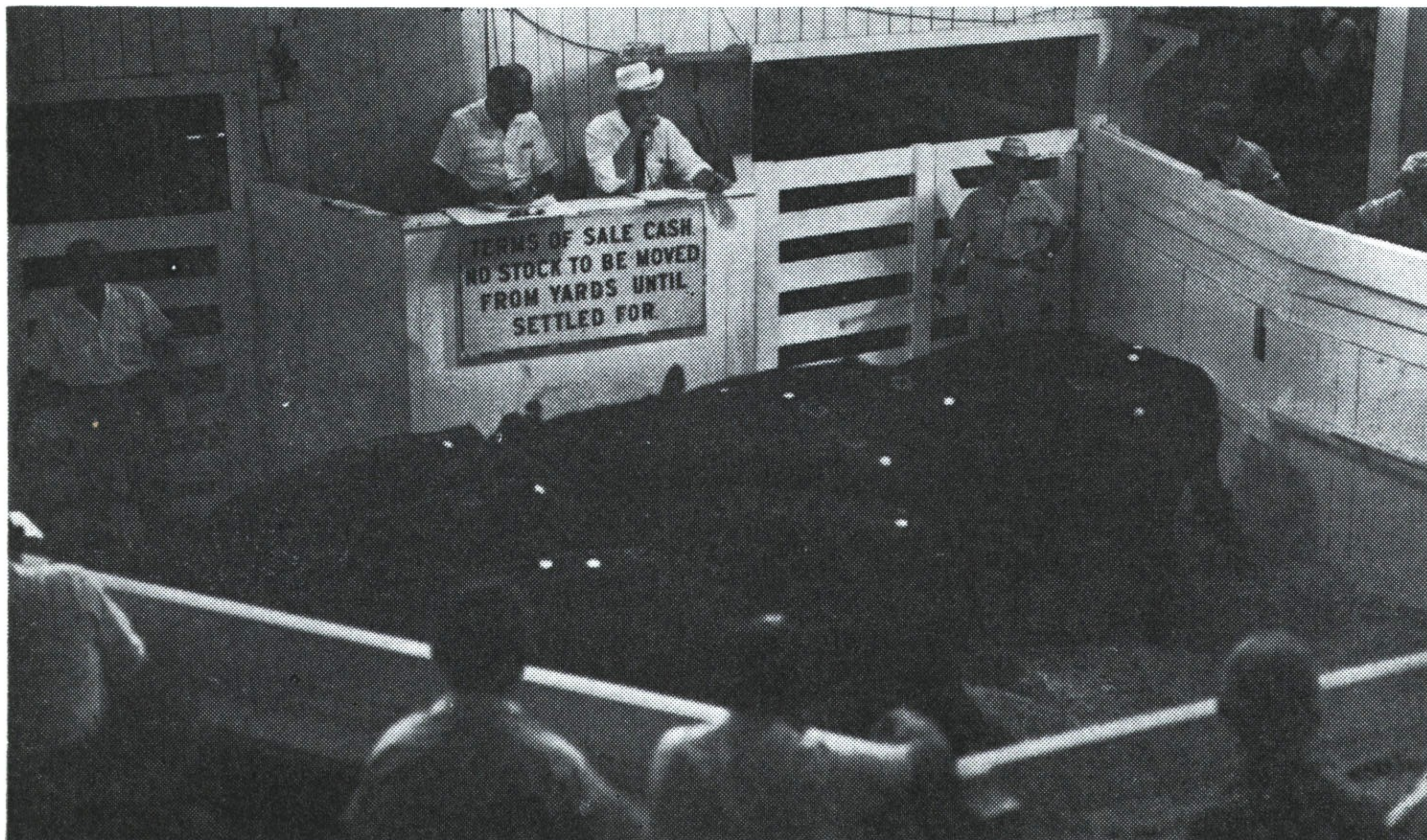
Fredericksburg is the site of one of these auctions, sponsored by the Tidewater Beef Cattle Association in co-operation with the VPI Agricultural Extension Service and the Virginia Department of Agriculture. Auctions are held at the Fredericksburg Livestock Market.

Pioneered by the Grading and Marketing Division, Department of Agriculture, State of Virginia, these auctions have proven very successful and have grown in numbers over the past six years. They have encouraged more farmers to feed cattle as well as to market them at a high grade. Only prime, choice and good grades are accepted at the auctions.

Cattle are weighed just before they enter the auction ring and are bid on by



Auctioneer, Richard C. Wright, Bridgewater, Va., goes after the high dollar at the Tidewater Fat Cattle Auction.



A group of "Choice" Angus Fat Steers sell at Fredericksburg, Va., in an auction sponsored by the Tidewater Beef Cattle Association.



packer buyers from Virginia, Maryland and North Carolina. The Tidewater group operates with a theme that farmers should offer to the buyer a superior product that is economically produced, properly packaged and attractively presented, at a time and place best suited to the needs of both parties.

During the past year, ten auctions of this type were held at the Fredericksburg facilities. A total of 2,160 head of fat cattle, weighing an average of 948 pounds have been sold for a total of \$509,418. Average price per cwt. was \$24.88. There were 1,284 steers sold, of which 504 graded "choice" and 780 were "good." The 876 fat heifers graded about half and half between the "choice" and "good" classifications.

Col. Richard C. Wright, a past President of the Virginia Auctioneers Association and an active member of the National Auctioneers Association, has conducted all these auctions since 1958.

## Nebraska Auction Has 3,000 At Opening

CRAWFORD, Neb. — This northwest Nebraska town hosted a crowd estimated upwards of 3,000 persons, Aug. 26. Ranchers and stocker cattle buyers had come from a number of states for the grand opening sale of Crawford Livestock Auction Market and attendant festivities.

Owners Tom Moody and Wright Lathrop said they were "more than pleased" with attendance. Some 2,000 people took part in the free noon barbecue presented by the Crawford Chamber of Commerce, and every restaurant in town reportedly had more business than it could handle.

Two contests were held, one to name the cafe at the auction yard, and awarding of a fat steer. Mable Hammacker, named the cafe when the judges agreed on the name "Moo-La." — "Moo" for the first part of Tom Moody's last name, the "La." representing the same part of Wright Lathrop's name. Mrs. Roy Turnbo, Lusk, Wyo., held the ticket which won the fat steer.

Bloomfield, Iowa  
September 14, 1963

Col Bernard Hart  
Secretary, N.A.A.  
Frankfort, Indiana

Dear Bernie:

Guy and I had looked forward with much pleasure to the arrival of "The Auctioneer," giving the report of the 1963 convention. It came today and he is reading it very carefully.

We know it was a wonderful convention and sincerely regret we could not be present.

We wish to thank the association for the cherished plaque given by the association to Guy. No one could ever be more proud of this honor than he. It hangs in an honored place in his TV room where he spends much time and often calls attention to it with much pride. He is sorry he could not receive it in person but feels he was ably represented by Dr. Reppert and thanks him for the courtesy.

Guy's health is much improved and we both hope to greet you all in our great state of Iowa in 1964.

Mr. and Mrs. Guy L. Pettit

## Mooney Will Manage Rapid City Auction

RAPID CITY, S. D. — Rapid City's livestock auction was officially under new management Aug. 1 as Olin Mooney, Marcus rancher, took over the reins from Ray Perrine.

Name of the sale ring has been changed from Stockman's Commission Co. to Rapid City Livestock Exchange, Inc.

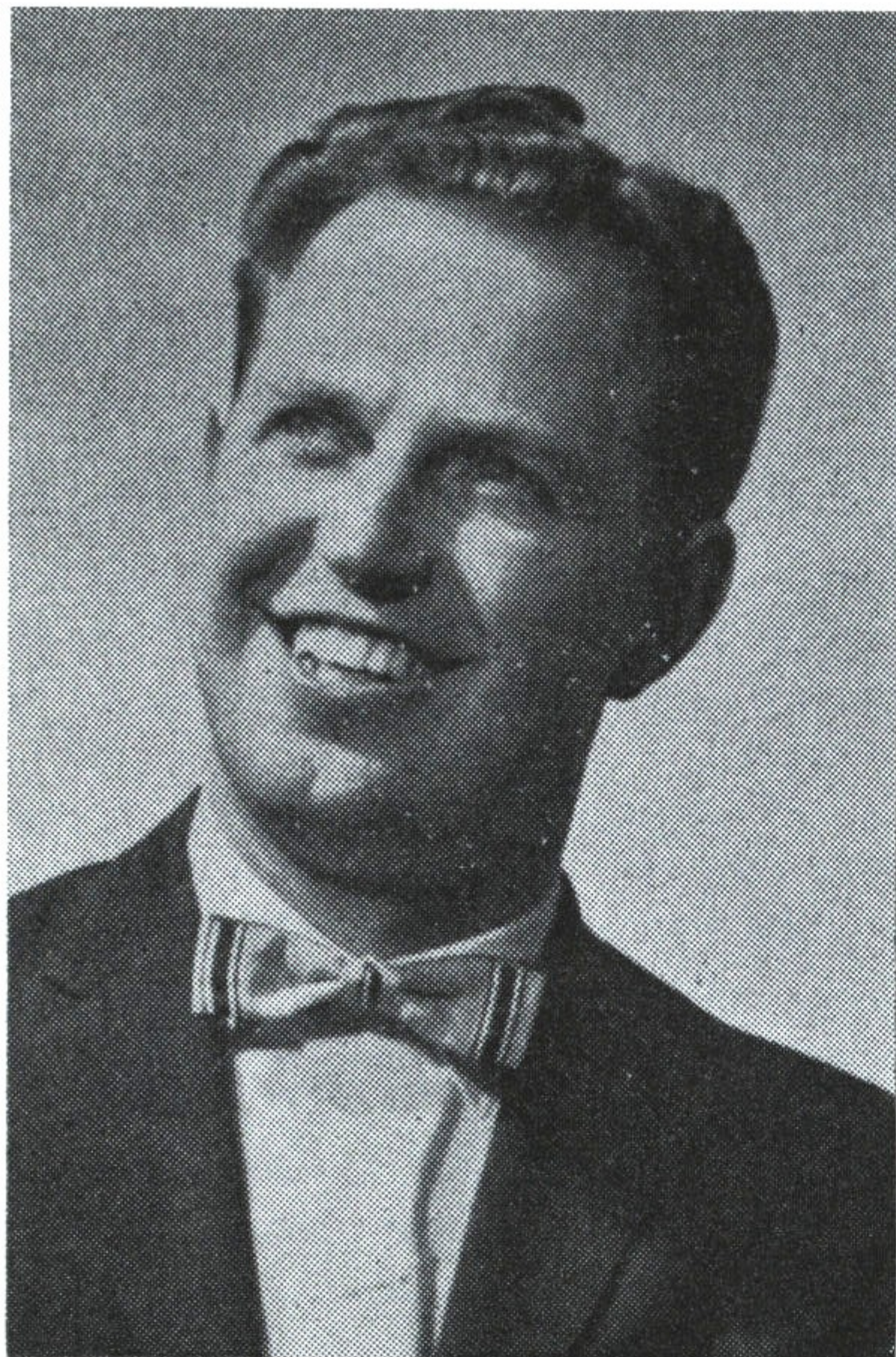
Regular sale days are to be Tuesdays. The new enterprise has taken out a bond under the federal Packers and Stockyards Act but is awaiting clearance from the State Livestock Sanitary Board.

Turn your prospects into friends because it's easier to turn your friends into customers.



## National Mention For Ohio Auctioneer

Col. Herb Peddicord, NAA member from Coshocton, Ohio, received nation-wide publicity as did the auction profession through a front page article in WALL STREET JOURNAL in August.



**COL. HERB PEDDICORD**

It all came about when the National Auto Auction Association held its annual convention in Detroit, August 1-3. A staff reporter of WALL STREET JOURNAL was on hand to cover the convention. A part of the program was a visit to Motor City Auto Auction in Detroit, while their regular sale was in progress.

Peddicord was on the block at the time the visitors were present and his rapid fire chant along with the fascination of seeing thousands of dollars worth of automobiles moving past the auction block led the reporter to prepare the feature article around Peddicord and the Motor City Auto Auction.

Col. Peddicord is a specialist in auto auctioneering. He works two days a week at the Motor City Auction, and also sells weekly in Toronto, Ont., and Gallipolis, Ohio. He estimates he travels 100,000 miles

annually in maintaining this schedule. Still a young man in the business, he graduated from High School in 1952 and the same year from the Reppert School of Auctioneering. He has been busy since graduation as he also conducts real estate and personal property auctions.

## Auction Institute On Radio News Wire

Col. Pop Hess, who is associated with Radio Station WRFD, Worthington, Ohio, picked up the following on the radio teletype and forwarded it to "The Auctioneer":

"To keep ahead in the business a good auctioneer has to be more than a man with a fast tongue and a heavy gavel. Some of them go to School to polish their techniques, the National Auction Institute, to be exact. The Institute is one of America's most unusual schools. In it, young and not-so-young men come to learn the trade.

"The Institute is held each summer at the Allen Academy in Bryan, Texas, in the Brazos River Valley of East-Central Texas. Col. Walter Britten, who helps run the School says there are several things that go into being a good auctioneer. As he puts it, 'A good auctioneer is someone who is capable of being a good salesman, he has a good personality, a good knowledge of the product he is selling and a keen sense of observation.'

"Apprentice auctioneers go to classes up to ten hours a day during the two week duration of the Institute. The classes run around 30 or more students and they represent all areas of the country.

"Probably the biggest thing to learn is the wide range of bidders an auctioneer will come across in his job. Some of them gesture a certain way, some cough, some grimace and some yell right out. A tug at an ear lobe may mean an offer of \$3,000 for a soup tureen. The auctioneer has to know what each bidder does to make his offer known. To put it in Britten's words, 'You have to be ready for anything.' "

### WHO WHOO'S WHO

Jill: "You puckered up your lips so . . . I thought you were going to kiss me."

ack: "Just some sand in my mouth."

Jill: "For heaven's sake, swallow it. That's what you need."



# Does Your State Have The New Universal Commercial Code?

By B. L. Wooley, Little Rock, Ark.

In many states beginning this year of 1963, and some states last year, I've heard have adopted a code called the Universal Commercial Code. We'll call it the UCC for the purpose of discussion in this article. Part of the law in this code will have an effect on the auctioneer that has liquidations in small businesses where there is an inventory or retail merchandise. The part concerning us will be found in the area of Bulk Sales under auctioneers and auctions.

If proper steps are not followed as prescribed in selling any business with a retail inventory the auctioneer can be made responsible to the creditors up to the amount of the net proceeds of the sale. As I am informed the steps are these following; but if this article deals into your business get your own opinion from your attorney and be sure.

In complying with this new USS, the auctioneer is to receive a list of creditors, common and unsecured, with the names, addresses, amounts of the indebtedness, and with the seller and auctioneer together prepare a detailed inventory and have the seller to acknowledge this by statement and Notary. After this is done, the auctioneer is to inform all creditors by registered mail of the auction and not less than 10 days prior to sale date. If there is no objecting creditors, auctioneer may proceed with the auction.

After the sale is completed and the auctioneer or seller has paid in full the creditors or prorated their proceeds to them or what ever his program was to be in the informing letter, he is to keep the records of this sale for not less than six months. This part of the act was designed to protect the creditor from the seller that would sell out by our method of auction and go NORTH with the balance of the proceeds.

If this pattern is not followed, the auctioneer may be made responsible as stated above. Incidentally, the buyers title is good when you sell your sellers goods to him

unless of course it has a properly recorded mortgage of which this new code also allows a mortgage to be taken on a shifting or floating stock of merchandise. It's still brand new law here and there have been no cases made yet.

So Professional Auctioneers should be familiar with this new code and let the part time auctioneers that muddy the water with low commissions pay a few of the sellers bills, because since it is new there will be those who get caught unaware. If this code is in your state and is different or in accordance with our thinking, how about some discussion in the next issue of the Auctioneer. Yours for more Professional Auctioneers and Professional Auctions.

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## State Auctioneers Have Fair Exhibit

BY COL. CHUCK DE LISO

At the 1963 Michigan State Fair, the Michigan Auctioneers had a trailer set up. Col. John Glassman of Dowagiac graciously donated a beautiful little house trailer for our convenience. Mrs. Glen Casey had literature printed which was passed out to the public to familiarize them with public auctions. There was also literature given to auctioneers that visited the trailer concerning organization and togetherness of the Michigan Auctioneers. Thanks John for the use of the trailer and thanks also to those who donated their time to pass out literature and speak to the public.

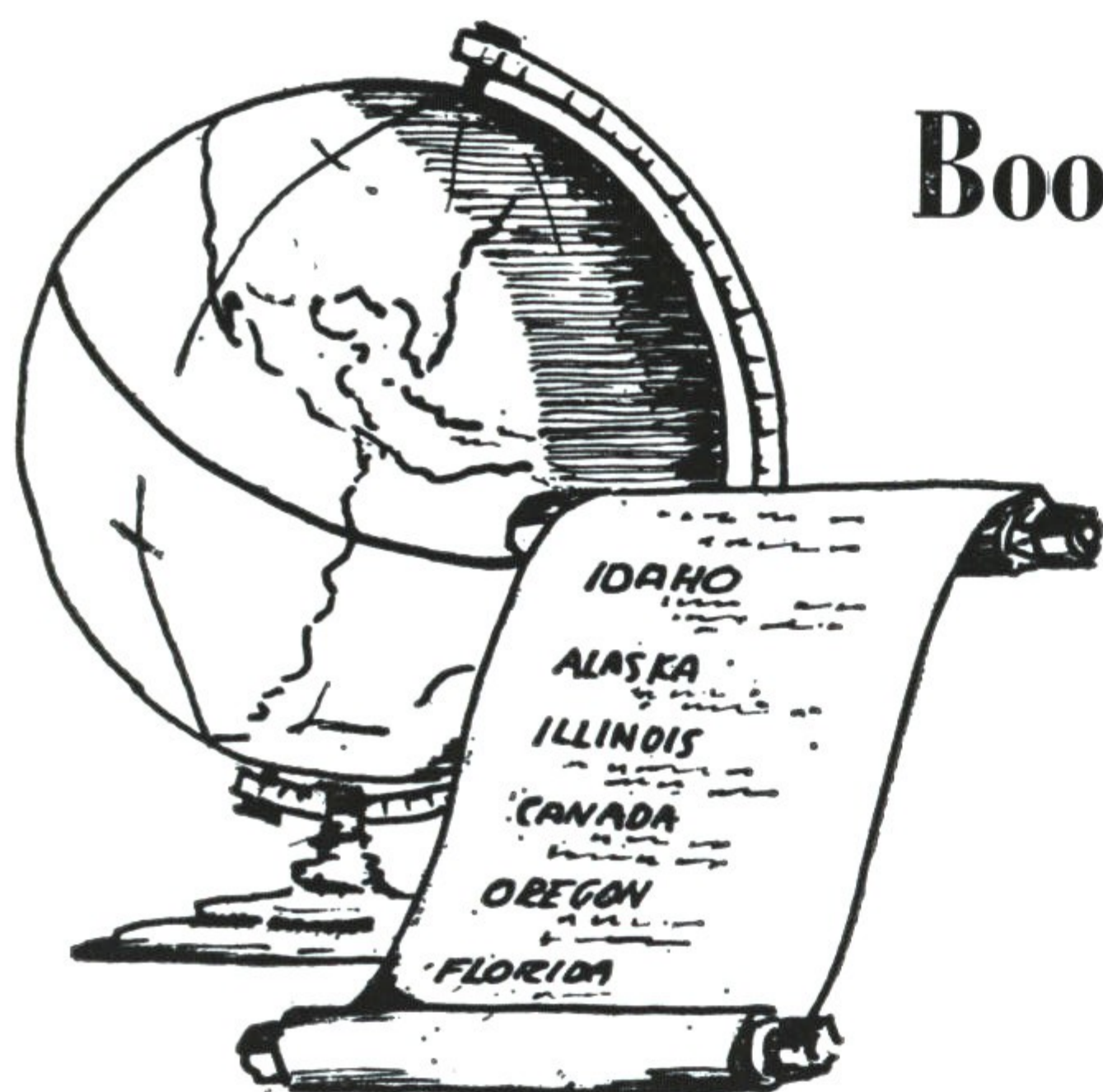
Col. Glen Casey of Williamston, President of the M.A.A. sold the 4-H stock, with the exception of the 1110-pound Grand Champion Steer, which was sold by an official of the state for a price of \$1.05 per pound, purchased by Food Fair Markets.

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Father: "My daughter's used to getting everything she wants. Can you give her that?"

Suitor: "Well, I can right now—she says all she wants is me!"





## 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.

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# IN UNITY THERE IS STRENGTH

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Col. Harold P. Higgins—Huntingdon, Que.

## ELSEWHERE

The Ladies Auxiliary to the  
National Auctioneers Association

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## THE MEMBERS SAY . . .

Dear Bernie:

I sure enjoyed being at the National Meeting in July. It was the first that I have attended but I realize I have missed a good deal by missing the fine meetings in the past. I hope that my wife and I can attend many more although I know it is impossible for me to attend every year.

My sale business has been good. We have had the worst drought in 30 years in the State of Virginia. This has caused many farmers to sell all their livestock because of feed shortage and also because of no hay nor grain produced to keep livestock through the winter. It is my opinion that the next two years will not be as good for the livestock auctioneer in this state because there will be less livestock for sale at auction.

Although I am not President of the Virginia Auctioneers Association this year, I can report that the association is trying to get more auctioneers to join the association. We have a good group and have had peace and unity at all of our meetings.

Hoping you a most successful year, I am,

Sincerely yours,  
Richard C. Wright  
Bridgewater, Virginia

\* \* \* \* \*  
Dear Bernie:

Enclosed are three cartoons for the enjoyment of my fellow auctioneers. This is a hobby of mine that seems to be developing more rapidly than my auctions at the present time, and I plan to use it to sell "auction" to the public. I have already sold the idea enclosed to newspapers here.

I'm associated with Gag Writers' Syndicate of Gardeno, California, and the firm is in the business of buying joke ideas

to sell to magazines all over the country. If anyone has any cartoon ideas, especially about auctions, they should send them to me at the address in the add I'm running in "The Auctioneer".

Yours,  
Tom Long  
Torrance, California

\* \* \* \* \*

Dear Sir:

Enclose check for membership to July of 1964.

Well the fall season has got started and we have had five sales, and got quite a few dated. Our crops are pretty good. Lots of feed and cattle are selling good. Our grass is good, cattle are fat. We have had good rains for the month of August.

Prospects for fall wheat are good. Wishing all my brother auctioneers a good sale business, and the best of health.

Yours,  
Grant R. Phillips  
Wallace, Nebraska

\* \* \* \* \*

Dear Col. Hart:

What a great convention in Ohio. I just joined the National and Pennsylvania Auctioneers Associations in January of '63 and attended the January and June State Meetings.

It was a rewarding week to talk shop to all the auctioneers from all over the country. Joining the Association was a good move as I hope to do all I can to promote the NAA Code of Ethics and the auction way of selling.

We are bringing the family to Iowa in July of '64.

The Southeastern Chapter (Pa.) has good leadership and on October 10 the women



are meeting to organize a local auxiliary.

In March I sold a home between Harrisburg and Lancaster for \$45,000. In June the Kiwanis Club has a 4-H Strawberry Round-Up and the Champion Box brought \$5.50 per qt. Last week I sold a 73 acre farm for \$46,400. The fastest real estate auction I had was June 15 for the M. F. Young Estate. The Union National Mount Joy Bank was administrator for the estate. It's hard to believe but the farm was sold in 11 minutes. Col. Ammon Boyd, another N A A member, assisted me.

This is your invitation to visit our Chapter. We meet the second Thursday each month at the Washington Inn, Churchtown, Pa.

Sincerely yours,  
Harold K. Keller  
Mt. Joy, Pa.

\* \* \* \*

Dear Bernie:

Sorry I was not at either of the conventions, but sickness prevented it.

Edd Morris and I are still busy, four sales last week, and five this week. Sold 640 acres yesterday. Crops are good here and all seems to be well.

As you know I said I was retiring when they quit asking me and that is what I meant but they do not quit.

Sold a 1915 Ford the other day for \$1440. the spotted horse, smooth, \$280.00: The spring wagon, 1914, \$150.00: old wagon, \$70.; string of sleigh bells, \$32.00; all in the farm sale, and many other things.

As Always,  
Rex Young  
Plattsmouth, Nebraska

\* \* \* \*

Dear Sir:

Please send me four (4) decals and three (3) Bumper Strips as advertised in the September issue of "The Auctioneer."

I have been working in the auction business, selling farm machinery, for several years but have just recently attended Auction School and joined the N.A.A. I am looking forward to meeting many members and hope to attend the '64 convention along with my wife.

Sincerely yours,  
Bill Knight  
Manila, Ark.

## Bennett To Address 1964 Convention

Millard Bennett, one of America's greatest inspirational speakers, has been secured to address the Annual Convention of the National Auctioneers Association in Des Moines, Iowa, July 16-18, 1964.



**MILLARD BENNETT**

Scarcely had the curtain fallen on the 1963 convention when officers of the NAA set to work to secure Mr. Bennett for the 1964 event. He is scheduled to speak Saturday evening, July 18, following the Grand Banquet and presentation of awards. His address will climax the 1964 program.

Millard Bennett is no stranger to NAA members. It was he who delivered a never to be forgotten address following the Grand Banquet at our 1959 convention in Denver. He is the author of two leading books dealing with salesmanship, "Your Three Golden Keys" and "The Power of Inspired Salesmanship."

Since his appearance at the Denver meeting, Mr. Bennett has written two more books, one of which he has condensed into 12,500 words and recorded for Success Motivation Institute, Waco, Tex. It sells for \$11.95 and is their top selling album. He has also written a sales training course, including a manual, meeting guides



and 14 recordings. It sells for \$100.00 and is going great.

Although he was 70 years old in June, Mr. Bennett says he is more active than ever. He spends two hours every day in the gym and swimming pool. Those who attend the 1964 NAA Convention in Des Moines are due for a thrilling experience in salesmanship.

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## Girl Auctioneer Also Used Car Salesman

Submitted by

Walter Carlson, Trimont, Minn.

SLEEPY EYE, Minn. — A 19-year-old Sleepy Eye woman who is both a licensed auctioneer and a used car salesman doesn't believe it is necessary to look and dress like a man just because she does what is usually considered man's work.

"As long as I am a lady, I may as well look like one," said blonde, blue-eyed June Wellnitz, whose voice is low and a little husky, but not masculine.

"I'm not built for blue jeans," she added. She's 5 feet 9 inches tall and weighs about 135 lbs.

Miss Wellnitz wears dresses while serving customers at Little Joe's Used Car Lot in Sleepy Eye, "except on the days we clean up the cars," she said. When she has an auction sale, she wears a skirt with a Western shirt and boots.

Getting male customers to trust a woman who wants to give them a price on a car sometimes presents a problem, but she can usually convince them she knows what she's talking about, Miss Wellnitz said.

"They usually ask to see 'the boss' first, but in the end they usually accept the price I give them," she said. "I know a lot more about cars than the average woman, and as much as the average man."

Miss Wellnitz became a partner in the used car lot last October. She received her

license as an auctioneer in September, after attending two weeks of school in Mason City, Iowa.

She works almost every day and some evenings at the car lot, and on Fridays and Saturdays often conducts sales — most of them household, although she has done auctioneering at cattle sales barns.

"I've always liked cars and been fascinated by auctions," Miss Wellnitz said. An only child, she said she often accompanied her father, Bert Wellnitz who farms in rural Sleepy Eye, to sales barns.

Before going into business, Miss Wellnitz attended college for two quarters at Evangel College in Springfield, Mo., and one quarter at Mankato State College. She graduated from Sleepy Eye high school in 1960. She worked a year at a produce company in Sleepy Eye to save money to buy into the car lot.

When she's not selling cars or conducting an auction, Miss Wellnitz is often riding horses.

"I like everything Western," she said. "Clothes, horses and Western songs." She owns two horses and plans to buy another soon. Her favorite activity for a date is going to the auto races.

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## Auction Market Has New Ownership

CHADRON, Neb. — The Chadron Sales Co. here is under new ownership, according to former owner Tom Ormesher.

Don and Ralph Strotheide, the new owners, have been cattle ranchers and local businessmen here all their lives. Don Strotheide has been an auctioneer with the Chadron Certified Livestock Market for four years and has been an order buyer for Corn Belt feeders for many years.

Ormesher will remain with the market in a consulting capacity.

---

We are looking for a pleasant personable man to excel in the **Auctioneering Profession**. He must be hardworking, not afraid of long hours, able to think on his feet, have plenty of initiative, and his integrity must be above reproach. If auctioneering is to be your chosen profession, join forces with the fastest expanding auction house in Canada! Age no barrier. Write, phone, or wire, Armstrong-Lawrence Auctions: 10014 109 St., Edmonton, Alberta, phone 424-7118, NOW!

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## Memberships Processed

### August 16, 1963 through September 15, 1963

(\*) New Member

Thomas F. Wakefield, Indiana  
 Ross Every, Oregon  
 Clair Kearns, Pennsylvania  
 \*Buster Hewkins, Missouri  
 \*Clifford O. Farcum, Missouri  
 \*Edward A. Eagles, Ontario  
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 \*Jimmy Joiner, Texas  
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 \*Norman K. Easley, Virginia  
 \*William H. Knight, Arkansas  
 Boyd Michael, Missouri  
 Walter L. Fritts, Kentucky  
 William O. Coats, Michigan  
 \*Edward B. Ray, Arkansas  
 \*Norman Phillips, Florida  
 Donald W. Maloney, New York  
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 Jim Richards, Oklahoma  
 E. P. Duren, Idaho  
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 R. P. Keller, Tennessee  
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 Dale E. Rawdin, Illinois  
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 Donald Kent, New York  
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 \*Robert M. Benish, Colorado  
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 \*Bill Dennis, Texas  
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 \*Floyd D. Cudd, South Carolina  
 \*Ralph E. Smith, Kansas  
 \*Ike Hamilton, Louisiana  
 \*W. G. Branscome, Jr., Mississippi  
 \*Gene M. Jones, Texas  
 Billy Dunn, North Carolina  
 Billy Hobbs, Tennessee  
 L. B. Fuqua, Tennessee  
 Bryan L. Swilley, Tennessee  
 Clyde White, Tennessee  
 Marvin D. Spitsnogle, Nebraska  
 Grant R. Phillips, Nebraska  
 Gordon Gross, Montana  
 Michael Modica, Illinois  
 J. Robert Hood, Tennessee  
 Wayne Holly, Tennessee  
 Bob Winton, Tennessee  
 William Parks, Tennessee  
 W. H. O'Connell, Montana  
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 Frank Tharp, Nebraska  
 Rod Gillespie, Nebraska  
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 C. C. Gannett, Nebraska  
 \*Robert Winegarden, Iowa  
 E. R. Harrison, Kansas  
 Rex Anderson, Nebraska  
 H. C. Jessee, Tennessee  
 W. V. Emrich, Nebraska  
 Donald Zicht, Nebraska  
 Charles W. Taylor, Nebraska



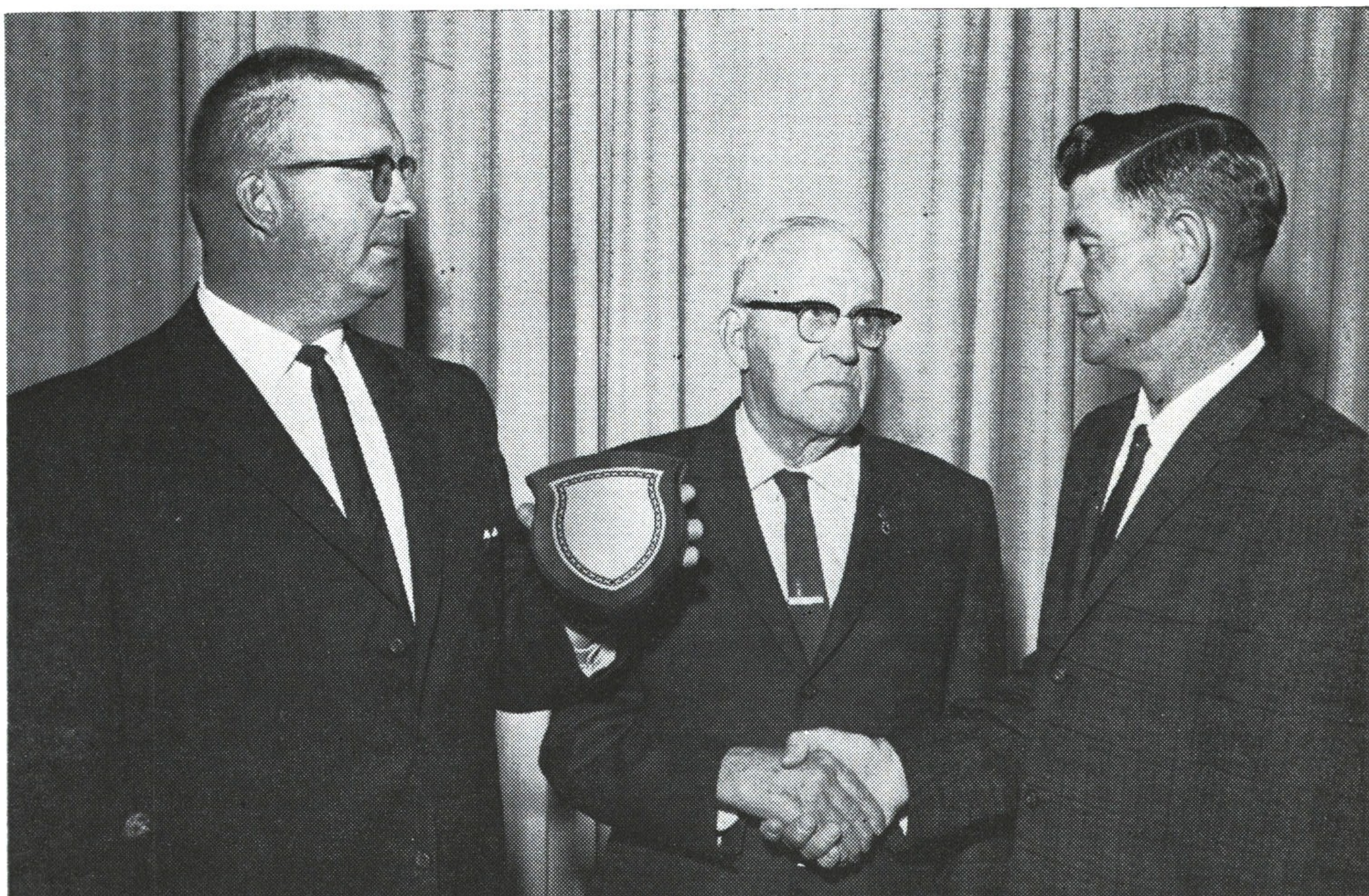
# IN UNITY THERE IS STRENGTH

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John R. Martin, Nebraska  
Gus Bender, Montana  
Ted Augstine, Kansas  
Merle Van Winkle, Kansas (Life)  
\*Ray B. Cottrell, Tennessee  
\*David Stenberg, South Dakota  
Bernard N. Vrbas, Nebraska  
Harlan Kirk, Kansas  
Harold L. Steggs, Nebraska  
John W. Heist, Nebraska  
Billy Howell, Tennessee  
Cecil Hurst, Tennessee  
R. C. Westbrook, Wyoming  
J. B. Hickerson, Kansas  
\*Billy Walker, Arkansas  
L. T. Dickens, Tennessee  
Willard Schnell, Montana  
Avery E. Forke, Nebraska  
Don L. Forke, Nebraska  
H. D. Forke, Nebraska  
Leon Ruff, Nebraska  
Bert D. Boughton, Montana  
Ray H. Feragan, Montana  
Tom J. Majors, Nebraska

Phil Neuenschwander, Indiana  
Donald Jensen, Nebraska  
Ray Sims, Kansas  
\*Ray Greij, North Dakota  
\*J. P. King, Alabama  
\*W. D. Richards, Oregon  
Paul Doss, Kansas  
John Collins, Kansas  
James Flickner, Indiana  
\*Gene Harris, Texas  
\*Hank Wisecamp, Colorado  
\*Stanley E. Stout, Kansas  
Thomas M. Caldwell, California  
Delmus Trent, Tennessee  
Eugene R. Hargis, Tennessee  
Donald Mox, Ohio  
Carl Stahl, Ohio  
Frank D. Sale, Virginia  
H. H. Chambers, Virginia  
Donald L. Day, Kansas  
George J. Nichols, New York  
Dewey Webster, Arizona  
H. Earl Wright, Ohio  
Richard C. Wright, Virginia

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Col. Dan Fuller, Albion, Nebraska, accepts plaque presented by the Nebraska Auctioneers Association in recognition of his efforts in behalf of the profession of auctioneering and his assistance to many auctioneers in getting started in the business. Shown with him are his associates in the auction business, Col. Leon Nelson (left) and Col. Ray Flanagan, both of Albion. Col. Fuller received similar recognition at the 1963 National Auctioneers Convention.





GRADUATES, Reppert School of Auctioneering, Decatur, Indiana, July 29 to Aug. 16, 1963

Top Row: Joseph R. Dieckman, Elgin, Illinois; Arvell W. Koger, Harvey, Illinois; Donald E. Wilson, Indianapolis, Indiana; Claude H. Coleman, Madison, Tennessee; Mark R. Buckley, Wilmington, Ohio; Rax Strickler, Decatur, Indiana; O. E. (Chuck) Rigney, Manchester, Tennessee; Dan Heller, Decatur, Indiana; Charles Stemowski, Shadyside, Ohio; Larry J. Dealey, Convoy, Ohio; John W. McClung, Ronceverte, West Virginia; Lyle F. Rushlow, Flint, Michigan; Ronnie D. McCracken, Springfield, Missouri; Kenneth R. Friedley, Delia, Alberta, Canada; Richard Hanchett, Standish, Michigan.

THIRD ROW: Max Spurlock, LeSage, West Virginia; Charles W. Duvall, Jr.; Belmont, Ohio; Larry E. Weil, Detroit, Michigan; Robert Lammon, Wauseon, Ohio; Tim R. Lane, Union Mills, Indiana; Glenn M. White, Heath, Ohio; Robert J. Weyandt, Celina Ohio; Paul L. Neihaus, Evansville, Indiana; Troy Whitt, Middletown, Ohio; M. H. Calhoun, Cleveland, Ohio; Bill L. Knapp, Warner, Oklahoma; Peter R. Denslow, Kirksville, Missouri; John D. Bowles, Deland Florida; Ellis B. Osburn, Valley Station, Kentucky; Grady White, Kuttawa, Kentucky; Richard P. Schroyer, Jr., Lancaster, Pennsylvania.

SECOND ROW: F. R. Alexander, Charlotte, North Carolina; Tommy A. Miller, Charleston, South Carolina; James Reeves Robinson, Canton; North Carolina; Samuel L. Schnaidt, Granville, Ohio; Milo Hackworth, Ada, Ohio; Leland Thomas, Baldwin, Mississippi; Ronald H. Wheatley, Dungannon, Virginia; Donald J. Smith, St. Petersburg, Florida; Patrick Coleman, Florence, Kentucky; Tim R. Sears, Worthington, Indiana; Walter L. Bomberger, Jr., Manheim, Pennsylvania; Malcolm L. Taylor, Burkesville, Kentucky; Murray Blair, Avonmore, Ontario, Canada; Lane Brown, Shirley, Arkansas; Robert E. Hunt, Indianapolis, Indiana; Jack A. Furr, North Charleston, South Carolina;



**FIRST ROW:** James L. Watterson, Jr.; Apple Grove, West Virginia; William Harter, Brooksville, Indiana; Elmer R. Meeker, Wapakoneta, Ohio; Walter L. Elmore, Dayton, Ohio; Joe W. Kelley, Waynesville, North Carolina; Donald C. Jenkins, Leslie, Michigan; James Arnold Garvin, Fayetteville, North Carolina; Hugh Harvey, Ephrata, Washington; Ancil L. Dodge, New Burlington, Ohio; Bill Dennis, Stamford, Texas; John B. Souder, Clearwater, Florida; Fred C. Reagan, St. Cloud, Florida; Walter R. Hughes, Beauford, South Carolina; Spencer L. Matthews, Cowan, Tennessee; David R. Bonfiglio, Coldwater, Michigan; Gary D. Shaw, Bluffton, Indiana; Joe T. Presswood, Jr.; Houston, Texas.

**STANDING ON GROUND:** John P. Zakutansky, Gary, Indiana; George A. Cott, Geneva, Indiana.

**INSTRUCTORS:** Reading from left to right: H. W. Sigrist, LaGrange, Indiana; Robert Anderson, Decatur, Indiana; Ray Elliott, Portland, Indiana; Homer Pollock, Delphos, Ohio; Roland Reppert, M. D., President and Owner; Q. R. Chaffee, dean, Towanda, Pennsylvania; Clyde Wilson, Marion, Ohio; H. D. Darnell, Cynthiana, Kentucky; C. B. Drake, Rockford, Illinois; Gene Slagle, Marion, Ohio.

## Col. Henry C. James Dies At Age of 84

Henry C. James, well-known auctioneer, died September 19 at Newton, Ill. Col. James, a resident of Jasper county all his life, was 84.

Both of his sons followed in his footsteps as successful salesmen at auction—Hamilton (Ham), Newton, and Hugh, Decatur, Ill., being well known throughout the livestock and purebred industry. Col. James is also survived by his widow and two daughters; Elizabeth, Mrs. George Henderson, Galesburg, Ill., and Eulalie, Mrs. Bernard Scott, Olney, Ill. and many grandchildren and great grandchildren.

Business is like oil, it won't mix with anything but business.

Old accountants never die; they just lose their balance.

## Colorado Auctioneers Hold Summer Meeting

By H. W. HAUSCHILDT, Secretary

The Colorado Auctioneers Association held its annual summer meeting August 26th at 1699 S. Clay, Denver. We had a very informal meeting with about 26 attending. A general discussion was held on license laws and how to keep the state from passing new license laws. Howard Shults was appointed to be on the lookout for new ordinances which might be passed without the knowledge of auctioneers. State laws might hurt or cripple the auction business. Lee Sears spoke of a politician in his locality who had already said he would see that a state law was passed to govern auctioneers.

Howard Shultz gave a little talk about state and school lands, how they sell it, where the money goes, and how the state was allotted the land in the first place.

Harvey Baldwin spoke about the nice convention in Ohio, and everything that was discussed there. Sorry we didn't make it. We had our plane tickets and closed our business for a week. Our son and daughter-in-law arrived from California to surprise us. We spent four days in Great Lakes with our daughter and family and returned to spend the rest of the time with him.

C. W. Rosvall told all about the trip he and his wife had just returned from in Europe. He told of the flower auctions in Holland. They run the flower auctions every day and they are sold by the load, so much a bunch and take them all. He also attended the auctions in other places. They had a wonderful trip and returned happy to live in Colorado.

We had a barbeque dinner, potato salad, baked beans and all the trimmings. We were entertained by western music after the meeting and everyone enjoyed it very much. We hope everyone will plan to attend the next meeting which will be the last Saturday in January. Bring all their ideas and suggestions with them and maybe we can have a good discussion. Also decide who they would want for president and secretary next year.



## Leslie A. Hyam Of Parke-Bernet Dies

Leslie Abraham Hyam, sixty-two, president, director and one of the founders of the Parke-Bernet Galleries, Inc., 980 Madison Avenue, New York City, died Tuesday, September 10, at his home in Canaan, Conn.

Mr. Hyam, who was elected president of the Galleries in October, 1953, had been a vice-president and director of the firm since it was founded in 1937. He was also Chairman of the Board of Parke-Bernet, Inc., the machinery, surplus and real estate division of the Galleries.

Born in London on August 19, 1901, Mr. Hyam was graduated from Cambridge with a degree in Physics in 1922. He came to the United States in 1923 and soon after obtained a position in the cataloguing department of the American Art Galleries. With no previous experience in the field, Mr. Hyam underwent an intensive period of self-instruction, involving observation and study, which developed an amazing depth and breadth of art expertise.

In 1937, Mr. Hyam, with Hiram H. Parke, Otto Bernet and other executives and staff, left the American Art Galleries to form the Parke-Bernet Galleries. As president, in addition to the over-all direction of the Corporation's affairs, Mr. Hyam supervised the work of the Art Cataloguing Department, whose high standards of scholarly research, which have been emulated by the auction houses of the world, he established.

A tall man of autocratic bearing, Mr. Hyam was known for his wry wit and erudition. At the time of the Galleries' record-breaking Erickson sale in 1961, he described himself as a "perfectionist with a high feeling for punctuation, spelling, accuracy and style of language," coming from reading, for thirty-nine years, every galley proof of every Parke-Bernet and American Art Galleries catalogue. He had an extraordinary knowledge of a number of specialized fields, including Far Eastern Art, French furniture, and Oriental rugs.

"He who whispers down a well about a thing he has to sell doesn't make the shining dollar like he who climbs a tree to holler."

## Limit On Auction Consignments Set

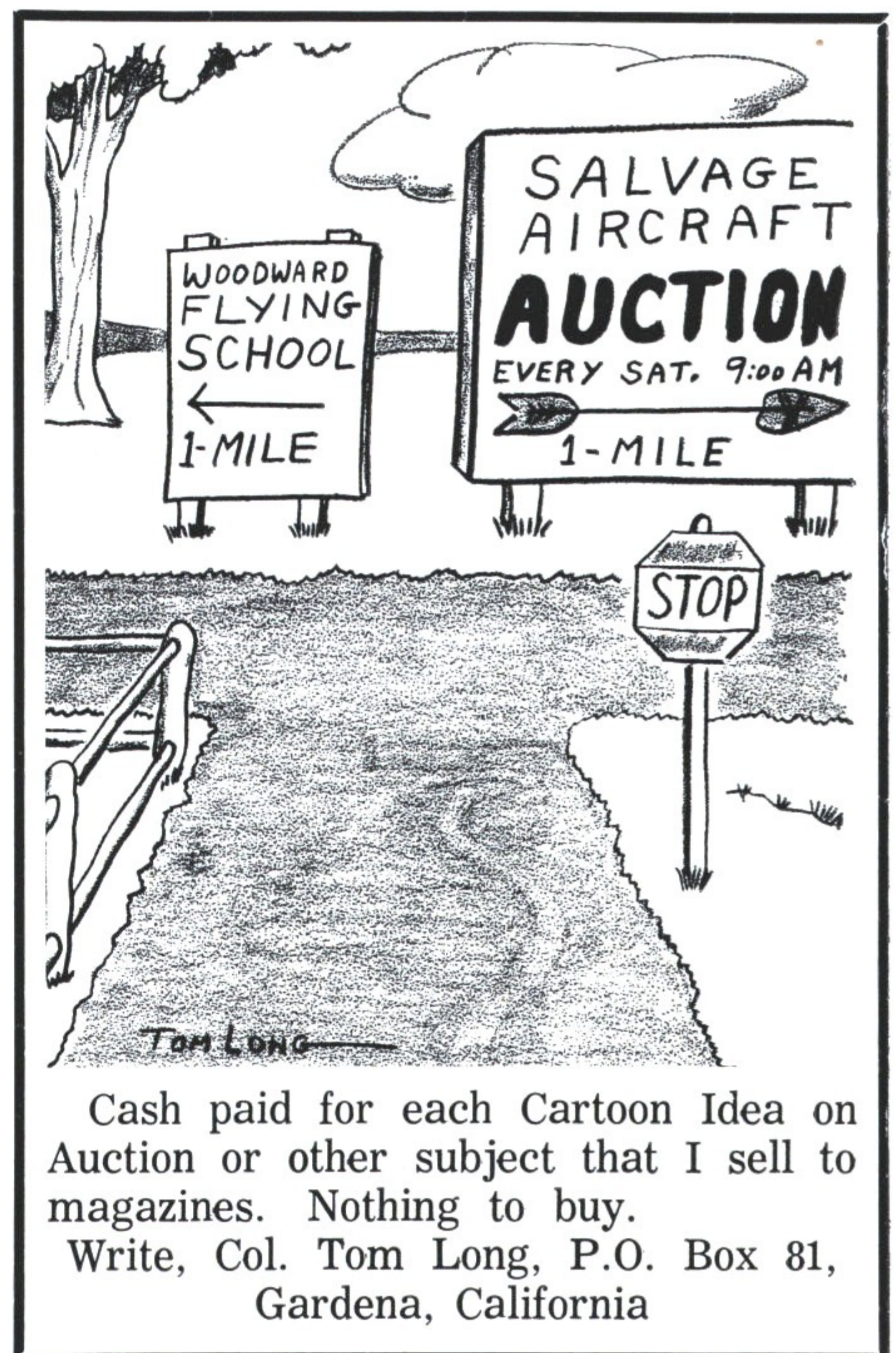
OMAHA, Neb. — "Success," as the saying goes, "breeds success."

Veterans, old-timers, and professional market men who know the Omaha Union Stock Yards recalled the popular adage this week when Charles W. O'Rourke, vice president of the firm which operates the yards, announced the firm's forthcoming series of stocker-feeder auctions.

They started with three sales, now they have six. As in the past the 1963 series will again be held on Friday, and each will be limited to a maximum of 6,000 head.

## Missouri Meeting Set

Sunday, October 27, has been set as the date for the Annual Fall Meeting of the Missouri Auctioneers Association. Auctioneers from throughout the State will gather at the Missouri Hotel in Jefferson City, for the program planned by the Officers and Directors at their meeting on September 8.





# Directory of State Auctioneers Associations

## Arkansas Auctioneers Association

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

## Colorado Auctioneers Association

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

## Idaho Auctioneers Association

President: Lyle Masters, R. 2, Buhl  
Secretary: Quinton Selby, Box 393, Cascade

## Illinois State Auctioneers Association

President: Harold Hilliard, Greenville  
Secretary: Theodore W. Lay, Girard

## Indiana Auctioneers Association

President: Walter Murphy,  
1111 N. Meridian, Lebanon  
Secretary: Dean Kruse,  
R. R. 2, Auburn

## Iowa State Auctioneers Association

President: Irving Leonard, Elkader  
Secretary: Lennis W. Bloomquist,  
RFD 2, Pocahontas

## Kansas Auctioneers Association

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

## Kentucky Auctioneers Association

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

## Maine Auctioneers Association

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

## Auctioneers Association of Maryland

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

## Massachusetts Auctioneers Association

President: Henry A. Berman,  
P. O. Box 335, Worchester  
Secretary: John Hilditch, Southville

## Michigan Auctioneers Association

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

## Missouri State Auctioneers Association

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

## Montana Auctioneers Association

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

## Nebraska Auctioneers Association

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

## New Hampshire Auctioneers Association

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

## New Jersey State Society of Auctioneers

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

## New York State Auctioneers Association

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

## North Dakota Auctioneers Association

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

## Ohio Association of Auctioneers

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

## Oklahoma State Auctioneers Association

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

## Pennsylvania Auctioneers Association

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

## South Dakota Auctioneers Association

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

## Tennessee Auctioneers Association

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

## Texas Auctioneers Association

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

## West Virginia Auctioneers Association

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

## Virginia Auctioneers Association

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

## Association of Wisconsin Auctioneers

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



# THE LIGHTER SIDE . . .

## MORONIC TITLE

A television producer received a script titled "The Optimist." He called a meeting with his staff and said: "This title should be changed to something more simple. Of course, we're intelligent and know what an optimist is, but how many of those idiots who watch TV will know he's an eye doctor?"

---

## AUTHORITY

"Tell me who is the real boss in your home?"

"Well, my wife bosses the servants and the children boss the dog and cat, and—"

"And you?"

"Well, I can say anything I like to the geraniums." —

---

## RESULTS

"Dear Editor: Thursday I lost a gold watch which I valued very highly. Friday, I placed an ad in your lost-and-found column and waited. Saturday, I went home and found the watch in the pocket of another suit. You have a wonderful paper."

---

## HOW THE BALL BOUNCES

A man accidentally swallowed a ping pong ball and was rushed into surgery for its removal. The patient insisted on having a local anaesthetic so he could watch the operation. He winced a little when the first incision was made, but actually felt nothing; nor did he feel the next cut, nor the next. However, he did become a little alarmed at the number of incisions as the surgeon cut here and there in random fashion.

"Why do you have to cut in so many places?" he asked.

"Well," replied the surgeon, cutting away, "that's the way the ball bounces!"

---

## PRECISELY

Customer — "I'll have some raw oysters, not too large nor too small, not too salty nor too fat. They must be cold and I want them quickly!"

Waiter — "Yes sir. With or without pearls?"

## WRONG WAY

The chorus girl swept into the dressing room with a mink coat draped around her arm.

"Dearie", one of the other girls said, "How did you ever get such a gorgeous mink? Why, I've been struggling for years to get one."

"Honey", replied the other, "You musn't struggle . . . ever".

---

## VISIONARY

Employer: "Look here, what did you mean by telling me you had five year's experience when you've never even had a job before?"

Young man: "Well, you advertised for a man with imagination."

---

## DAY OF ACHIEVEMENT

The little boy looked at photographs of his parent's wedding. His father described the ceremony and tried to explain its meaning.

"Oh," the child exclaimed. "Is that when you got mother to come and work for us?"

---

## THE VIEWPOINT

One man approached another in the street plainly belligerent. "See here, Jones" he began, "did you not bet me five dollars yesterday that it would be raining this morning?"

"I did," was the answer.

• "Well, the sun's shining brightly, isn't it?"

"It is."

"You haven't offered to settle have you?"

"I have not."

"Well then, when are you going to settle?"

"Look here, Quirk, I am not going to pay that five dollars. In the first place, it's wrong to bet, I follow logically, in the second place, that it's wrong to pay a bet. I was weak enough to commit the first wrong, but I draw the line on the second. Two wrongs never make a right. There's a principal at stake in this thing. I've got to meet a man around the corner. Good morning."



# IN UNITY THERE IS STRENGTH

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## TALKING ANIMAL STORY

There's the story about the Maine farmer who had a talking pig. The farmer was one of those taciturn men who kept his own counsel and nobody would even have known about the remarkable animal if a visiting Bostonian, hadn't discovered the fact. When he did, he shot a stream of excited questions at the farmer.

"How long have you had this pig?"

"Two years."

"How long has the pig been talking?"

"Two years."

"Great heavens man! Why have you never told anyone about him?"

The farmer sighed and said, "Well, I hoped he'd outgrow it."

---

## FATHER'S TURN

A young child told his friend that he was going to have a baby brother. When asked how he knew it would be a boy the child replied, "Last time mother was sick, we had a girl. Now daddy is sick."

---

## OKAY, NOW WHAT?

A Chinese student was riding in an auto with one of our western speed-demons one day. The driver saw a train coming, and said: "Unless we beat that train across we shall be delayed three minutes." He stepped on the gas, and made it, with only seconds to spare.

When they were safely across, the Oriental said quietly: "Now, what are you going to do with the three minutes?"

---

## THE REAL TEST

The club bore was boasting of his ability to distinguish between different beverages. Finally one of the listeners took a flask from his pocket and asked the connoisseur to taste it and tell him what it was. The man tasted a mouthful and promptly spit it out. "Great Scott!" he cried, "that's gasoline."

"I know," came the bland reply, "but what brand?"

---

## REAL CELEBRATION

Warden: "I've been in charge of this prison for the past 20 years, and that calls for a celebration. What kind of party would you boys like?"

Prisoners: "Open House!"

## BE MY GUEST

During a grouse hunt, an English sportsman was shooting at a clump of trees near a stone wall. Suddenly a red-faced gentleman leaned over the wall.

"I say there, old chap," he cried, "you almost hit my wife."

"Did I, old man," asked the other hunter. "Awfully sorry. Do have a shot at mine over there."

---

## ALL THE WAY

"Now," the woman lecturer asked, "is there any man in the audience who would let his wife be slandered and say nothing? If so, stand up."

A meek little man rose to his feet. The lecturer glared at him. "Do you mean to say you would let your wife be slandered and say nothing?" she thundered at him.

"Oh, I'm sorry," he apologized, "I thought you said 'slaughtered'."

---

## PERSEVERENCE

Two tramps were huddled in an alley during a chilly, rainy night, and one lamented: "This is a terrible life! Nights on park benches, cops chasing you, dodging from one town to another, never knowing where your next meal is, sneered at by everybody . . ."

"Well," the other tramp interrupted, "if it's so bad, why don't you go out and find yourself a steady job?"

"What?" exclaimed the first tramp. "And admit I'm a failure?"

---

## STANDARD PROCEDURE

The Army major was in charge of instructing a group of soldiers on the proper way to handle Army mail. At one point he demonstrated a rotary lock used to protect registered mail shipments.

"But what if one of the keys get lost?" one of the students asked.

"In that case", the major replied, "the best thing is to remove your hat and blow your head off. That would be much easier than trying to explain to the Army what became of the key".

---

## DOING OK

If you are criticized, you have either done something worth while, or refrained from doing something foolish. So congratulations!



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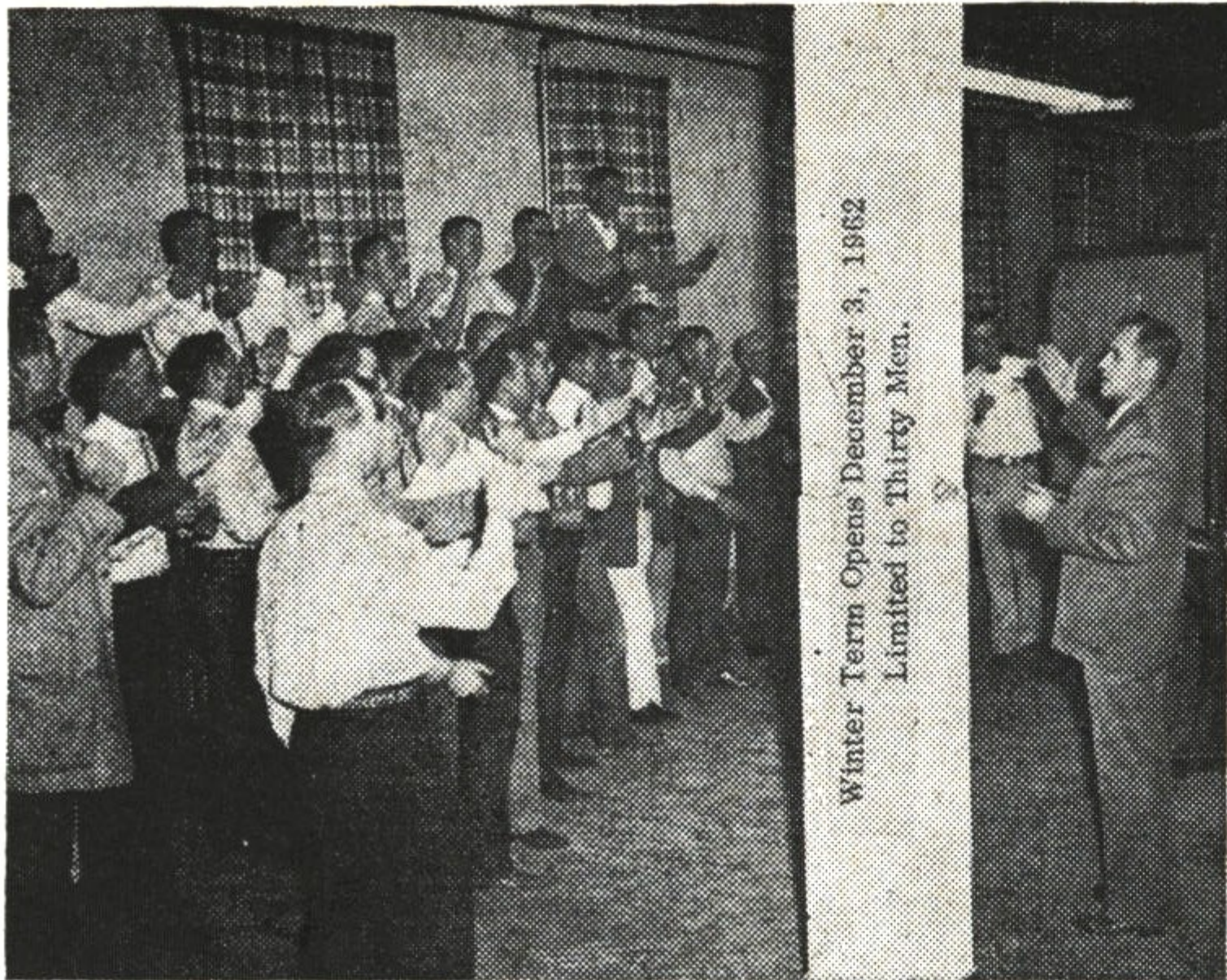
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## **Six Reasons Why People Join Professional And Trade Associations**

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

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



# Ten Reasons Why Every Member Should Get New Members

1. Added Membership will make your Association a stronger influence in your community.
2. Added Membership will give your Association a greater opportunity to help and improve Auctioneers.
3. Added Membership in your Association will help convince members of your State Legislature, and those you send to Congress that they should vote right on issues that effect you personally—Example, licensing.
4. Added Membership will enable your Association to expand its activities, with greater opportunity for all.
5. Added Membership will help your Association obtain the cooperation of leaders in legislation for the protection of the Auctioneer Profession.
6. Added Membership in your Association will enlarge your circle of friends and business contacts.
7. Added Membership in your Association will give you greater personal security in the protective support of the Association.
8. Added Membership in your Association will enable you to enjoy the storage of information and benefit thereby.
9. Added Membership in your Association will assist you in any part of the country that your profession may take you.
10. Added Membership in your Association will give you the prestige and influence that makes for success, elevating the Auctioneer profession, dispel unwarranted jealousy and selfishness.