

# THE AUCTIONEER



Happy Easter

APRIL  
VOL. V

1954  
No. 4



**GOING!**

**GOING!**

**GONE!!**



## Why Lose Out on the **BIG PROMOTIONS...**

Profitable deals won't wait for anyone. They must be cashed in on *fast*... or they're usually gone. But you don't have to pass up promotions because you lack the finances or facilities. Do as so many of your fellow auctioneers are doing. Turn over your leads to us for negotiating mutually profitable arrangements. You'll expand your operation...and your income!

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# TIME MARCHES ON SO DOES THE N.A.A.

## Meet Your New Fellow Members

This month, like the months in the past, we are happy to welcome all the new members who have joined with us and to each of them a real welcome awaits you at our National Convention in Omaha, Nebraska, July 15-16-17. Their support, added to that of the many members is helping to assure greater progress. Every day we are forging ahead. Thanks to the excellent cooperation of the membership in sponsoring new members.

Many have returned the two application cards for membership which each received in the mails in February. Those who have not returned them, remember that only three months remain before our convention. You will want to raise your hand with others in having given of your services to your Association. How about it fellows? Lets turn on the steam and get the job done now. Read this list of new members over carefully and then say to yourself, "if others can do it, so can I". Your Secretary will burn the midnight oil if necessary, so keep those applications for membership coming in faster now than ever before. Much remains to be accomplished in the next three months in order to fulfill our program. Turn on the steam fellows and watch for the results of your efforts in the June issue.

Col. Jack Schwartz, Illinois.  
\*Col. Sherman E. Reno, Iowa.  
Col. Ralph Drake, Indiana.  
Col. E. J. Reynolds, Nebraska.  
Col. L. Z. Sehorn, Oregon.  
Col. Richard Fristoe, Jr. Ohio.  
Col. Rollie Freeman, Ohio.  
Col. Cliff Probst, Louisiana.  
Col. Loyal K. Smeltzer, Indiana.

Col. Joseph J. Levy, Louisiana.  
\*Col. Bud Fennema, Illinois.  
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Col. Donald Bradley, Ohio.  
Col. Carl R. Hill, Kentucky.  
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Col. B. A. Reemtsma, Iowa.  
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Col. Paul R. Schroeder, North Dakota.  
Col. Orison R. Seibert, Illinois.  
Col. Raymond E. Field, New York.  
\*Col. Jack N. Tromanhauser, Iowa.  
Col. R. A. Hoffman, Oregon.  
Col. Lowell Buck, Illinois.  
Col. Ramayne Sherman, Indiana.  
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Col. Arnold Kolmetz, Wisconsin.  
Col. Kenneth Bozeman, Texas.  
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Col. L. L. Lawrence, Iowa.  
Col. S. P. Smith, Iowa.  
Col. Al W. Hazen, Ohio.  
\*Col. Carl Simonsen, New Jersey.  
Col. Byron C. Waddell, Michigan.  
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\*Col. Frank Heiman, Pennsylvania.  
Col. C. C. McNally, Texas.  
Col. Ike Hamilton, Louisiana.  
Col. Chet Michaels, Illinois.  
Col. Virgal L. Kimble, Oregon.  
Col. Gordon Clingan, Illinois.  
Col. Omar D. Miller, Nebraska.  
Col. Theo. A. Romerhausen, Indiana.  
Col. T. D. Preece, Nebraska.  
Col. Albert Paillet, Louisiana.  
Col. Gus Paillet, Louisiana.  
Col. Merie (Rip) Van Winkle, Kansas.  
Col. Paul Dillehay, Colorado.  
Col. John E. Rausch, Florida.

(Continued on Page 31)



# NEW YORK STATE MEMBERS

## License Law

By the Secretary

There has been brought to the attention of the National Auctioneers Association a proposed License Law for the State of New York.

We are reprinting the Act in full for the information of the members in New York State. If after reading this Act, you are not in favor of it, then marshal your forces and march on Albany, your state capital. Write your Assemblyman and your state Senator and voice vigorously your objections. Write your Governor.

Auctioneers in all the 48 states please read this Act. It can happen in your state. It has happened in some states, all because the Auctioneers were not organized and could not muster enough strength to defeat such licenses and legislation.

The National Auctioneers Association will be happy to lend all the strength and influence of its offices to defeat this measure, should the members of New York State be opposed to this Act. We are advised that few of the members in New York state have any knowledge of this bill and it is for that reason that we are reprinting it for your careful and serious consideration. If ever there was a time for concerted action by the Auctioneers it is now. We are all going to be confronted with many proposed laws in the not too distant future. Let's prepare now to defeat them by organized effort. It can be done and the only way it can be done is through organization.

STATE OF NEW YORK  
No. 2800 Int. 2676  
IN ASSEMBLY  
February 16, 1954

Introduced by Mr. INGALLS—read once  
and referred to the Committee  
on Ways and Means

### A N A C T

To amend the general business law by inserting therein a new article three in relation to the licensing and regulation of certain auctioneers and public sales at auction, and making an appropriation to the department of state for expenses of administration.

The People of the State of New York, represented in Senate and Assembly, do enact as follows:

Section 1. The general business law is hereby amended by inserting therein a new article three, to read as follows:

#### ARTICLE 3

##### Auctions and Auctioneers

Section 21. Purpose of article; declaration of policy.

21-a. Application of article; exclusions.

21-b. Definitions.

21-c. License required.

21-d. Application for license; inventory.

21-e. Form of application for license.

21-f. When license shall not be issued.

21-g. Rules and regulations; enforcement of article; investigations.

21-h. Department of state to employ agents.

21-i. Notice of hearings; determinations; certiorari.

21-j. Issuance of licenses; fees; bonds; revocation.

21-k. Posting and surrender of license certificates.

21-l. Conduct of sales at public auction.

21-m. Return of articles.

21-n. Refund of fees.

21-o. Disposition of fees and other revenues.



21-p. Commissions; penalty.

21-q. Records to be kept by auctioneers in cities of the first class.

21-r. Violations.

21-s. Separability.

§ 21. Purpose of article; declaration of policy. It is the purpose of the legislature, in enacting this article, to prevent fraud and deceit in connection with sales at public auction, and to safeguard and protect the security, well-being and general welfare of the public. To that end it is hereby determined and declared that the honest and honorable conduct of sales at public auction is a matter affected with a public interest and subject to the supervision of the state for the purpose of protecting the public against fraud, deceit and similar abuses.

The legislature finds, up on due consideration, that there has been no time in the history of the state when it was lawful for citizens generally to pursue the occupation of auctioneer or to engage in the business of selling property at public vendue. During and ever since colonial times the calling of auctioneer has been regarded as a vocation not open to all, but subject to special license and authority.

The appointment of auctioneers and the regulation of their rights, duties and compensation have always been the subject of legislation in this state. It has from the first been assumed in dealing with the subject by the public authorities that no person has a natural right to prosecute such a business at his pleasure, and privileges to do so have always been granted by some authority, subject to conditions and regulations which have excluded the great body of the people from the prosecution of such business.

The right to regulate, control and limit the number of persons employed in such business has been exercised by the legislature as one of its acknowledged police powers, from colonial times to the present. The persons who have been permitted to pursue the vocation of auctioneering in the state have always enjoyed special privileges and have been subject to special conditions and restrictions.

During the last several years, however, there has arisen a constantly increasing evil in connection with itinerant sales at public auction by transient auctioneers not now covered by law. These persons are not engaged in legitimate auctioneering in good faith, but acquire miscellaneous stocks of goods for the sole purpose of disposing of them at public auction as an established and continuous merchandising practice. Among these there have been evil disposed persons who have wrongfully obtained considerable sums of money from unwary customers, to the severe injury and impoverishment of such customers, by means of deceit, artifice, trick, false pretenses, and reckless disregard of truth and of numerous statutes of the state. Such persons, moreover, have injured legitimate business and merchants by open and defiant violation of the laws prohibiting price-cutting of brand name commodities and unfair competition.

By reason of the transient nature of the business of such persons, their financial irresponsibility in many instances, their tendency to defraud and the abundant opportunities which they possess for the perpetration of fraud, such abuses are general and difficult to control. The facility of such persons in moving from place to place has made local legislation wholly inadequate. The conditions thus created cause or threaten to cause injuries to the public so serious that the public should not be compelled to tolerate them.

The legislature, therefore, declares that in its considered judgment the public good and the general welfare of the people of the state require the enactment of this measure, under the police power of the state, as demanded by the public interest, to safeguard and protect the public from fraud, harm and damage, by making adequate provision for the licensing and regulation of auctioneers and sales at public auction, except in those instances specifically exempted from the operation of this article.

§ 21-a. Application of article; exclusions. 1. The provisions of this article shall be held to be in addition to, and not in substitution for or limitation of,



the provisions of any other law of the state.

2. Nothing in this article shall repeal or supersede or affect the operation of chapter thirty-two, title B, article twenty-one of the administrative code of the city of New York.

3. The license to sell at public auction required by this article shall not be in place of, but shall be in addition to, and such license required by a local law or ordinance of any municipal corporation in which such sale is proposed to be held.

4. Nothing in this article shall repeal or supersede the power of a municipal corporation to regulate hawkers and peddlers within the limits of such corporation, or to levy a tax upon persons conducting transient retail business therein pursuant to section eighty-five-a of the general municipal law as last amended by chapter five hundred twenty of the laws of nineteen hundred thirty-one.

5. The provisions of this article shall apply equally to residents and non-residents of any municipal corporation in which a sale at public auction is proposed to be held.

6. The provisions of this article shall not apply to any sale at public auction.

(a) of real estate.

(b) in a home, or in a public auction room, of the furnishings of such home.

(c) of farm machinery and other appurtenances of farming.

(d) of farm produce, poultry, live stock or other agricultural products in their natural state.

(e) by a licensed pawnbroker or loan company offering for sale or selling unredeemed pledges or chattels in the manner provided by law.

(f) by a regularly established merchant who closes out items of his regular stock or who sells goods damaged in his own establishment.

(g) under or by virtue of any rule, order or judgment of any court, or under any bona fide mortgage, or pursuant to any statute.

(h) by any public officer, executor, administrator, guardian, assignee of an insolvent debtor or bankrupt, or any other person required by law to sell personal property.

(i) of property belonging to the state of New York or any of its political subdivisions or the United States.

(j) under or by virtue of any law relating to the collection of any tax or duty of the state of New York or its political subdivisions or the United States.

(k) of goods, articles or commodities in interstate commerce.

(l) by a charitable or religious organization in furtherance of the objects for which such organization exists, or of goods donated by the owners thereof, the proceeds of which are to be applied to any charitable, religious or philanthropic purpose.

Provided, however, that nothing herein contained shall be construed as authorizing any sale at public auction in such expected cases upon any false or fraudulent representation.

§ 21-b. Definitions. As used in this article:

"Department" means the department of state or the secretary of state.

"Person" means an individual, partnership, corporation, association or any other form of business enterprise, or any agent, affiliate or assignee thereof.

"Sale at auction" or "sale at public auction" means a sale or offering for sale to the highest bidder of any goods, wares or merchandise in any building, tent or other structure, or from a motor vehicle, railroad box car, or boat, or in any highway, street or alley, or in any other public place, where any and all persons who choose are permitted to attend and offer bids.

"Applicant" means a person as herein defined who has applied to the secretary of state for a license under this article to sell or offer for sale at public auction any goods as herein defined.

"Goods" means any goods, wares, works of art, commodities, compounds or things, chattels, merchandise or personal property which may be lawfully kept or offered for sale, except as otherwise specifically provided in section twenty-one-a of this article.

§ 21-c. License required. Except as otherwise provided in this article it shall be unlawful for any person to sell or offer for sale at public auction any goods, wares or merchandise, whether the same be his property or that of an-



other, unless licensed to do so as hereinafter provided.

§ 21-d. Application for license; inventory. An applicant for the license required under this article shall file an application therefor with the secretary of state not later than thirty days prior to the auction sale to be licensed, upon a form prescribed by the secretary of state. He shall attach to such application a true and correct detailed inventory, item by item and article by article, listing each separate article proposed to be sold at such sale at auction, with an inventory number for each article. He shall also set forth opposite the description of each separate article in such inventory, and before presenting such application, the actual cost price of each such article to him, the place of manufacture of each such article and the place where it is located at the time of filing such application. The applicant shall thereupon duly verify such application and inventory by his personal oath or affirmation. If the license is granted, he must before the beginning of such sale at auction attach to each article to be sold a card or ticket with the inventory number of such article inscribed thereon, so that the number of each article described in such inventory and set opposite the description of each article described, corresponds to the number of such card or ticket.

§ 21-e. Form of application for license. Every application for a license to sell at public auction shall be made to and filed in the office of the secretary of state, upon a form prescribed by the secretary of state, and shall set forth or include at least the following:

1. The name, residence address and business address of the applicant.

2. The applicant's photograph in duplicate, in passport size, and also fingerprints of his two hands recorded in such manner as may be specified by the secretary of state. Before approving such application it shall be the duty of the secretary of state to compare such fingerprints with fingerprints filed in the division of criminal identification, records and statistics of the state department of correction.

3. Written certification of at least two reputable citizens, each of whom shall certify that he has personally known the

applicant for at least five years prior to the filing of the application, that he has read such application and believes each of the statements made therein to be true, that such applicant is honest, of good character and competent, and not related to the person so certifying by blood or marriage. Such certification shall be signed by such reputable citizens and duly verified and acknowledged by them before an officer authorized to take oaths and acknowledgment of deeds.

4. The type of business the applicant has been engaged in during the two years prior to such application, stating names and places.

5. The premises where and the period during which the proposed sale at auction will be conducted.

6. Whether the proposed sale is to be held at the applicant's existing regularly established place of business wherein his regular business has been operated for at least one year prior to the application.

7. Whether the applicant will be continuously present at the sale.

8. The name, address and occupational history for the preceding two years of each person other than the applicant who will participate in conducting the proposed sale.

9. Whether any additions to the stock of goods proposed to be sold have been made within sixty days prior to the date of application; and if so, the applicant will furnish a separate inventory thereof containing all details required in the regular inventory.

10. Whether, after filing the application and before the end of the proposed sale, the applicant will make or permit additions to be made to the stock of merchandise described in the required inventory.

11: Whether the applicant has conducted or participated in any sale at auction within a period of five years prior to such application; and if so, a brief description of the character of each such sale and a statement of the time and place thereof.

12. Whether the applicant has owned or conducted within one year prior to such application any other store or place of business other than the one stated in the application as his regular place of



business; and if so, where it was located and its character.

13. The purpose for which the proposed sale is to be held.

14. Whether the applicant, and those participating in the conduct of the proposed sale, will truly represent at all times to all persons attending the actual facts regarding the quality and manufacture of any article offered for sale at such sale at auction.

15. Whether the applicant has attached to such application a correct detailed inventory of the stock of goods proposed to be sold at such sale; whether he has given each separate article in such inventory a number, and whether he has down opposite each item the actual cost price thereof to him and the place of its manufacture and present location, and whether he agrees in case a license is granted to attach to each article offered for sale a card or ticket with the number of the article inscribed thereon corresponding to the inventory number.

16. Whether the applicant or any person whom he proposes to use as auctioneer or other employee at the proposed sale has been convicted of any violation of this article within six years prior to such application.

§ 21-f. When license shall not be issued. 1. No license shall be granted for any sale at auction unless the secretary of state is satisfied that neither fraud nor deception of any kind is contemplated or will be practiced at such sale, and that neither the sale, the reasons therefore, nor the goods to be sold have been or will thereafter be fraudulently or falsely advertised or in any way misrepresented in connection with such sale at auction.

2. No such sale shall be licensed or permitted for a period of more than thirty consecutive days, exclusive of Sundays and holidays.

3. No sale at auction shall be licensed or permitted unless it is to be held at the applicant's regularly established place of business, which must be a place wherein such regular business has been operated for a period of at least one year prior to his application for a license.

4. No license shall be granted for any sale at auction if it appears that the

applicant or any agent, affiliate, assignee or other person acting for him has within the period of two years prior to his application conducted a similar sale at auction either in the same place of business or at any other place.

5. No person who has been convicted of a violation of any of the provisions of this article shall for a period of six years after such conviction be granted a license under this article or act as auctioneer or be employed in any manner at or in connection with any sale at auction licensed under this article.

§ 21-g. Rules and regulations; enforcement of article; investigations. 1. The secretary of state shall have the power to make such rules and regulations, not inconsistent with the purpose and intent of this article, as he may from time to time deem necessary or desirable for the proper administration and enforcement of the provisions of this article, and to amend or repeal any of such rules and regulations.

2. The secretary of state shall have the power to enforce the provisions of this article, and upon complaint of any person, or on his own initiative, to investigate any violation thereof, or to investigate the business, business practices and business methods of any person applying for or holding a license to conduct a sale at public auction, if in the opinion of the secretary of state such investigation is warranted. Each such applicant or licensee shall be obliged, on request of the secretary of state, to supply such information as may be required concerning his business, business practices or business methods or proposed business practices or methods.

3. For the purpose of enforcing the provisions of this article and in making investigations relating to any violation thereof, and for the purpose of investigating the character, competency and integrity of an applicant or licensee hereunder, and for the purpose of investigating the business, business practices and business methods of any applicant or licensee, the department of state, acting by such officer or person in the department as the secretary of state may designate, shall have the power to subpoena and bring before the officer or person so designated any person in this state, and require the production



of any books or papers which he deems relevant to the inquiry, and administer an oath to and take testimony of any person or cause his deposition to be taken, with the same fees and mileage and in the same manner as prescribed by law for civil cases and in a court of record, except that no applicant or licensee shall be entitled to such fees and/or mileage.

4. Any person, duly subpoenaed, who fails to obey such subpoena without reasonable cause, or who without such cause refuses to be examined or to answer any legal or pertinent question as to the character or qualification of such applicant or licensee or such applicant's or licensee's business, business practices and methods, or in regard to any violation of this article, shall be guilty of a misdemeanor.

5. The testimony of witnesses in any such proceeding shall be under oath, which the secretary of state or one of his deputies, or a subordinate of the department of state designated by the secretary of state, may administer, and wilful false swearing in any such proceeding shall be perjury.

§ 21-h. Department of state to employ agents. The department of state is hereby authorized to employ such agent or agents as the secretary of state may deem necessary to enable the department of state to carry out the provisions of this article and to enforce compliance therewith; and the secretary of state and each such agent so employed by him are hereby endowed, in respect to violations of any of the provisions of this article, with all the powers of a peace officer.

§ 21-i. Notice of hearings; determinations; certiorari. 1. The department of state shall, before denying an application for a license or before revoking any license under this article, and at least ten days prior to the date set for a hearing on such matter, and upon due notice to each complainant or objector, notify in writing the applicant for or the holder of such license of any charge made against him, and shall afford such applicant or licensee an opportunity to be heard in person or by counsel in reference thereto. Such written notice may

be served by delivery of the same personally to the applicant or licensee or by mailing the same by registered mail to the last known business address of such applicant or licensee.

2. The hearing on such charges shall be at such time and place as the department of state shall prescribe and shall be conducted by such officer or person in the department as the secretary of state may designate, who shall have power to subpoena and bring before the officer or person so designated any person in this state, and administer an oath to and take testimony of any person or cause his deposition to be taken, with the same fees and mileage as prescribed by law in courts of this state in civil cases. Such officer or person in the department of state designated to take such testimony shall not be bound by common law or statutory rules of evidence or by technical or formal rules of procedure.

3. In the event that the department shall deny the application for or revoke or suspend any such license, its determination shall be in writing and officially signed. The original of such determination, when so signed, shall be filed in the department, and a copy thereof shall be mailed to the applicant or licensee and to the complainant, if any, within two days after the filing thereof.

4. The action of the department of state in granting or refusing to grant a license under this article, or in revoking or suspending or refusing to revoke or suspend such a license, shall be subject to review by a proceeding instituted under article seventy-eight of the civil practice act at the instance of the applicant for such license, the holder of a license so revoked or suspended, or any other person aggrieved.

§ 21-j. Issuance of licenses; fees; bonds; revocation. 1. When an application under this article shall have been examined and such further inquiry and investigation made as the secretary of state shall deem proper, and when the secretary of state shall be satisfied therefrom of the good character, competency and integrity of the applicant and of the applicant's compliance with



the provisions of this article, the department of state shall issue and deliver to such applicant a certificate of license to conduct a sale at public auction on the premises and for the period stated in such application, upon the applicant's paying to the department of state for each such certificate of license so issued, for the use of the state, a license fee of two hundred dollars, and upon the applicant's executing, delivering and filing in the office of such department a surety company bond in a sum equal to one-half of the cost to such applicant of the goods inventoried for sale under the provisions of this article, which surety bond must be written by a company recognized and approved by the superintendent of insurance of the state and approved by the department of state with respect to its form, manner of execution and sufficiency.

2. The obligation of such bond shall assure that the sale at auction will be conducted in compliance with the requirements of this article, and without violation of any statute of the state of New York. Such bond shall be taken in the name of the people of the state of New York, and any person injured by the violation of any of the provisions of this article or by the wilful, malicious and wrongful act of the licensee or any of his employees may bring an action on such bond in his own name against such licensee or employee or both, to recover damages suffered. Such bond shall continue in effect until expiration of the statute of limitations on all claims secured by such bond.

3. The license certificate granted pursuant to this article shall be in a form prescribed by the secretary of state and shall specify the full name and residence of the applicant, the premises where and the period for which the proposed sale at auction is to be conducted, the date on which it is issued and the date on which it will expire.

4. The license granted pursuant to this article shall be revocable at any time by the department of state for cause shown, and in the event of such revocation no refund shall be made in respect of any license fee paid under the provisions of this article.

§ 21-k. Posting and surrender of license certificate. The license certificate issued by the department of state pursuant to this article must be posted and displayed in a conspicuous place on the premises where a licensed sale at auction is conducted, at all times while such sale is in progress, so that all persons visiting such place may readily see the same. Such certificate shall at all reasonable times be subject to inspection by the secretary of state or his authorized representative or by any police officer. It shall be unlawful for any person holding such license certificate to post such certificate or permit it to be posted upon premises other than those described therein, or knowingly to alter, deface or destroy any such license certificate. Every license certificate shall be surrendered to the department of state within seventy-two hours after its term shall have expired or after notice in writing to the holder that such license has been revoked or suspended. Failure to comply with any of the provisions of this section is a misdemeanor and sufficient cause for the revocation of such license.

§ 21-l. Conduct of sales at public auctions. 1. No personal property shall be offered for sale or sold at public auction in any highway, street, avenue, alley or public thoroughfare.

2. The sale at public auction of all goods shall be made in the daytime, between eight o'clock in the morning and six o'clock in the evening, except that a sale at auction may be conducted after six o'clock in the evening pursuant to a special permit issued by the secretary of state, in his discretion and upon such reasonable conditions as he shall prescribe. The fee for such permit, if granted, shall be twenty-five dollars for each evening in which such sale is permitted.

3. The person to whom a license for a sale at public auction has been granted, or his duly authorized agent, shall remain in continuous attendance upon such sale at all times while such sale is being conducted, and shall be responsible for any violation of this article.



4. During any sale at public auction no additions whatsoever shall be made to the stock of merchandise set forth in the inventory attached to the application for a license, and nothing shall be offered for sale or sold at any such sale at auction which is in addition to the stock of merchandise described in such inventory or which has been added to the applicant's stock within a period of sixty days prior to the date of filing such application.

5. At all sales at auction the applicant and all persons participating in the conduct of such sale must truly and correctly represent at all times to the public attending such auction the actual facts in respect to the quality and manufacture of any article offered for sale or sold at such auction, and if requested by a bidder or prospective bidder must state truly and correctly the cost to such applicant of each article put up for sale.

6. No goods shall be offered for sale or sold at public auction unless there is securely attached to each article so offered for sale or sold a tag or label upon which there shall be plainly written or printed in English a true and correct statement of the kind and quality of the wood, metal, fabric or other material or materials of which such article is made or composed. When a new article is offered for sale or sold such tag or label shall set forth the true name of the manufacturer thereof, and second-hand articles shall be described on such tag or label as such. Such tag or label shall remain securely attached to any such article and shall be delivered to the purchaser as a true and correct description and representation of the article sold.

7. No person shall sell or offer for sale at any sale at public auction any goods which have been falsely described or concerning which any untruthful statement has been made as to character, materials, manufacture, quality, kind, description or cost.

8. The following acts, omissions or practices in connection with sales at public auction are also prohibited:

(a) Offering property for sale which has once been struck off to the highest bidder.

(b) The substitution of another article for that bid upon by the prospective purchaser.

(c) A sale by a person other than the licensed auctioneer named in the application.

(d) The use of false or fictitious bidders, commonly known as "cappers," "puffers," "boosters" or "shills."

(e) The employment of any means of attracting the attention of purchaser, other than a sign or flag, at or near any public auction, including bells, buzzers, ballyhoo, loud speakers or any variety of mechanical or excessive vocal sound.

(f) The use of any false or misleading advertising matter.

§ 21-m. Return of articles. 1. Any purchaser of goods at any sale at public auction may return such goods to the license holder conducting such sale at any time within five days from the day of sale, if such goods were sold under any false representation, and such license holder shall thereupon return to the purchaser the price of the article.

2. Every person licensed under this article shall post at every auction sale conducted by him, and keep posted during such sale, in a conspicuous place so that it can be readily seen, a sign or placard reciting subdivision one of this section. Such sign shall be printed in twenty-four point type, and shall be prepared and furnished by the department of state free at cost.

§ 21-n. Refund of fees. If a license for which application is made under this article has been denied, the fee received therefor may be refunded upon approval by the secretary of state and after audit by the comptroller, from any moneys received from the operation of this article and in the custody of the department.

§ 21-o. Disposition of fees and other revenue. All fees and other moneys derived from the operation of this article shall on the fifth day of each month be paid by the department of state into the state treasury.

§ 21-p. Commissions; penalty. An auctioneer in any county other than a county within the city of New York shall not, without a previous agreement in writing



with the owner or consignee of the goods sold, demand or receive a greater compensation for his services than a commission of two and one-half per centum on the amount of any sale, public or private, made by him. For a violation of this section he shall refund the moneys illegally received and forfeit two hundred fifty dollars to each person from whom he demands or receives an unlawful compensation or commission.

§ 21-q. Records to be kept by auctioneers in cities of the first class. 1. Except as may be otherwise provided pursuant to chapter thirty-two, title B, article twenty-one of the administrative code of the city of New York or rules and regulations promulgated thereunder, every auctioneer or person engaged in the business of selling goods at auction in a city of the first class, whether acting in his own behalf or as the officer, agent or representative of another, shall upon the receipt or acceptance by him of any goods for the purpose of sale at auction, and before offering the same or any part thereof for sale at auction, write or cause to be written in a book to be kept by him for the purpose the name and address of the person who employed him to sell such goods at auction; the name and address of the person for whose benefit, behalf or account such goods are to be sold at auction; the name and address of the person from whom such auctioneer received or accepted such goods; the name and address of the person who was the owner, the authorized agent of the owner or the consignor of such goods immediately prior to the receipt or acceptance for the purpose of sale at auction of the same by such auctioneer; the location, with street and number, if any, of such goods immediately prior to the receipt or acceptance of the same by such auctioneer for the purpose of sale at auction; the date of the receipt or acceptance by such auctioneer of such goods for the purpose of sale at auction; the place, with street and number, if any, in which such goods are to be held, kept or stored until sold or offered for sale at auction; the place, with street and number, if any, in which such goods are to be sold or offered for sale at auction; a description of such goods, the quantity thereof and the distinctive marks thereon, if any; the terms and conditions upon

which such auctioneer receives or accepts such goods for sale at auction.

2. Such book and the entries therein shall at all reasonable times be open to the inspection of the mayor and the head of the police department of the city in which such goods are sold or to be sold at auction; and the district attorney of the county in which such city is located or which is part of such city. Such book and the entries therein shall also be open to the inspection of any person duly authorized in writing for that purpose by any of such officers, upon exhibiting such written authorization to such auctioneer.

3. Any person who violates or does not comply with the provisions of this section, or any auctioneer or person engaged in the business of selling goods at auction who shall fail, neglect or refuse to permit or allow an inspection as required by this section of the book which he is required by this section to keep, shall be guilty of a misdemeanor.

§ 21-r. Violations. A violation of any provision of this article is a misdemeanor. Each day on which any such violation occurs shall constitute a separate violation.

§ 21-s. Separability. If any provision of this article or the application thereof to any person or circumstances is held invalid, the remainder of the article and the application of such provision to any other person or circumstance shall not be affected thereby.

§ 2. The sum of twenty-five thousand dollars (\$25,000), or so much thereof as may be necessary, is hereby appropriated and made available, in the first instance, to the department of state out of any moneys in the state treasury in the general fund to the credit of the state purposes fund not otherwise appropriated, to pay the expenses, including personal services, maintenance and operation, and travel, of carrying out the provisions of article three of the general business law, as added by this act. The moneys hereby appropriated shall be paid from the state treasury on the audit and warrant of the comptroller on vouchers approved by the secretary of state in the manner provided by law.



§ 3. Laws repealed. Article three of the general business law, as added by chapter twenty-five of the laws of nineteen hundred nine, comprising sections twenty-one and twenty-two of such article, as added by such chapter twenty-five of the laws of nineteen hundred nine; sections twenty-five, twenty-six and twenty-seven of such article, as added by chapter six hundred forty of the laws

of nineteen hundred ten, and section twenty-eight of such article, as added by chapter six hundred forty of the laws of nineteen hundred ten and last amended by chapter thirty-nine of the laws of nineteen hundred forty-one, is hereby repealed.

§ 4. This act shall take effect September first, nineteen hundred fifty-four.

## BELIEVE IT OR NOT



Col. C. B. Drake

Just as this issue was going to press news reached us that Col. C. B. Drake, of Decatur, Illinois, 2nd Vice-President of the National Auctioneers Association, became the proud Father of a baby daughter born on March 17th, weight six pounds and seven ounces. Mother and daughter are doing fine and Colonel Drake is reaching into his bank account.

In view of an estimated attendance of 1500 at our National Convention, we suggest that Colonel Drake purchase a cigar factory. Auctioneers being used to smoking only the best Corona-Corona will be in order.

## X What America Means

I believe in the United States of America without reservations.

It is my home, my country;

It is my hope, my concern.

Here I work and rest.

Here I build and dream.

Here is security for my loved ones.

Here my toil is rewarded with an unmatched abundance for my well-being.

Here freedom to live, to think, and to worship is mine, guaranteed by law and our Constitution.

Here I am part of government, able to vote, to serve, and to carry my share of the common load.

God grant me wisdom and strength to safeguard my country's welfare with devotion great enough to measure up to her greatness.

F. J. HOFFMAN.

### PUBLISHER INTERVIEWED

The current "Camerica," supplement to "The Dayton Daily News," contains a full-page picture-story about publisher George W. Linn and editor Carl Rueth and their work producing "Linn's Weekly Stamp News."

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





Pictured above group of Wisconsin Auctioneers who met with representative of the N. A. A., to make plans for attending the national convention in Omaha, Nebraska, July 15-16-17. They are standing left to right Col. Peter VanVeghel, Col. John Freund, Col. Walter Heize, Col. Vic Hanson, Col. Don Lloyd, Col. Arnold Kolmetz. Seated left to right Col. Myrle Lloyd, Col. Ernest Freund—President of Wisconsin Auctioneers Association. Col. H. W. Sigrist, 1st Vice President of the N. A. A., Col. Larry D. Gilbertson, Secretary of the Wisconsin Auctioneers Association and Col. M. P. Parkins.



## Secretary's Message

A few days ago I was in Philadelphia in conference with the President and Trust Officer of a bank, negotiating for the liquidation of an estate of which they were the Executors. I arrived at the appointed time but was required to wait as they were busy with a salesman who managed to get in to see them without an appointment just about ten minutes before my arrival. The door to their room was left open, so I enjoyed listening to what I thought was a master salesman. He obtained a mighty big order. As he left the room I introduced myself, and congratulated him on obtaining such a fine order. He told me he had been trying for years to obtain business from this particular bank, but without results. He agreed that he had met many disappointments at their hands, but he smiled and said, 'I always remember that they can say "No" a thousand times but it takes only one "yes" for me to get an order. This salesman knows the difference between success and failure.

Now an Auctioneer meets many failures but he must never permit himself to be overcome by discouragement. Failure and discouragement are not synonymous terms. The difference lies solely in the attitude of the individual Auctioneer.

We of the National Auctioneers Association are salesmen in every sense. We are trying to sell our Association to professional men (Auctioneers) and to the public. If you haven't been doing just that during the past few months, then you had better start now. Those of you who have, no doubt met many a "no" with the excuse

1. "Can't afford it".
2. "No time for it".
3. "I don't agree with some of the things the Association does".
4. "I can't join now, maybe later".
5. "I'm a successful Auctioneer, I don't need the Association".
6. "The Association does not do anything".
7. "My business is too small".
8. "I belong to too many organizations now".

9. "I was a member once but didn't get anything out of it".

10. "I'm not interested in the Association".

Such feeble excuses coming from a professional man seems to me to be incredible. It is not expected of a member to obtain every Auctioneer whom he may contact, but you do have an expectancy of success. Otherwise our Association would never be successful. The vagaries of the attitude of our prospective members are just as real as the uncertainties of the weather. We do not get rain when we want it, nor can we always depend on sunshine. As members we must satisfy ourselves that our cause is just and that we are using the right methods to interest Auctioneers in our Association. With such philosophy the law of averages will work in our favor and desired results are certain to come to us.

Why can't we all be like the salesman and even though we are met with a "No" never permit that to deter us in our efforts to recruit new members. The Auctioneer that told you "No" today will say "Yes" tomorrow. Your continued persistence spells success, not only in getting new members, but in every line of endeavor. Let's eliminate the word "No" from our vocabulary and think only in the term of "Yes".

About two years ago I approached an Auctioneer to become a member and he replied "what can they do for me", I said, "it isn't what they can do for you, it is what you can do for the Association" and that if the membership knew that your interest was purely selfish, I doubt if your application would be accepted. Two months later we crossed paths again and he requested that I submit his application for membership. He had been thinking it over and realized that perhaps he could do something that would be helpful to others. Now he rejoices in giving the benefit of his experiences, knowledge and ability and is an enthusiastic member not only in the N. A. A., but in his state Association.

Sir, my stenographer, being a lady, cannot type what I think of you. I, being a gentleman, cannot think it. You being neither, will understand just what I mean."



# THE AUCTIONEER

is the  
OFFICIAL PUBLICATION  
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**JULY 15th--16th--17th**

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*Three Days and Nights Make For The Biggest  
Event In The Life Of Every Auctioneer  
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They are coming from all the 48 States  
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*Make your reservations* **NOW - TODAY**

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**NEBRASKA AUCTIONEERS ASSOCIATION**



# Our Nation's Capital

By JIM WINCHESTER

Visitors to Washington—and there are 4,000,000 of them each year—are continually faced with evidence that this is one city which did not develop by chance.

The nation's capital has far surpassed the dreams of the young French engineer, Major Pierre Charles L'Enfant, who stood with George Washington on the shore of the Potomac in 1791 and visualized what was to become the most beautiful capital in the world.

It is not only a city of beauty. It is also the world's greatest storehouse of knowledge, it attracts more visitors than any place in the nation.

The natural starting point for any Washington tour, whether by bus, private car or on foot, is the National Capital. It occupies a site formerly known as Jenkins Hill, but now familiarly referred to only as "The Hill." The Congress first met in this edifice in 1800. The house extension was completed in 1857, the Senate extension in 1859. Then the huge iron dome was completed and in 1863 the Statue of Freedom was raised to the top.

Nearby is the Supreme Court Building. Adjacent is the huge granite structure of the Library of Congress, largest and best equipped institution of its kind in the world.

Along Pennsylvania Avenue, between the Capitol and the White House is the greatest showplace in the world. It is the Federal Triangle, containing more than

\$200,000,000 worth of fine new structures. Nearby is FBI headquarters, open throughout the week and on Saturdays.

Not far from the White House, on a mound in the center of a 60-acre park, the marble shaft of the world-famous Washington Monument towers 550 feet skyward.

Nearby is the temple-like Lincoln Memorial, perhaps the most impressive of Washington's many monuments, including the newer Jefferson Memorial. Standing at the Lincoln Memorial, visitors can look toward the Capitol and view the whole beauty of the great park flanking on one side by Constitution avenue and the National Museum and on the other by the Smithsonian Institution and the great Department of Agriculture buildings. At its far end is the Conservatory of the Botanic Gardens.

Across the Potomac, over the \$10,000,000 Arlington Memorial Bridge, is Arlington Memorial Cemetery where hundreds of the nation's famous dead rest. There also may be seen the Arlington Amphitheatre, the old home of Robert E. Lee.

One of the most interesting diversions for the Washington visitor is the trip to Mount Vernon, 15 miles to the south. It probably has a more universal appeal than any other American shrine, recapturing the leisurely charm and courtly decorum of the 18th Century estate.

With its hundreds of parks, its broad tree-lined avenues—Massachusetts avenue, known for its many foreign embassies is typical—and all its magnificent public buildings, Washington is fully deserving of its title of "the most beautiful city in the world"—especially in springtime.

## FLASH — FLASH — FLASH

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



# NEBRASKA AUCTIONEERS

*You and Your Family Are Cordially  
Invited to Attend Your*

## ANNUAL STATE CONVENTION

*— At —*

**NORTH PLATTE — NEBRASKA**

**SUNDAY — MAY 9th, 1954**

*Convention Headquarters*

**HOTEL PAWNEE**

10:00 A. M. Central Time:

Registration.  
Directors Meeting.  
Secretary's Report.  
Preliminaries.

1:00 P. M. Central Time:

Big afternoon and evening program constructive and diversified.  
Addresses by: Col. Henry Buss, Col. Don Zicht, Col. Rex Young,  
Col. Ernie Weller, Col. Tim Preece, Col. Dan Fuller, Col. Cecil  
Emerick, Col. Charles Corkle, Col. Art W. Thompson.  
Representatives of the National Auctioneers Association will  
meet with us.

6:00 P. M. Central Time:

Banquet.  
Special Entertainment.  
Guest Speakers.

***Bring A New Member With You***

***Bring Your Wife With You***

***Bring an Auctioneer With You***

There will be Special Entertainment and a Door Prize  
for the Ladies

*For Copy of Convention Program write to*

**NEBRASKA AUCTIONEERS ASSOCIATION**

COLONEL JAMES W. MARTIN, *Secretary*  
Chappell, Nebraska



# Col. Jim Wilson Will Sell Anything —Except a Bible or the United States Flag

By Esther Hamilton

People driving through the country often see a red streamer flying at the end of a lane. That means there is an action going on at a farmhouse nearby.

Likely as not Jim Wilson will be “crying” the sale.

In the past 11 years he has handled some 2,000 sales scattered over most of the Midwest but most of them were in the Youngstown area. Just about everybody who goes to auctions knows Jim. Because he is an auctioneer many people call him “colonel.” It’s an honorary title that goes with auctioneering. All of his business cards identify him that way.

James A. Wilson of 429 Clearmount Drive is “Jim” Wilson. His roots are deep in this valley. He was born here, a son of Charles A. and Stella M. Opre Wilson. His father was assistant civil engineer of Youngstown for 35 years. He is a grand-nephew of the late Judge Elliott Marat Wilson who died in San Francisco in 1929, a multi-millionaire. Judge Wilson was a former probate judge of Mahoning County and as the representative of Mahoning County capital went to the Pacific Coast where he became president of the Pacific Coast Steel Co. A share of that estate came to Mahoning County relatives.

As a boy “Jim” went to Kyles Corners, Princeton, Sheridan and South High School, where he graduated in 1934. He was class treasurer, sang with the glee club, played some football and took part in the school plays. He thinks that taking part in those plays made him want to be an auctioneer.

## Liked to Go to Auctions

He worked at General Fireproofing Co., spent 10 years in the payroll department of the Youngstown Sheet & Tube Co., and attended auctions whenever he could, watching the style of the various auctioneers.

“An auctioneer has to know something about everything,” says Wilson, “and so I studied antiques, farm machinery, furniture, crops. I went to the furniture

shows every year to see what furniture cost wholesale. I took correspondence courses from the state universities so I could talk with farmers when I handled country auctions.”

In 1948 he gave up his mill job and after establishing a sales service to provide a steady income, went into auctioneering on a fulltime basis. An auctioneer sets sales through selling. People see him in action, like him and think of him when they want to hold a sale.

## Wouldn’t Sell Bible

His motto is “I’ll sell anything in the world, but the American flag and a Bible.”

He is a member of the ‘World Traders’ and so registered in Washington as an importer and exporter, a “colonel” of the National Auctioneers’ Association, the Auctioneers’ Association of Ohio, a realtor and a member of the Youngstown Real Estate Board.

His first sale was the household goods of a family on Midlothian Bvd. Three people who were there that day came up and asked him to sell for them and so the thing grew. One of his most important sales was recently when he disposed of a \$50,000 collection of antiques near Cleveland. A district attorney from Detroit was among those who attended. He came for the express purpose of buying spatterware. Among the items sold that day was a cranberry hanging lamp that brought \$150.

In recent years, because of the growth of interest in antiques, he has made a study of them, bought books, visited antique dealers. Today he knows more about almost all kinds of antiques than the average collector or dealer. He has to be able to recognize an antique when he goes into a home where the family furniture is to be sold.

## Men Bid Faster

Some people go to auctions instead of sports events. About as many men as women attend. The men bid faster, make up their minds quicker. They know just what they’ll pay for an article and that’s that. Women sometimes



continue bidding to prevent an other women getting an article. Bidding technique varies with the type of sale. Men accustomed to following auctions will merely nod their heads or move a finger. Women like to call out the price.

Saturday afternoon and evening are best times for sales but any day is good. Wilson says.

In recent years, because of a brought on him to hold Sunday sales he declines. He thinks it would be bad luck and poor business.

As a graduate of the Dale Carnegie and Dr. Burn Furst courses he has mastered many of the skills of the public speaker and has a fund of stories and comments to drop in at the right time. When bidding is slow, is when Wilson is at his best and many people like to attend his auctions to hear and see him in action. At one of his first sales he sold the estate of an 89-year-old widow for nothing when he discovered her circumstances. On the side he sold blankets to get enough money to pay his way home. He works free for any church.

"It keeps" me in practice," Wilson says, "and I feel I'm helping." Wilson attends the Pleasant Grove U. P. Church.

Commissions on sales vary but the sale of a jewelry store at auction pays best of all.

It is a law that anything bought at an auction is yours, including the contents. This held true in a Youngstown sale where a women bought a day bed for \$7.50. When it was moved gold pieces poured from a secret drawer that opened when the bed was pulled from the wall. The buyer disappeared and no search ever unearthed her. Wilson laughs about this as everything was legally hers anyway and he just wanted to confirm it.

He thinks auctions are the only way to settle estate which the heirs are in dispute over any article.

"Then everybody is satisfied," he says.

On several occasions he has lost his voice but never until after the sale. Losing his voice is one thing an auctioneer fears. On long sales he carries an assistant to give him an opportunity to rest his voice. He never carries "shills" to boost the bidding, and says that although such tactics might go in

a big city, it wouldn't work in Youngstown where he often sees the same people repeatedly.

"People have to come back or I won't survive." Wilson says.

He has some people who buy only shoes, others who buy only linens, some who buy old rags. There is nothing that isn't sold at an auction. Some of the bargains" come at the beginning, others at the end of a sale, or during it. That's one thing that keeps people coming, the gambling with fate and bargains.

"After all," he declares, "a thing is only worth what you can get for it."

Mrs. Wilson is the former Geraldine Kirkland and rarely attends his sales. He collects old coins and some antiques. He has a set of Haviland china made in 1836 and given to his aunt, Ida Carter, by President James Garfield when she was tutoring his sons.

"That's what I call a valuable antique," he says. "It belonged in my family and naturally it's not for sale."

#### AIR-MAIL STAMP JOURNAL

The third quarterly "Aero Philatelist Annals," published by the Aero Philatelists, Inc., 1860 Broadway, demonstrates that it is a solid journal offering a truly scholarly treatment of air-mail stamps of the world. This number features articles on Ethiopian, Philippines and Free French issues, plus an "air-mail market survey."

#### UNITED STATES BOOK

Sol Glass, president of the Bureau Issues Association, has produced a 280-page book in which he has compiled all pertinent information on the authorization, production and release of United States stamps from 1945 through 1952. Distributed by Lindquist Publications, it costs \$5.

"I can't understand why a man as smart as Eisenhower likes to read western novels."

"I can. It's a nice change to read about a world in which telling the good guys from the bad guys is no problem."



# CLIPPINGS

By COL. E. T. Nelson

There are many kinds of auctioneers;  
Some are like a wheelbarrow, they have  
to be pushed.  
Some are like kites, if you don't keep  
a string on them, they fly away.  
Some are like kittens, they are happier  
when patted.  
Some are like a football, you can't tell  
which way they will bounce.  
Some are like balloons, full of wind.  
Some are like trailers, and have to be  
pulled.  
But there are many like a good watch,  
open faced, pure gold, quietly busy  
and full of good works.

\* \* \*

From Sales Memos by Dartnell:

Today's profits are yesterday's good  
will.—Ripened.

Have you noticed that a knocker is  
always outside of the door?

Poise: The art of raising the eye-  
brows instead of the roof.

They can't call you an old dog, as  
long as you are learning new tricks.

Nagging isn't horse sense.

Be it ever so humble, nobody stays  
home.

Another Ozark story: A tourist asked  
the lady "How far is it to the next  
town?" She said, "Pa figures it's 10  
miles thar and about 12 back. Which is  
on account of him walking straighter  
going than coming."

But I assure you that it is the same  
distance coming and going to the Na-  
tional Convention in Omaha this sum-  
mer. See you there!

If you want your wife to pay attention  
to what you say, address your remarks to  
another woman.

## \$115,000 Paid For A Bull

MADISON, Kan.—A half interest in  
an Aberdeen-Angus bull, a record price  
for a bull of any breed was paid for by  
two Texans, Bedford Wynne, Dallas, and  
Bill Byers, Tyler, bought the interest in  
Prince 105 of TT from the Simon Angus  
Farm for breeding purposes. The bull  
is 5 years old.

The previous record price paid for a  
bull was \$105,000 paid by the McCormick  
Farms of Illinois to Ralph Smith of  
Missouri, for a half interest in HC Larry  
Domino 12th, a Hereford bull.

## WANTED

To be placed on the mailing list of  
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Send me announcements of your  
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## GARY SMITH

788 East 22nd Street

Paterson, New Jersey

Phone: Lambert 3-3035



# Land Auction 2,782 Acres

Colonel Stacy McCoy and Colonel Ray Martin, members of the National Auctioneers Association have been engaged by the estate of Aron Palmer, to sell at public auction on March 22nd, twenty one tracts of land comprising 2,782 acres.

All the tracts are located in Furnas and Red Willow counties. The sale is being held in the M. C. Shafer building in Wilsonville, Nebraska.

Advertising of the sale by Col. McCoy, has had wide circulation. Sale bills measuring 19" X 25" on heavy paper having yellow back-ground with black print makes for a very attractive and appealing advertisement. The descriptions, layout and arrangements shows much planning and thought by Col. McCoy. Advertising plays an important part in

every auction sale and the qualities which distinguishes his advertising shows a marked individuality. Good luck Colonel.



Electrotypes of the National Auctioneers Association can only be obtained through the Association, and may be ordered by all members in good standing.

The emblem not only lets the public know that you are a member of the only all-National Auctioneers Association, but it also dresses up your advertising. It attracts attention.

## BOOKS FOR AUCTIONEERS

**IF YOU WISH TO BUY MORE BOOKS FOR YOUR AUCTIONEERING LIBRARY, we offer**

<b>555 Auction Sayings</b>	<b>\$2.00</b>
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<b>Summary of Scientific Auctioneering</b>	<b>1.00</b>
<b>Up Against the Real Thing</b>	<b>1.00</b>
<b>How To Sell Real Estate At Auction</b>	<b>1.00</b>
<b>Opening Speeches for Public Sales</b>	<b>1.00</b>
<b>Pedigree Study</b>	<b>1.00</b>
<b>Advice To Young Auctioneers</b>	<b>1.00</b>

These books were written by Nationally Known Auctioneers, and well worth the price. If you order four or more, you may deduct 25% from the price. Supply is limited, so order soon!

**Send your order and check to:**

**COL. E. T. NELSON, Renville, Minnesota**



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

### **FLORIDA**

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### **ILLINOIS**

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Col. C. B. Drake—Decatur

Col. Bud Drake—Decatur

Col. Mike Gordon—Chicago

Col. Jack Gordon—Chicago

Col. M. M. Gordon

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The Ladies' Auxiliary of the  
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*For further information write to*

**"THE AUCTIONEER" Dept. D**

**490 Bath Avenue**

**Long Branch, N. J.**





FROM

THE

MAILS

New Orleans Public Library  
February 16, 1954

Mr. Cliff Probst  
427 Carondelet St.  
New Orleans 12, La.  
Dear Mr. Probst:

The Copy of the letter from Mr. Coats with reference the origin of the red flag and drum at auction sales came this morning. We are grateful to you for your trouble in finding this information and making it available to us. We were delighted to pass it along to our patron who needed it.

I find the facts interesting and logical and I am very grateful to both you and Mr. Coats for your cooperation.

Sincerely yours,  
John Hall Jacobs,  
Librarian

Englewood  
Colorado.  
March 8, 1954

Dear Col. Coats:

This is to tank you for the complimentary copy of "The Auctioneer" received last week and which I found to be exceedingly interesting.

Enclosed my application card for membership and check for \$15.00. Please forward lapel pin and cut.

Mrs. Woodward and I have made our plans to be present at the national convention in Omaha. Such an event should attract every Auctioneer in the United States that is interested in his business, and who isn't. It is an opportunity of a life time.

Sincerely yours  
Lyle D. Woodward.

Plattsmouth  
Nebraska.  
March 9, 1954

Dear Colonel Coats:

Just finished a big farm sale here near Omaha, where we will have our great national convention and we are awaiting the opportunity of welcoming every Auctioneer in the United States and Canada. We have all been working on the convention for many months and have completed what we believe to be a program that every Auctioneer will rejoice in and benefit by.

I am enclosing herewith five (5) applications for membership and checks covering same. They are all fine Auctioneers and excellent citizens. I am sure that I will have more applications in the very near future. See you and all the boys in Omaha.

Sincerely Yours,  
Rex Young.

Araphoe,  
Nebraska.  
March. 8, 1954

Dear Sir:

I am happy to enclose application for membership and check covering same. Col. Martin, is an excellent citizen and has worked with me for several years.

Every month finds me anxiously awaiting receipt of "The Auctioneer" of which I am a faithful reader. Looking forward to meeting hundreds of Auctioneers and their families at our national convention in Omaha. This convention presents an opportunity for the Auctioneers of the west and mid-west, that they cannot afford to pass by. That applies to all Auctioneers for that matter, but to the Auctioneers in this section of the country, such an opportunity may not again present itself, as the 1955 convention will un-



doubtly be in some other section of the country. I hope every Auctioneer that reads this will make their plans now to be present.

See you in Omaha  
Stacy McCoy

Monticello, Ill.  
2/10/54

Col. B. G. Coats

Dear Col. Your letter received and contents noted. I beg to inform you that I'm trying to retire from Auctioneer business as fast as I can. I'm past 74 years and I started selling farm sales when I was eighteen and have been at it ever since making 56 years in the service. My voice is still good but due to artharitis my legs are giving out. I wish Auctioneers Assoc. the very best of success, but I feel I would not be of much benefit to any organization when I trying to retire. I find it pretty hard to turn down old friends you have done business with a half century ago. The way I got started in Auction business was selling boxes at box suppers at schools when I was fourteen years old.

I surely love it and wish I could start over again.

So good bye and Good luck and God bless you.

Respectfully yours,  
(Signed) Col. F. D. Duvall  
27 February 1954

B. G. Coats, Secretary  
490 Bath Ave.

Long Branch, N. J.

Dear Col. Coats:

I joined the N. A. A. last December. I received the January and February issues of "The Auctioneer", it sure is a very helpful magazine. I enjoy it very much.

I am just getting going in my new location, here at Merrill, Wisconsin.

Enclosed, my check for \$5.00 for both the Lapel Pin and Letterhead Emblem.

Keep up the good work. You are doing a grand job. Hope to see my name in the new members column next month.

Most respectfully yours  
Col. P. M. Parkins

## Auctions Offer Unlimited Opportunities

By The Secretary

The ward "AUCTION" is rapidly becoming a household word throughout the United States, thanks to Auctioneers who are members of their state and national Associations. Publicity is playing an important part to make the people more auction minded and all such publicity comes through the various state Associations. Without them so much progress could not have been made.

The mails bring many interesting articles of various kinds of auctions conducted by the members of the N. A. A. We have all heard of the automobile, egg, tobacco, furs, produce, farm sales, household goods, antiques, etc. Auctions that are here to stay. They have all become institutions that the public welcomes. Quite frequently one hears of other kind of auctions that heretofore were never thought of.

Col. R. E. Fortna, of Colorado recently sold a Motor Freight Operating Authority for \$21,000.00. He conducted an auction sale for the Denver and Rio Grande Western Railroad Company, selling Rolling Stock consistig of Box Cars, Dump Cars, Outfit Cars, Small Stock Cars, Double Deck Stock Cars, Steel and Wood Bridges, Motive Power. He sold 229 lots of Beaver Skins in 110 minutes for a total of \$185,000.00. He has sold 14 action sales for the War Assets Administration. Col. Fortna, waged a lone battle to get the government to sell at public auction. He has sold 4,000 auctions in 28 years and looks forward to always getting a unique auction sale to prove that it can be sold at action. He never lets the grass grow under his feet.

There is plenty of business for all Auctioneers, but you must go after it, it is not coming to you. Those days are gone. You must promote the business, you must be creative, you must be progressive. People like to do business with progressive people. Be ahead of the times.



# 5,000 In Curious Throng At Estate Sale

## Recluse Leaves \$150,000 Estate

QUAKERTOWN, N. J.—Crowds equaling those at the Flemington Fair over Labor Day weekend turned the thawing ground of the Paul Gary farm to mud Tuesday as a two-day disposal auction of the late recluse's personal property got under way.

The crowd, estimated at 5,000 persons during the two days by C. Lloyd Fisher, co-administrator of the estate with Frank G. Lott, surged behind auctioneer Herbert Van Pelt as he moved from pile to pile of various articles, sorted by a seven-man team from junk in Gary's Raritan township farmhouse and outbuildings.

Gary was found dead in his four-room house, piled to the ceiling with old newspapers, last Nov. 22 after a rural route carrier noticed he failed to pick up his mail. Gary had died three days earlier of a heart attack.

### Heads Team

Since then, the team headed by Raritan township constable William Saunders, has sorted the junk from the valuables. While working, they found two wills, but there is some doubt as to their validity since they were not witnessed.

Emery Fink, of Flemington, on duty at a corn field converted to a parking lot, estimated that between 800 and 1,000 cars had parked there during the first six hours of the sale. Others lined the dirt road for a quarter of a mile in each direction, and, Wednesday morning Fisher declared that at least 1,500 cars had stopped in the Gary property sometime during the previous day.

They came from all sections of the state, and from Pennsylvania and New York too. They carried markings of antique, scrap and lumber dealers. They brought local farmers and city dwellers most interested in bargains, but all curious about what the 59-year-old Gary had amassed.

The collecting ability of the late recluse, who had lived in a house in which there was no water or electricity and warmed only by two ancient cold stoves, showed itself in the articles which Van Pelt placed on the block.

Three trucks were used to cart away the lumber, declared by some observers to be as good as any you might find on the market today. Three tractors went fast, and even some old remains of automobiles brought as much as \$80 and as little as \$10.

A seven-foot high pile of bagged wheat, stored under a tarpaulin was sold to one bidder. A 40-year-old chain drive tractor and thresher went for \$27.

### Mud Tried Tempers

The carnival air of the sale was stained considerable yesterday by the mud. Once frozen dirt roads turned to quagmires under heavy vehicles and 60 degree temperatures. Cars got stuck, and tempers fired now and then as drivers shouted to one another.

But when Van Pelt shouted his last yesterday, it was evident that a lot of things remain to go on the auction block. Fisher stated that sales will be continued within a few weeks, and will be advertised.

"Everything will be sold," he stated.

Among the property purchased by Gary is the former Foot Washing Baptist Church, a building nearby in which he used to store hay. benches from the building were sold yesterday.

One man brought an old Ford car, only to find it had two brand new tires, still covered with their paper wrappings. Blue denim overalls of which Gary had many, went for \$3.75, about what is paid in a store, but one fellow got a large mail box for about the same price—considerably below current value.

To make sure that everything is sold, Van Pelt, one of the showmen of his trade, was auctioneering off "odd lots," of various items. Most of the time few buyers knew what they were purchasing, but took the view that for \$1.25 you can't lose much.

### For Horses

Among the items that Van Pelt sold were curved sticks about two feet long, apparently old-time bundles as "sweat scrapers" for horses.

Late Wednesday, Van Pelt started to



auction furniture from the house itself. In some of the drawers are old magazines, account books and other items.

As prospective buyers moved around the Gary place, they skirted a pile of cans—from which Gary ate their contents directly—and if they were tin, rested for a while on three-foot high garbage cans. In these cans were found many of the things placed on sale, neatly stored and packed away.

To the searchers who tried to straighten out the property prior to the sale Gary's whole way of living was almost unbelievable. Unused shoes, clothing—both men's and women's—were collected. Nothing—not even bread wrappers—was thrown away.

#### Extra Fuel

Evidently fearing a return of gas rationing which restricted his trips to Flemington during World War 11, Gary kept army surplus five-gallon cans filled with fuel. Every building on the property was crammed with almost unimaginable goods.

There were traces too of Gary's younger days, when he manufactured farm implements—mainly rakes. Yesterday three-pronged oat forks sold for two for 25 cents.

There was evidence too that Gary was concerned about his health. A number of cold pills and cough syrups were found, and placed on sale.

Gary was careful in packing things away. A white tissue paper covered box tied with a ribbon, would contain a box of cough drops, for example.

At least two men have been on duty at the farm for every minute since Gary's body was found. This guard has been augmented by frequent State Police patrol car visits.

— Lawyer - "You say you want to get a divorce on the grounds that your husband is careless about his appearance?"

Client - "Yes, he hasn't shown up in nearly two years."

## Estimate U. S. Land To Be Worth 25 Billion

Unlike the nursery rhyme's "old woman who lived in a shoe and had so many children she didn't know what to," administrators of the Federal Government currently are "doing something" about the nation's gigantic property holdings—reportedly so varied and vast that no one seems to know their total extent or value.

The Government's real estate holdings have been estimated at about one-quarter the total land area of the United States and their dollar value at anywhere from eight to 25 billion dollars. Now a survey is being launched within the Federal establishment to find just what and where this property is, with the ultimate purpose of selling property for which there is no use.

If and when such an "inventory sale" is held, taxpayers should reap a harvest, points out the New Jersey Taxpayers Association. Resultant income, if used by the government to "make ends meet," would help close up the gap between revenue and expenditures in the next fiscal year's budget and relieve some of the pressure for funds to operate the Federal establishment.

There should be real taxpayer relief if the government really cleans its gargantuan attic and cellar in the search for property that can be turned into cash.

— Invited to tarry for a session at a tavern, a henpecked husband expressed his regret: "I can't; got to go home and explain to my wife."

"Explain what?" the bachelor asked.

"How do I know," said the other wearily, "I'm not home yet."

— Sign in Tavern: "Don't stand up while room is in motion."

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# STAMP NEWS

## Egyptian Stamps Bring \$300,000

The sale of the "Palace Stamp Collection" concluded at the Khoubba Palace at Heliopolis, and when Egyptian bookkeepers added the income from the auction of 1,643 lots, they got a total of \$300,000, almost the exact figure which H. R. Harmer, the auctioneer, had given as an estimate five months ago.

A report from Cairo gave a figure of \$366,800, but Bernard Harmer, head of the firm's galleries here, said he was more inclined to believe the report of his brother in Egypt.

"If there is a difference it represents material which the Egyptian government bought in."

The material accumulated by the late King Fuad easily was one of the best collections of its kind in existence. Chiefly confined to specialized Egyptian and Sudanese essays, proofs, singles, blocks and covers, it also contained many great classic rarities of the world, which any connoisseur would covet.

The material added to it by ex-King Farouk was, according to one dealer, "an assortment of made-to-order specialties and philatelic junk for which the deposed monarch had paid 'sucker' prices because he didn't know what he was buying."

As a whole, the collection ranked as one of perhaps a dozen most important in philatelic history.

A tattered cover, franked with a unique block of a dozen 5-piaster stamps of 1866, was sold to a Cairo dealer for \$1,050. An eleven-volume collection of Austria, Austrian Levant and Austrian-Italian postmarks brought \$12,000; an "extensive" collection of Mexico, \$10,500; a Romanian cover franked with a pair and single of the 1858 108-parale stamps, \$8,000; a collection of Confederate States of America, which King Fuad had purchased for "approximately \$10,000," from the late Charles Phillips, was sold for \$6,720.

Mr. Harmer said that "collectors and dealers from the United States were the

largest buyers, among them Jacques Minkus, of Gimbel's Stamp Center; Henry Stolow, of J. & H. Stolow, and Fred Buck, member of the firm who bid for collectors here who could not attend in person."

## Godfrey To Make Racing Debut

Radio and television comedian Arthur Godfrey is slated to make his debut in thoroughbred horse racing during the spring meeting at Garden State Park, Camden, N. J. The meeting opens May 1 and runs through May 21.

Morris H. Dixon, veteran Newtown Square, Pa., trainer has filed stall applications for Godfrey's two two-year-old thoroughbreds. One of them Lord Willin' drew the high dollar in the cold class at the 1953 sales. Godfrey parted with \$38,000 to acquire ownership. His other thoroughbred, Fraulein, is a filly.

Godfrey and Dixon are so high on Lord Willin' that they have made him eligible for the 1954 running of "The Garden State," racing's first \$100,000 added feature for juveniles. In its first running last year it became the world's richest race and carried a gross value of \$269,395. The 1954 edition of the fixture is set for Oct. 30 during this year's fall meeting at Garden State Park.

A man wanted to buy a riding horse for his wife and was trying one out. Noticing that the horse required a firm hand and constant watching, he asked doubtfully: "Do you think this is a suitable horse for a woman?"

The owner of the horse was a tolerably honest man, so he answered carefully: "Well, I think a woman could handle the horse—but I wouldn't want to be the husband of the woman who could do it!"



## Time Marches On

(Continued from Page 3)

Col. George Munsell, Minnesota.  
 \*Col. Walter E. Palmer, California.  
 Col. Harry W. Thrower, Texas.  
 Col. Victor Warren Haynie, Indiana.  
 Col. Bill McCurley, Illinois.  
 Col. Robert C. Newell, Ohio.  
 Col. Frank Rybin, Nebraska.  
 Col. Lawrence Bernard, Nebraska.  
 Col. Ellis Lacy, Nebraska.  
 Col. Leon Ruff, Nebraska.  
 Col. Dan Perkins, Iowa.  
 Col. Garwood Gerdes, Texas.  
 Col. Ray Martin, Nebraska.  
 Col. Curran Miller, Indiana.  
 Col. Lyle D. Woodward, Colorado.

\* Denotes renewals.

## Col. W. R. Ritchie Iowa Dies

Colonel Wendell R. Ritchie, age 86, passed away at his home in Marathon, Iowa, on Monday, March 8th, after a long illness.

Throughout his entire life his ambition and example was to make for a better auctioneer profession. Devoted to his family his next and most important love was that of Auctioneering. His splendid example, integrity and service to his fellow men have left an indelible impression upon all those whose good fortune it was to know him. At the time of his passing he was the oldest Auctioneer in the state of Iowa and was a life time member of the Iowa Auctioneers Association and the National Auctioneers Association, in which he was most active until illness prevented.

Col. Ritchie was friend to all, an excellent citizen admired and respected by all. The National Auctioneers Association conveys to his sorrowing family their united and sincere condolences, and are not unmindful that the Association has suffered an irreparable loss.

## IN MEMORIAM

Col. Russell Burkhardt  
Indianapolis, Indiana.  
 Col. J. Albert Ferguson  
Grand Forks, North Dakota  
 Col. Roy Hiatt  
Portland, Indiana  
 Col. Bert O. Vogeler  
Franklin Grove, Illinois  
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Ashville, North Carolina  
 Col. A. L. Breaw  
Aberdeen, South Dakota  
 Col. W. R. Ritchie  
Marathon, Iowa



## Ford Almanac Filled With Useful Information For Farm Auctioneers

There are few, if any, places where so much information of general agricultural interest may be obtained for \$1 as in the Ford Almanac for Farm, Ranch and Home, published recently by Simon & Schuster, Inc., New York. Best of all, it is presented graphically and colorfully in easy-to-take form.

The book's 208 pages are chock full of up-to-date developments in all phases of agriculture. New trends in practical farming are highlighted in such features as high-goal farming, where to get help, weather forecasting, and many others. Both full-time and part-time farmers are likely to find the book's contents not only interesting but useful.

This first in a projected series of annual reviews in graphic, handy reference form of the most important news in world agriculture is edited by John Strohm, associate editor of Country Gentleman. It is available at most bookstores.

## Outstanding Art Auctions

Two of the outstanding Art Auctions in New York City this season took place at the Plaza Art Galleries, Inc. 9 East 59th Street.

The first was art property, coins, jewelry, antiquated automobile, antique silver and furniture from the Estate of Augustus Van Horne Stuyvesant, Jr. The late Mr. Stuyvesant was the last surviving direct descendants of the famous Peter Stuyvesant (Peg leg) the Dutch Colonial Governor of New York.

The sale totaled \$135,668.00 and some of the interesting articles sold well. A diamond necklace for \$6,600.-; silver tea and coffee service for \$770.-; 1912 Pierce Arrow Landaulet for \$1,700.-; pair of Antique Knife Boxes for \$1,400.-; French Porcelain Dinner Service for \$1,050.-.

The other auction was art property from the Estate of Mrs. Cornelius Vanderbilt. French XVIII Century furni-

ture and decoration, was found in this extraordinary auction, that brought dealers from Paris to the Plaza Art Galleries. An Associated Press Article intimated that the auctioneers were optimistic in the anticipated success of the furniture. However, the prices and spirited bidding soon proved that fine genuine antiques have a great demand in New York.

For example, a Louis XV Commode brought \$3,900.-; a satinwood 4-drawer chest \$1,100.-; another inlaid commode \$2,550.-; and a Kingwood salon table \$2,800.-

These auctions show just another of the many phases of our profession and that the auction method is best to bring buyer and seller together to do good for both.

The Plaza Art Galleries are owned and operated by William H. and Edward P. O'Reilly, both members of the National Auctioneers Association. This marks their 38th year of continuous selling for the public and their Galleries have become known from coast to coast and in many foreign lands as an institution where one can deal with absolute confidence.

An exhibition of postage stamps from the albums of some of America's foremost philatelists will be staged at the Lions Building, Chicago, on April 24 and 25, for the Off the Street Club, as part of its program of combating juvenile delinquency. Dr. James Matejka is chairman of the show, which is intended to get Chicago youngsters interested in stamp collecting.

Patient: "Since we have known each other for a long time, Doctor, I do not intend to insult you by paying my bill, but I have left you a handsome legacy in my will."

Doctor: "That's fine. by the way, let me have that prescription I just gave you I want to make a slight change in it."



## California To Nebraska



**COL. WALTER E. PALMER**

The Nebraska boys write that confirmations are coming in from all parts of the United States, from members who have been requested to take an active part in the national convention. Auctioneers with many years of experience, ability and integrity, all specialized in every branch of the auction business, will give us the benefit of their experience and will participate in panel discussions, which proved so popular at our last convention, so much so, that many more panel discussions covering every phase of the auction business has been arranged for.

Col. Walter E. Palmer, of Los Angeles, California, who specializes in Registered Livestock Sales, writes as follows: Dear Col. Sherlock: Heretofore I have hesitated to accept the honor of addressing our national convention on the subject "Beginner in the Auction Business", until I was positive that I could fill the engagement. However, I am happy to re-

port that I have closed my books for the dates of the convention and will be most happy to add my little bit towards the success of the convention. It will be my duty between now and then to sign up a few of the boys here in the west, and I am looking forward to a great deal of good and a lot of fun at the convention.

During the past several months readers of "The Auctioneer" have had the pleasure of reading several articles by Col. Palmer, Associate Editor of "The Auctioneer". Now we are all going to have the pleasure of seeing and hearing him in person. Col Palmer, has all the polish, wit and humor of the very best professional speakers and he appears when it means a personal sacrifice to him because he thoroughly enjoys it. He has a mellow philosophy you will thoroughly enjoy. Your attention will never waver for a moment.

May we again warn you to make your reservations now, as those who wait until the last minute will find difficulty in being accomodated. The address is Hotel Fontenelle, Omaha, Nebraska. The dates are July 15-16-17.

X Wife - "I've got a lot of things I want to talk to you about."

Husband - "That's fine. You usually want to talk about a lot of things you haven't got."

**HAVE YOU  
FORGOTTEN  
SOMETHING?**

***My Dues: MAIL NOW***



## To Dispose Of Angus Herd; Federal Tax Is Reason

By MANAGING EDITOR

RIVER PLAZA, N. J.—Dr. Armand Hammer will dispose of his entire herd of pure bred Aberdeen Angus cattle at Shadow Isle farm.

Dr. Hammer ten years ago bought his first registered Angus. From that, he developed one of the nation's foremost herds. He said the sale is made necessary by federal tax laws, explaining that the cattle are owned by a family corporation and his tax counsel advised that by selling, a tax of about 26 per cent at capital gain rate would be realized rather than a possible 90 per cent tax on ordinary income.

The change, according to Homes and Homes, New York City accounting firm, is made in order to facilitate the liquidation of the United Distillers of America, Inc., and its affiliated companies, of which Dr. Hammer and his brothers are sole stockholders. United Distillers has been purchased by Schenley.

In a letter published in the Aberdeen Angus Journal, Dr. Hammer indicated he may re-enter the Angus breeding field after dissolution of the brother partnership, though "it may take years to build up a herd of such proven producing cows as comprise the present Shadow Isle herd."

Included in the sale—which will be held May 10, 11 and 12—will be Prince Eric, which sired six international champions and was the world's record price bull of any breed. Angus sales at Shadow Isle annually have attracted breeders from across the nation, but this time "everything sells." Since Dr. Hammer started his auctions, he has sold \$2,722,600 worth of cattle.

## They Pay Dues To Rescue Lost Persons

Whenever a plane is down or someone is lost or injured in the lower Cascade Range or Oregon and California, it's KASRU to the rescue. The Klamath Air Search and Rescue Unit (emblem at right) of Klamath Falls, Oregon, is a club of civilian volunteers who have pooled their time, planes, trucks and other equipment to help people in distress. Organized in 1946, KASRU now has 170 members, all registered civilian-defense workers—including postmen, doctors, farmers, carpenters, bakers, insurance men—who pay annual dues of \$1.00 for the privilege of searching 45,000 square miles of rugged wilderness whenever the need for their help arises. KASRU carries on its life-saving work in cooperation with the Air Force and the Coast Guard. We pay dues to rescue ourselves and fellow Auctioneers. Have you paid yours?

## Tapestries On Display

Four distinguished 16th century Flemish tapestries are now on exhibition at the Metropolitan Museum of Art, New York City. The set, representing "The Twelve Ages of Man," is a gift from the Hearst Foundation in memory of William Randolph Hearst.

Returning to a small village after her runaway wedding, the bride said to one of the elder inhabitants: "I suppose my elopement was a nine days' wonder?"

"It would have been," replied the old fellow, "only Higgins' dog went mad the same night."

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## Goods Valued At 12 Million

### Auction Of Surplus Supplies Scheduled April 19, 20, 21

Sharpe General Depot, California today announced an auction to dispose of \$12,000,000 worth of surplus supplies at the Lathrop installation.

Tremendous quantities of equipment will be sold at public auction April 19, 20 and 21, the first public auction held by the Army west of the Mississippi.

Entitled "Operation Clean-Sweep," the auction will employ professionals to take bids on new and used items ranging from shoes to five-ton trucks.

Depot officials said the public auction method of sale was decided upon as the fastest way to dispose of the surplus items and the most satisfactory to buyers.

#### VARIED EQUIPMENT

A few of the thousands of items to be offered for sale include 1½-ton to five-ton dump and stake trucks, marine supplies of every description, electric welders, generators, compressors, laundry equipment, winches, hoists, marine engines, jungle hammocks, ropes and cable, rubber and leather footwear, new sky-reaching searchlights, complete with generators, forklift trucks, warehouse tractors and lumber carriers.

#### OPEN TO INSPECTION

The equipment will be available for public inspection April 5 through April 18 from 9 a. m. until 4 p. m. at the Lathrop installation, nine miles south of Stockton off Highway 50.

Two firms have been retained to conduct the auction, Samuel L. Winternitz and Co. of Chicago and Michael Tauber-Paul Arons Co. of Los Angeles. The former are members of the National Auctioneers Association.

Depot officials expect buyers from all over the nation and in advertising the sale stress the transportation facilities immediately available—the Port of Stockton, Stockton Air Field and the Western Pacific, Santa Fe and Southern Pacific Railroads.

## Are Woodpeckers Getting Soft-Headed

Woodpeckers are beginning to use their trip-hammer heads to find easier meals. They are moving out of the woods into corn fields.

The woodpeckers are discovering that it's a lot easier to get a corn borer from a corn stalk than it is to hack into a tree to find beetles and worms, reports P. W. Smith, entomologist with the Wisconsin Department of Agriculture.

"Don't ask me how they do it, but these woodpeckers pass up stalks with no borers and pick those with worms," says Smith. "They know exactly where the worms are in the stalks, too—they never waste a stroke!" (Some people say that woodpeckers can hear insects under the bark of a tree.)

Maybe what this country needs is more woodpeckers.

Restaurants serve 68,000,000 meals per day. The 250,000 commercial eating places handle 26 per cent of all the edibles which U. S. farms produce. There's a restaurant for every 700 people. The business employs more people than any other retail trade. Therefore, because restaurants are so important as agriculture's sales agents, farmers have quite an interest in how well they serve the public.

Where bad food is badly served, customers consume only enough to allay hunger. No one over-eats in a poor restaurant, and many do not eat enough. Good food well served tempts customers to eat liberally and pay well. The 22 per cent of the restaurants that serve the best food do 80 per cent of the dollar volume. A really good restaurant almost never goes out of business. What can farmers do to improve restaurant food? Well, patronize good places and compliment the boss; complain in the places that serve you poorly prepared food. I don't know what else.

Mother: "Isn't this a rather complicated toy for a small child?"

Clerk: "It's an educational toy, madam, designed to adjust a child to live in the world today. Any way he puts it together, it's wrong."



## Years' Highest Average

By COL. BERNARD HART

Fifty-one Polled Herefords sold for a total of \$231,950 in the 13th annual auction of Circle M Ranch, Senatobia, Miss., on February 15. Twenty bulls sold for an average of \$6,848 each, 31 females averaged \$3,065 and the entire offering averaged \$4,548 per head. This is the highest average to be reached on a beef cattle sale in 1954.

Anually a record maker, the 1954 Circle M sale was no exception, with cattlemen on the seats from all over the United States and several foreign countries also represented. The 51 head were distributed to buyers from 17 states and Canada. Over all top figure was \$25,000 on a bull purchased by C. E. Knowlton, Bellefontaine, Ohio. Next high figure, also on a bull, was \$20,400 paid by Santa Fe River Ranch, Alachua, Florida.

Auctioneers at this historic event were

Col. Jewett Fulkerson, Liberty, Mo.; Col. Hamilton James, Newton, Ill.; Col. Tom McCord, Montgomery, Ala.; and Col. Wilbur T. Clair, Converse, Ind.; all members of the National Auctioneers Association.

### PHILATELIC SATIRE

European stamp circles recently were introduced to a series of adhesives which strongly satirize well known postage stamp designs, according to George Madelung, Copenhagen dealer and philatelic magazine publisher.

One of them whose origin is presently unknown, has altered the United States World's Fair issue of 1939. The trylon has been turned into an upright rifle; the perisphere is an ignited bomb, while the three-line arc behind them has been modified to become the trail of a dive bomber. The inscriptions have been unaltered.

X On a children's query show a boy about seven was before the microphone.

"It's man's best friend," began the M.C. "and the word begins with 'D'."

"Dame," the youngster answered.

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## How To Know American Antiques

By Managing Editor

How To Know American Antiques, is the subject of a pocket size book by Alice Winchester, Editor of the magazine "Antiques".

It is a delightful introduction to the fascinating world of antiques and tells not only how to recognize and enjoy antiques, but explains the role of these decorative and useful objects in the history of the United States.

What makes this book particularly helpful for the Auctioneers selling antiques, is that it covers for the first time in one volume, all American antiques from 1600 and 1900 including those produced here as well as those imported from abroad. In its informative-packed pages, you will learn about furniture, silver, china, glass, pewter, tin, brass, copper, iron, fireplace and lighting equipment, pictures and homemade textiles, as well as much lesser-known American antiques as early American prints, quilts and coverlets, minor metal wares, silhouettes, weathervanes and even needlework.

Illustrating the simple, readable text are over 300 charming drawings, by Pauline W. Inman. They point out the identifying characteristics of specific antique types and also show how styles and designs changed from one period to another.

How To Know American Antiques, is a ready reference book and one that every Auctioneer selling antiques, household goods and furnishings will find most useful, in evaluating offerings. You will also gain from it unusual insight into the opportunities, aspirations and changing attitudes of three hundred years of American life. The book is highly recommended and no Auctioneer can afford to be without it. It sells for only 35 cents and can be obtained by writing to The New American Library of World Literature, Inc. 501 Madison Avenue, New York 22, New York.

## British Antique Exhibition

Britain's Antique Dealers' Fair and Exhibition will be opened on June 9 by the American Ambassador to Britain, Winthrop W. Aldrich. The fair will be held at Grosvenor House, London from June 9 to 24.

This year, as usual, connoisseurs and collectors from all over the world are expected to view the profusion of treasures displayed on more than ninety stands on the main floor and around the gallery.

The fair is a great market for antiques because all the exhibits, except pieces on loan, are for sale; also, while there are many valuable objects of art which only come within the range of the well stocked purse, there are thousands of beautiful examples of craftsmanship on past centuries to tempt the purchaser of modest means.

Great care is taken to insure that the antiques are authentic and of the period they are represented to be. In addition, exhibitors are not permitted to show any object made after the year 1830 which is regarded as the dividing line between the era of the craftsman and that of the machine. Moreover, panels of experts inspect every article before it is allowed to go on the stands, and every day a similar scrutiny is made of articles brought to the stands in replacement of the day's sales.

The spectacle provided by the array of works of art is as impressive as it is beautiful. The view from the gallery is always a breathtaking picture in colors.

The little lady of the house, by way of punishment for some minor misdemeanor, was compelled to eat her dinner alone at a small table in the corner of the dining room. The rest of the family paid no attention to her until they heard audibly delivering grace over her own repast with these words: I thank Thee, Lord, for preparing a table before me in the presence of mine enemies."



## FAROUK'S PLAYTHINGS ON AUCTION BLOCK

Would you like a bloodstone bodkin case? How about a gold etui "of elongated bombe shape chased with cupids and lovers on a matt ground the sides with sporting putti"?

These are among tens of thousands of items, valued at about three million dollars and formerly belonging to ex-King Farouk of Egypt, which go on auction sale in Cairo. It's the biggest rummage sale of royal property the world has ever seen. The beneficiary is the Egyptian government.

An etui, by the way, is a fancy case for small articles. A putti is a nude, cupidlike child. A bodkin is a sharp-pointed instrument.

Gold, silver, precious stones, weird clocks and watches, stamps coins, fantastic trinkets, bravura bric-a-brac—all the unnecessary things of life that make the difference between a monarch and a mule skinner will be auctioned off.

Among Farouk's kingly passions was stamps. A spokesman for H. R. Harmer, Ltd. of London, the firm handling the auction of the royal stamp collection, estimates its value from \$300,000 to \$400,000.

Farouk had one advantage over the average philatelist. When he wanted something special in the way of Egyptian stamps he simply ordered it made. Thus, for example, he had complete special sheets of stamps with 'canceled' printed on the back of each in Arabic and English on alternating stamps.

His thousands of stamps include such choice items as a special collection of the American Confederate states worth \$7,500; a registered letter bearing a pair and a single of rare Romanian stamps worth \$4,000 to \$5,000.

But even more curious are the tens of thousands of rare and valuable objects which are being auctioned under the direction of Sotheby & Co. of London.

Here isb a jeweled royal rattle in which the noisemaker, invisible, is a large ruby. Here is enough silver to keep the U.S. mint busy for a long time—Egyptian, Turkish, Chinese, Burmese, Persian, French, English designs in the shape of everything from sweet-meat

dishes to candelabra so numerous they could light the tower of the Empire State Building. One huge set illustrates all the fables of La Fontaine.

There's enough silver table service, including such esotic items as asparagus servers and sugar sifters, to feed a thousand guests. Ewers flacons, tankards, center-pieces, heliopolis cups, salvers rose bowls, trays, toast racks—plenty of each to clutter the apartment of next June's brides.

The citizens of a good-sized city could sneeze for a year on the snuff that could be contained in the diamond-encrusted snuff boxes. Here are 200 gold and jeweled zarfs—objects of egg-cup shape which hold handle-less small porcelain cups of Turkish coffee.

Most of the world's great gold-smiths and jewelers are represented with cups, bell pushes, stick handles, paper knives, complete desk sets, cigarette cases, bonbonieres, a miniature roulette wheel. There's a bewildering array of objects of fantasy in Siberian jade, crystal, bowenite, rhodonite, enamel and other materials.

But this is only the beginning.

There's a fascinating collection of Swiss and French watches, more than a century old, with automatic scenes and music. Of even greater rarity are the 18th century singing bird boxes, musical boxes, snuff boxes, harps, pendants and scent flacons with both mechanical and musical movements.

And still it's only the beginning, only a small part of the thousand and one fabulous amusements of Farouk when he was King of Egypt.

An unsophisticated stranger, watching a poker game in a tough town of West Texas, saw the dealer give himself four aces. He moved around and whispered to the player opposite.

"Mister, you better git out from here," said the player.

"But," the stranger insisted, "He dealt himself four aces!"

"Say, you don't understand this here game, podner," the player said. "Suppose he did deal himself four aces? Ain't it his deal?"



## '76 'Signer's Chair,' Worth \$15,000, at Antiques Fair

A chair which was in Independence Hall in Philadelphia in 1776 and was used by signers of the Declaration of Independence was exhibited yesterday at the National Antiques show in the basement of Madison Square Garden.

The owner of the chair, Arthur L. Foster, jr., of Turkey Hill Road, Westport, Conn., indicated the chair was for sale. His wife was more specific. "It's a horrible monstrosity, and I'll be glad to have it out of the house," she said.

The chair appeared to be an undistinguished office-type armchair whose leather covering had known several generations of mice. To George Connor, appraiser at the show, it was an authentic "Signer's Chair," a chippendale maho-

gany open-arm chair, built by an unknown American circa 1770, and "valued at \$15,000."

Mr. Foster said he inherited the chair from his mother, Mrs. Walter G. Shields, who died in 1951. He was armed with documents testifying to the chair's authenticity. Mrs. Shields acquired it in 1916 from descendants of Thomas Sully, the Philadelphia artist. Sully's subjects posed in the chair, but how he came by it is not known. At one time he had his studio in Independence Hall.

Mr. Foster said Mr. Connor had asked him to bring the chair to the Garden so it could be appraised for insurance purposes. Mr. Connor said several mates of the chair are now in Independence Hall.

X A Texan heard that a factory in Ohio was interested in buying bullfrog skins. He wired that he could supply any quantity up to 100,000 on demand. Needing the skins badly, the factory wired him to send the entire 100,000.

About ten days later a single dried frog skin arrived through the mail, with this notice: "Gents I'm sorry about this, but here's all the frog skins there were. The noise sure fooled me."

X Mother to finicky but not fastidious young son at dinner table: "Eat it dear—pretend it's mud."

Leo wanted desperately to open his own electric appliance shop but lacked the capital to start.

"Look," said one of his friends, "why don't you get a partner? For instance, I hear Joe Billings is in the same boat as you. Why not sound him out?"

"No," came back Leo's reply. "I know Joe pretty well. He was once engaged to my wife."

"So what has that got to do with it?" asked the puzzled friend.

"Heck, man," snapped the future capitalist, "you don't suppose I would take a smarter man than I am for a partner, do you?"

X Overheard on the beach: "Mummy, may I go for a swim?"

"Certainly not, my dear, it's far too deep."

"But Daddy is swimming."

"Yes dear, but he's insured."

X Shopper (after looking at everything in the department)—"Thank you; but I am just looking for a friend."

Disgusted clerk—"Well here's one bolt of green silk you haven't seen. Do you think she could be in that?"

X The husband and wife were in the midst of a violent quarrel, and hubby was losing his temper.

"Be careful," he said to his wife, "You'll bring out the beast in me."

"So what!" the spouse replied. "Who's afraid of mice?"

X "Why did you fire that gorgeous secretary you had?"

"She couldn't spell—kept asking me how to spell every other word when she took dictation."

"And you couldn't stand the interruptions?"

"It wasn't that. I just didn't have time to look up all those words."



## Col. Van Pelt Addresses Historical Society

By Managing Editor

"Recollections of an Auctioneer" was the subject of an address given by Col. Herbert Van Pelt of Readington, N. J., before the Somerset Historical Society on March 9th.

In his talk Col. Van Pelt, compared the auction sales of today with those of 35 to 50 years ago. He discussed the changes in the types of people who attend the auctions, people who years ago frowned upon auction sales are today avid auction addicts, the difference in travel and communications, the service given by Auctioneers today compared with Auctioneers of decades past. He gave a most inspiring account of the development of the Auctioneering profession over the past few years and spoke of the many opportunities afforded Auctioneers today through their state and national organizations for Auctioneers. He compared them to other professions, who, through organization have advanced to the front in recognition and respect by the public. Col. Van Pelt, told the large gathering that the day of the inebricated, dirty story telling Auctioneer had long since passed from the picture. That the Auctioneer of today is an educated man, a professional man of ability and integrity. His inspiring address was highlighted by many humorous incidents which he had experienced in 50 years of Auctioneering.

Col. Van Pelt, has been active and one of the leading Auctioneers of his community and vicinity for a period of 55 years. He is most active in civic affairs, is a director of the Raritan State Bank, a trustee of the Somerset Hospital, President of the Farmers Mutual Fire Insurance Company, President of the Whitehouse Building and Loan Association, a director of the Flemington Fair Association, a member of the Grange, New Jersey State Society of Auctioneers and the National Auctioneers Association, of which he is a member of the Auditing Committee.

## "Nobody Asked Me"

By Managing Editor

From our convention last year comes this story. One of the members was an elderly gentleman nearly 70 years old, who had long been an Auctioneer. He joined the Association at the convention. One of his fellow members asked him why he had waited so long to join the Association. His reply was, nobody asked me before".

Here is a potent story which has a lesson for each of us who belong to the Association. We meet daily on the street, in the office and dozens of other places, Auctioneers who are not members of the Association.

It is not only a privilege but our responsibility to extend a cordial invitation to these Auctioneers to join the Association, thereby aiding them in acquiring greater knowledge and a far broader outlook on life.

Someone is waiting for YOU to ask him to join. Open the door to these auctioneers. Help your Association to reach "New Horizons" in membership.

As Grandma Clay approached the century mark, her friends made plans for a gala celebration. They asked what she wanted for a present, and promised to make her wish come true, no matter what it was. But there was nothing Grandma wanted- except to sit.

"How about a ride in an airplane," suggested one relative. "I could arrange the flight."

"I ain't a-goin' to ride in no flying machine," said the determined old lady who had crossed the plains in a covered wagon. "I'll just sit here and watch the television, like the Lord intended I should."



## Circle M Ranch Mississippi Best Of Year

Bidding was spirited and highly competitive as buyers from at least 35 states and Canada came to see, appraise and buy Circle M Ranch Polled Herefords at this firm's 13th annual sale, Feb. 15, at Senatobia, Miss. The crowd more than filled the huge sale barn, which ranks among the largest in the country.

When the sale was all over, 20 bulls had grossed \$136,950 for a splendid average of \$6,848 and 31 females had brought an average of \$3,065. This made an all-sale average of 4,548 on the 51 head. The top 10 reached the impressive average of \$11,485.

This was the highest average price of any sale held since last year's all-time record-breaking sale, also held at Circle M Ranch.

### Breeders Eager to Buy

While the average price of the 1954 sale was lower, the buyers were just as

eager and competition for the cattle was just as strong as in the 1953 CMR sale. For many days prior to sale day, breeders and visitors had swarmed to Circle M Ranch to see and make their selections from this top offering of Polled Herefords. Many were on hand the evening before the sale to enjoy the hospitality of Mr. and Mrs. M. P. Moore, CMR owners, at their annual dinner.

### SUMMARY

20 Bulls	\$136,950; average	\$6,848
31 females	95,000; average	3,065
51 head	231,950; average	4,548
Top 10 head averaged		11,485
Top 25 head averaged		6,814

Handling the selling of the offering were Col. Jewett Fulkerson, Col. Hamilton James, They were assisted by Col. Tom McCord and Col. Wilbur Clai. All are members of the National Auctioneers Association.

Medic: "Is there any insanity in your family?"

Bill: "Yes, I'm afraid there is. They keep writing me for money."

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# ALONG THE WAY

By Col. Walter Carlton

At the corner service station in town one morning, we happened to tune in on a group of spittoon philosophers discussing the issues of the day. Probably nobody can really make a fellow THINK better than those who are right around us. They can always dish up enough questions for our own use. Can we provide the answers?

Writing a piece for the paper once in a while, and dabbling into history, are the hobbies that soak up most of our spare time. And when this came out as an editorial it looked good enough to pass along to the readers of AUCTIONEER. Many times the same spirit that makes nations is necessary to make successful individuals. Didn't we say a while back that, "An institution is the lengthened shadow of a man?" Read on; and when you have finished, what do YOU think?

## HISTORY CITES PRECEDENTS

Every now and then, we hear people ask: "What does stubborn, bullheaded Syngman Rhee think he can do? Why should other nations worry about Korea?"

History cites precedents, several of them.

On March 6, 1836, Santa Ana's army at the gates of the Alamo asked: "What do 172 Americans think they can do?" More than 500 wounded, 522 dead Mexicans found out.

In 1861, when England and other nations were ready to help the Confederate states set up in business, the world asked: "What does Abraham Lincoln think he's going to do?" On July 10 of that year, Emperor Alexander II of Russia put a ring in John Bull's nose and the final answer came at Appomattox.

In 1777, when 4,000 ragged Americans were freezing and starving at Valley Forge, people asked: "What does Washington think he can do?" The answer came at Yorktown, October 19, 1781. Of the 16,000 troops under Washington at that time, 7,000 of them were furnished by France, plus a fleet of 37 ships

to complete the siege. Nobody says much about that today.

There's a lot of Syngman Rhee's spirit in the make-up of America. It must be admired, whether or not his judgment will be condemned or commended by future historians. Put in his place, what would you do?

## 1954 Is The Year To Bring In More

By Managing Editor

The National Auctioneers Association has taken a definite stand against Communism. Because of this stand we must at all times take every precaution to guard against admitting these atheistic fanatics. We cannot afford to accept an unsound stone or a rotten timber. Our Association is built of solid stones and timbers. Men of stability and quality. No organization is better than the material used in its construction. That is why we have an Association of influence, character and prestige. We must be on our guard at all times to keep it that way. There are hundreds of Auctioneers throughout the forty eight states, yes, thousands of them, that are excellent citizens and want to be associated with us. But it is up to YOU and 1954 is the year to bring in more of such splendid Auctioneers.

A woman went to a doctor to complain about her husband's delusion. It's terrible, Doctor," she said. "All the time he thinks he's a refrigerator."

"Well," consoled the medical man, "that isn't too bad. Quite a harmless delusion, I'd say."

"The delusion I don't mind, doctor. But when he sleeps with his mouth open, the little light keeps me awake."

Now, the modern man comes home from work and greets his wife with: "Hyah honey, what's thawing?"



## New England's Hereford History Dates Back Over 100 Years

Mrs. Catherine Pike, wife of Winchester W. Pike, livestock manager at Sunset Ledge Farms, Warren, Mass., and formerly of Hiram, Me., turns the clock back 100 years and contributes the following in connection with the early history of Herefords in New England.

In 1817, Henry Clay of Kentucky made the first authenticated importation of Herefords into America. But it was in New England, about 1854, that the Herefords first gained a real foothold in the United States, and for many years the section around Augusta, Me., was the "Herefordshire of America." Two of the oldest herds were those of Maine's H. C. Burleigh and J. H. Underwood. The two herd sires in the Underwood herd were broken to yoke and used for draft purposes on the farm. This was not at all an uncommon sight in those early times.

I know many breeders would like to hear the story of Kimroe and Kitty, Herefords, imported in 1844 by a sea captain, Phineas Pendleton, of Searsport, Me. They were both sired by a bull which at maturity weighed 2,400 pounds. The two were mated and produced over the years. Kimroe lived to a ripe old

age, and was in active service until he was 16 years old.

He and his sons and grandsons, for many generations, painted the white face onto many a New England herd. Wherever a whitefaced steer was offered for sale, feeders were attracted by its hardiness and tendency to take on fat quickly and easily.

Though ways and means have changed over the past century, the Hereford still holds a balance of power among beef cattle in our New England States.

It is not out of the ordinary to see fat Hereford steers singly and in pairs taking on all comers at traditional New England fairs almost as they did many years ago. Their color and markings and their uniformity of confirmation make it an easy matter to match them, and ox farmers take great pride in well-matched, well-trained pairs.

Herefords have come a long way in New England over the past 100 years, and while the great task of furnishing the nation's beef supply has passed on to the West, more and more we see a definite trend to put beef cattle, and Herefords in particular, back on the farms of New England.

"Some people think that bumming is a bed of roses, but they just don't know what we are up against," griped a Man of the Road. "We sleep in the open. Mostly it's cold or raining or snowing and the park benches are hard. Never know when you'll be thrown in jail, either. Often we go hungry . . ."

"Why don't you give it up then?" interrupted his bored listener.

"Huh? And admit I'm a failure."

It was one of those mountain roads and the tourist stopped to ask directions from a native.

Pardon me, sir," said the stranger "can you tell me where this road goes?"

"Well," said the hillbilly, "this road just moseys along a piece, then it turns into a hog trail, then a squirrel track, and finally runs up a scrub pine and ends in a knothole."

"Daddy, why do the ladies always bring their knitting when they come to the house?"

"It gives them something to think about while thy're talking."

"What makes your nose so red?"

"It's the reflection of my soul."

"What do you mean?"

"It's the reflection of my soul glowing with pleasure at my ability to mind my own business."

Father: "You never kiss me except when you want money."

Wife: "Well, isn't that often enough?"

The man who dived from a pier to rescue an income tax collector prefers to remain anonymous. So does the man who pushed the tax collector in.



## States Auctioneer License Laws



In the January 1954 issue of "The Auctioneer" there was published a compilation of the forty eight states giving the name of the state, the capital, showing if a license was required for Auctioneers, the amount of the fee, bond and if a residence was required.

Your Managing Editor has received so many favorable letters for publishing this information, and so many requests, that we again publish it in this issue.

## Hereford Steer Is Oklahoma City Market's "Mr. Fifty Million"

Symbolic of the Southwestern range country, a Hereford steer consigned to the Oklahoma City livestock market Jan. 12, became the 50,000,000th animal to be shipped into this market since its establishment in 1910, writes George Reid of Wilson & Co's Oklahoma City office.

He adds: The steer was in a load of 34 head consigned to the American Commission Co. by Dan and Jack Haley, ranchers located near Roosevelt, Okla. Livestock market interests kept a close tab on arrivals and when it was decided that the 50,000,000th animal was in this load, the animals were then counted out singly. The twelfth animal to be unloaded happened to be owned by Jack Haley, as identified by the ear mark, and was given regal reception into the Oklahoma City Yards by market officers.

The Hereford steer lived in a specially constructed pen for two days prior to the ceremonies commorating this important event which was witnessed and heard by many thousands of people through television and radio. The entire market interests pooled their efforts and presented young Mr. Haley with a considerable number of gifts and awards. Gov. Johnston Murray of Oklahoma, was on hand to participate in the ceremonies After the calf was sold to Mike Cavanaugh, a young farmer of Luther, Okla.,

at \$1.30 per pound, the governor immediately read a stay of execution for this calf in that he would be reprieved for a certain length of time from the slaughter house and be subjected to lush pasture and a feeding period.

The Oklahoma Hereford Breeders Association with the co-operation of Jack Hall, president, presented Mr. Haley with a purebred Hereford female to give him a start in the registered Hereford business. Jack and his father, Dan are partners in the commercial Hereford business and run about 150 brood matrons in Southwestern Oklahoma.

X Junior: "Mamma, Papa wouldn't murder anybody, would he?"

Mother: "Gracious, no. What made you ask?"

Junior: "Well, I heard him down in the basement last night, saying 'Let's kill the other two, Joe'."

X Two boxing managers were discussing the forthcoming fight. "At the end of the second round," said one, "Your man will hit mine and he will go down for the count."

No,no," expostulated the other. "Not in the second round; in the seventh or eighth. We mustn't cheat the public."

**HOW DO WE SECURE OUR NEW MEMBERS?** By this time you ought to know. Just in case you have forgotten we will pass on the information again. It is no secret. We secure our new members by the personal invitation to that Fellow Auctioneer FROM YOU. The number of new members is in YOUR hands. Some of you do more than your share always. Some others do their share sometimes. Some others never do their share. It would be magnificent if everyone did their share. It would result in going over the top in our quota of 2500 members. **DON'T BE THE ONE TO FAIL TO TRY.** Invite that Fellow Auctioneer to become a member of the N. A. A. You'll find probably that he has been waiting for just that.



# STATE'S REQUIREMENTS

State	Capital	State License Law		State Law Exceptions	Fee \$50.00 Plus \$25.50 on Each County Tax On Each Item Sold	Bond No	Resid Req't No
Alabama	Montgomery	x					
Arizona	Phoenix		x			3000.00	No
Arkansas	Little Rock	x			None	3000.00	No
California	Sacramento		x		None	None	No
Colorado	Denver		x	Live Stock	None	None	No
Connecticut	Hartford	x			None	None	No
Delaware	Dover	x			50.00	Nominal	No
Florida	Tallahassee	x			10.00	None	No
Georgia	Atlanta		x		10.00	None	No
Idaho	Boise	x			None	None	No
Illinois	Springfield		x		20.00	None	No
Indiana	Indianapolis		x		None	None	No
Iowa	Des Moines	x			None	None	No
Kansas	Topeka		x	Real Estate	None	Recip.	Recip.
Kentucky	Frankfort		x		None	None	No
Louisiana	Baton Rouge	x			None	None	No
Maine	Augusta	x			50.00	3000.00	Yes
Maryland	Annapolis	x			150.00	None	No
Massachusetts	Boston		x		%	None	No
Michigan	Lansing		x		None	None	No
Minnesota	St. Paul	x			None	None	No
Mississippi	Jackson		x		10.00	3000.00	Recip.
Missouri	Jefferson City	x			None	None	No
					10.00	3000.00	No
					to		
					75.00		
Montana	Helena	x			None	5000.00	No
Nebraska	Lincoln		x	Real Estate	None	None	No
Nevada	Carson City		x	Live Stock	None	None	No
New Hampshire	Concord	x			None	None	No
New Jersey	Trenton	x			50 00	2500.00	No
New Mexico	Santa Fe		x		50.00	2000.00	No
New York	Albany		x		None	None	No
North Carolina	Raleigh		x	Real Estate	None	None	No
North Dakota	Bismarck		x		None	None	No
Ohio	Columbus	x			25 00	None	No
Oklahoma	Oklahoma City		x		25.00	1000.00	No
Oregon	Salem		x		None	None	No
Pennsylvania	Harrisburg		x	Live Stock	None	None	No
Rhode Island	Providence		x		None	None	No
South Carolina	Columbia		x		None	None	No
South Dakota	Pierre	x		Live Stock	500.00	None	No
Tennessee	Nashville	x			Recip.	Recip.	Recip.
					5.00	None	No
					to		
					15.00		
Texas	Austin	x			Occup.	Occup.	No
					Tax.	Tax.	
Utah	Salt Lake City	x			100.00	1000.00	No
Vermont	Montpelier	x			25.00	None	No
Virginia	Richmond	x			130.00	None	Yes
					Plus 1/4		
					of 1%		
Washington	Olympia		x		None	None	No
West Virginia	Charleston	x			5.00	None	No
Wisconsin	Madison	x			10.00 to	250.00	No
					300.00		
Wyoming	Cheyenne		x	Live Stock	None	None	No



## THE LIGHTER SIDE - - -

X After weeks of intensive training, an army rookie who had come from the hill country was ready for the rifle range. Taking his rifle and aiming it with the keen eye of a man who is familiar with guns, he fired. He had fired five times and the astounding result was five bull's eyes. The rifle instructor took the draftee's weapon and examined it. He was dumbfounded.

"I can't understand," he said, "How you could get five bull's eyes on a 600-yard range with your sights set for 300 yards."

The rookie's face broke into a slow grin. "See that rock halfway down there?" he said pointing, "Well, I'm bouncing them off that."

X A small boy being pushed around in a crowd gave vent to his feelings. A woman observed, "My word! Doesn't that little boy swear terribly?"

"Yes'm, he sure does," replied another urchin. "He knows the words all right but he don't put no expression in 'em"

X "Folks," said the old colored minister, "the subject dis evenin' is 'Liars'. How many in the congregation has done read the 69th chapter of Matthew?"

Nearly every hand in the audience was raised.

"Dat's right," said the reverance. "Yo' is de folks I wants to preach to. Der ain't no 69th chapter of Matthew!"

X Young M.D.: "I'm afraid I made a mistake in filling a death certificate today."

Old M.D.: "How was that?"

Young M.D.: "I absentmindedly signed my name in the space left for cause of death."

X Lots of labor-saving devices have been invented for women, but none are as popular as a husband with plenty of money.

X Prosecutor—"Now tell the jury the truth, madam. Why did you shoot your husband with a bow and arrow?"

Defendant—"I didn't want to wake the children."

X Coach to football lineman: "You're out of condition again, Jones. What'cha been doing, studyin'?"

X "Jim, I don't think our daughter's old enough to wear a strapless gown to the high school prom, do you?"

Father buried in the newspaper: "If the thing stays up, then she's old enough."

X A wife in a small Iowa town said to her husband, "Last year for Christmas we sent mother a chair. What do you think we ought to do for her this year."

The husband snorted loudly, "Electrify it."

According to a county Agricultural Agent in southern Illinois, the following essay on "People" should have won a prize but didn't. It was written by a lassie in the fourth grade.

"People are composed of girls and boys, also men and women. Boys are no good at all until they grow up and get married. Men who don't get married are no good either. Boys are an awful bother. They want everything they see except soap. My ma is a woman, and my pa is a man. A woman is a grown up girl with children. My pa is such a nice man that I think he must have been a girl when he was a boy."

X A young man discreetly inquired of his blind date, "Do you shrink from kissing?"

"I'd be nothing but skin and bones if I did," was the answer.

X A young girl, seeing names like "Surrender" and "My Sin" on the perfume counter timidly asked the saleswoman, "Don't you have anything for a beginner?"

X The farmers barn had just burned down and the insurance adjuster was trying to explain that he couldn't collect cash for it. "Read the policy" he insisted. "All that our company promises is to build you another barn exactly like the one that has been destroyed."

The farmer blew up and thundered, "If that is the way you pirates do business, cancel the policy on my wife this minute."



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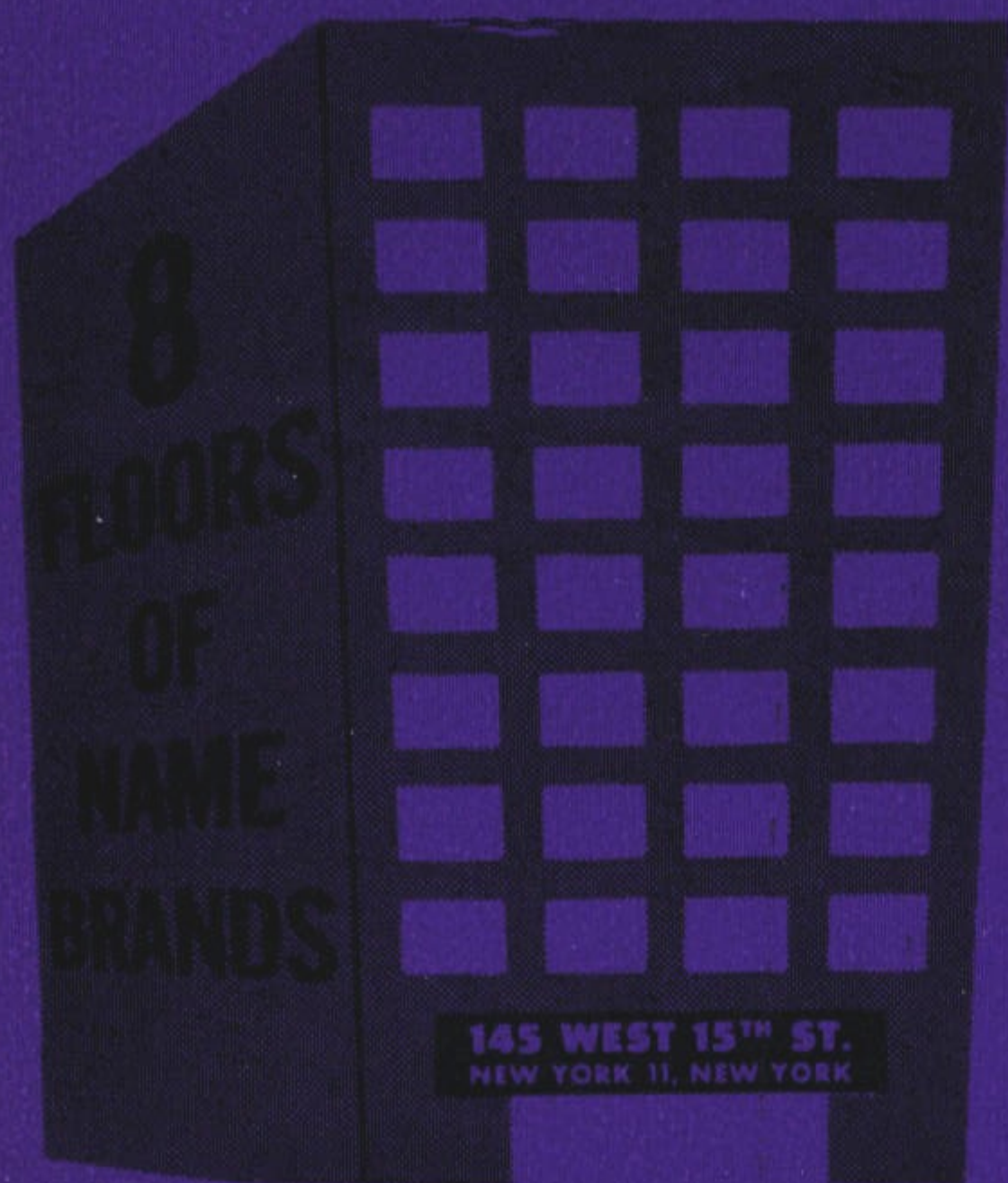
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