

the AUCTIONEER



"If you could somehow auction him off I'd be much obliged to you sir."

1960

National

Auctioneers

Convention

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Y'all Come

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Auctioneering Precedent Is Established By History

BY COL. B. G. COATS

Many Auctioneers are inclined to think that the licensing of Auctioneers is something new, that it should have been accomplished long before now. Others who are opposed to the licensing of Auctioneers, say there is no need for it and even though opposed to it, I have yet to hear anyone give a good sound logical reason for being opposed to something that would be to their benefit.

Let's go back to the days before Christ when the Romans were conquering countries, when the invading legions of Caesar's army put to flight the chariots of Britain. It was then that the real civilization of the English-speaking peoples began. Somewhere along the way the Romans had incorporated some sketchy laws on auctioneering which were later adopted by the British and to this day can be found in the English Common Law. History does not tell us whether the Romans brought the auction with them or found it a going concern on British soil; but the word auction was undoubtedly derived from the Latin *auctio* meaning increase or action.

Henry VII promulgated a law to the effect that no person should conduct a public auction sale of goods or property without first obtaining a license from the proper authorities and paying an annual fee therefor; and all unlicensed persons were strictly prohibited from selling goods or merchandise by "public outcry" without a severe penalty for violation. This all happened as early as the days of Christopher Columbus. Auctioneering then was deemed of much importance or Henry VII would not have bothered with the machinery for licensing it. Thus it happened that the auction sale came to America as part of and remains part of the Common Law.

About this time or perhaps a few years later the English gentry arrived on our shores and kept arriving with every boatload, especially after the execution of Charles I when the Royalists made up their minds that a sea voyage to Virginia

would be good for their health. Those in the know acquired large tracts of land in Virginia without too much trouble. Shortly thereafter the tobacco Auctioneers were running their auction sales into the millions. To overcome the labor shortage slavery had been installed. Among those coming to America was one John Washington, grandfather of George, who located in Virginia and built a beautiful home known to us as Mount Vernon. He was looked upon as a respected citizen, a highly successful tobacco planter and maintained a working force of over 300 slaves. His son Augustus, was the father of George, born in 1732 and left an orphan at the age of twelve. When George was of age he inherited Mount Vernon and made it his home. In those days an auction sale of a plantation was an event which brought opulent buyers from far and wide and George Washington rarely missed one. Now doesn't it tax your imagination to picture the future Father of his Country raising his hand, maybe winking or wagging his finger at the Auctioneer while engaging in spirited bidding with a blonde colonial dame determined to have what she was bidding on even if George bid it up beyond its' value. Inventories of some of the old auctions would indicate that George usually got what he set out to buy, that is, if the price was right, for history tells us that he was no spendthrift. As Auctioneers you must find it amusing to think of the most dignified and beloved of all our Presidents as calling out bids for furniture to furnish Mount Vernon just about all of which is on exhibition and can be seen when visiting Mount Vernon. It was John Rolfe, the English husband of Pocohontas who, according to history, a Dutch trader arrived at Jamestown and sold the planters twenty negroes, and earned for himself the dubious honor of introducing slavery in the English colonies. Slavery auctions spread rapidly throughout the south and were almost as numerous as flies on a

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cow's back on the fourth of July. History tells us that some slaves brought as high as \$6,000 each, depending on their age, health, etc. One plantation owner who was liquidating sold his 500 slaves individually at public auction to the tune of \$400,000.00. Emancipation having put an end to the traffic in slaves the auction sale continued to flourish and extended into every phase of our economic system.

That is the past and you will note that in those early days auctioneers were licensed. Now lets dwell for a few moments on the present.

The auction method of selling has gone forward with such rapidity during the past twenty years that many unscrupulous operators entered the field of Auctioneering. This gave the auctioneering profession a black eye. It made the buying public skeptical of Auctioneers and auction sales. However, the integrity and tenacity of the legitimate auctioneers brought about a national organization of Auctioneers and subsequently many state Auctioneers Association, who together have just about driven out all the unscrupulous and questionable operators and restored the confidence of the public. Just about anything and everything today is sold at public auction by educated, honorable and highly specialized Auctioneers who are men of ability and integrity that the public respects and who are a credit to themselves and their profession.

It is estimated that today there are 1872 wholesale auction houses doing an annual business of 3 and ½ billion dollars; 1600 sale barns through which all the livestock passes; 192 Auction Galleries one of which liquidated an estate that grossed 2 and ½ million dollars. A single item brought \$385,000. It was a diamond necklace of 213 kts. Christie's in London sold an oil painting for \$770,000.00 There are 250 Automobile auction houses one's of which does an annual business of \$26,000,000.00. Their take is \$300,000. Macy's, the world's largest department store, in New York City recently held a public auction of oriental rugs. Sometime when you are in New York city visit the fruit and vegetable auction at 4 o'clock in the morning. You will see truck, freight car and even boat loads going at auction. Even sea shells

are sold at public auction. Diamonds, wool, furs and one could go on and on. It is impossible to estimate the annual gross sales but it is believed to be in excess of \$10 billion dollars.

Despite the great advance that has been made there are still those among us who do not have the ability to shake off their pride and dispose of their personal property at public auction, but they are very far in the minority and getting less and less as the years pass by. There are still many virgin fields waiting to be tapped and every year we find more and more progressive auctioneers venturing into these fields. As long as the Auctioneers adhere to their code of ethics the more auction sales there will be and the more respect and honor the auctioneering profession will have.

In view of the tremendous business done by the auctioneers isn't it a profession worth protecting? You the probably saying to yourself, how can we protect it? My answer is by being the most enthusiastic member of your state auctioneers association. By being active in your National Auctioneers Association. By recruiting as many new members as you possibly can. By working day and night and bringing all the influence you can muster for a reciprocal Auctioneers Licensing Act. Don't wait and be legislated out of business, but act now and legislate ourselves into a bigger and better auction business. We have a heritage that we are going to have to fight to protect, a heritage that dates back to the days before Christ, a heritage that behooves every Auctioneer to extend every effort to retain it for himself and future generations of Auctioneers. If you are not willing to fight for the preservation of the oldest democratic institution in America, you are not worthy to be called an Auctioneer. Now is the most propitious time to act.

I challenge everyone who reads this article to express yourselves through the medium of "THE AUCTIONEER", whether you agree or disagree, allow your intelligence to be shared with others and I will be happy to take the time to reply so that all may benefit from each of us giving our individual opinions. Turn off your television and put your brain to work.

Indian Farmers See American Auctioneer

Twenty farm leaders from India paid a brief visit to Salem, Missouri recently to observe the Dent Livestock Improvement Association's yearling calf sale.

The twenty Indians are in the United States to study American farm methods and techniques. Two-thirds of India's 400 million people are engaged in farming — and still food is scarce. In contrast, only 13 per cent of the U. S. population is on farms.

The twenty farm leaders from India all own and operate farms and all are leaders in a farm cooperative or other agricultural organization. This is the third such group to visit the U. S. The tour is sponsored by the International Cooperation Administration, U. S. Department of Agriculture and Cooperating Land-Grant colleges, including Missouri University.

In charge of the group on the Salem visit was Ray E. Miller of Osage Beach, a private farmer who has held several positions with the Extension service, University of Missouri as an instructor in animal husbandry, Production Credit Association and Federal Reserve Bank.

The Indian farm leaders arrived in the U. S. August 12 and spent one week in Washington, D. C. They are spending a month in Missouri, then one group will visit Ohio and the other Kansas. The Missouri stay has included living in the homes of farm families.

Of special interest at the Wednesday sale was the speedy chant of Auctioneer Willard Arnaman, Unionville Auctioneer, who is a member of the National Auctioneer's Association. The sale was a three day feeder cattle sale at Salem. On the day the Indian visitors were present 1,195 head of yearlings were sold for a total of \$196,416.73. The average weight was 631 pounds and the average price per head was \$164.36. In the three day sale a total of \$433,472.00 worth of calves and yearlings were sold according to Col. Arnaman.

The Indian visitors had 30 minutes to observe the farmer-owned sale pens and were on the grounds as the top-pen of \$30.75 per cwt. yearlings were sold.

Second Indiana Area Meeting Attracts

Second in a series of four area meetings of the Indiana Auctioneers Association was held at the Hobby Ranch House in Fort Wayne, the evening of February 8. As in the first meeting a month earlier, a very nice group turned out for the dinner and the speaking that followed. However, the attendance figure was around the 60 mark rather than the 600 reported in the February issue of THE AUCTIONEER due to a proof-reader's error.

Elmer W. Baumgartner has served as a sale clerk for the past 46 years and is probably the only bank president in the state who clerks sales. His many unusual experiences as a sale clerk proved to be most interesting to those in attendance.

Other participants included Col. Wilbur Slair, Converse, Ind., who gave the Invocation; George Skinner, Secretary of the Indiana Auctioneers Association; Roy Crume, President of that group; and Bernard Hart, Secretary of the NAA.

Col. Jim Liechty, Berne, Ind., past-President of the Indiana A. A., served as Master of Ceremonies and was assisted in arrangements by Col. "Miz" Lehman, also of Berne.

Third area meeting is planned for early March at Greensburg, and fourth and final meeting will be at Washington, early in April.

North Carolinans to Plan State Group

A meeting for the purpose of organizing a North Carolina State Auctioneers Association will be held starting at 2:00 p.m. Saturday, March 5 at the Holiday Inn Motor Court on the 29 by pass in Salisbury, North Carolina. A dinner will be held at the Holiday Inn Motor Court Saturday evening, according to Col. W. Craig Lawing of Charlotte.

Col. Bernard Hart, Frankfort, Indiana, who is Secretary of the National Auctioneers Association, will assist at the organizational meeting.

Practical Press Relations

News about your own business and your profession is very important and always pleasurable reading.

I enjoyed the February issue of "The Auctioneer" very much because it contained many stories of interest about our business and the Auctioneer members of the National Auctioneers Association. After reading the last issue I noticed that the Veteran Journalist, Mr. B. G. Coats, beat me to the punch a little, but I am still going to send my expressions.



I had the pleasure of sending birthday greetings to Col. Pop Hess on his 80th birthday. He has been a regular contributing editor, and as a subscriber to "The Auctioneer" I have enjoyed the printed word from his pen for many years. I feel that the inspiring words written by these contributing editors have been a great inspiration to every auctioneer reader. I want to take this opportunity to express my appreciation, and I think I can say this for every reader, for the wonderful articles contributed by each of them to our magazine each month.

My only wish is that we had more Pop Hess, B. G. Coats, Wilcox, Foland and others, not that we tire of reading

articles of the regular contributors, but there must be many others in this great profession of auctioneering who could submit a personal interest story that would make interesting reading and be an inspiration to many young auctioneers. Increased participation will make for more readers.

I was very happy to read the fine breakdown on the membership report showing the N.A.A. membership at an all time high. It should give every member great satisfaction and justifiable pride to see the N. A. A. gain greater stature. It proves that determination will bring about the right results.

This increased growth will bring new and testing situations. It is, however, my firm conviction that we will meet them as successfully as we have met similar challenges in the past.

I have complete confidence in the future and look forward to what the membership may bring forth for greater growth. Maintain the goals and standards of the N. A. A.

Ernest Freund
President of N. A. A.

Wilson Auction Co. Sells Surplus Land

Thirteen tracts of land, a portion of the Veterans Administration Hospital at Chillicothe, Ohio, declared as surplus by the GSA, was sold at a most successful auction on January 20. The highest selling tract, without improvements, brought \$900.00. About 250 people turned out for the auction and bidding was rapid. Government officials were reported to be very pleased with the results.

The sale was in charge of Wilson Auction Sales Company, Marion, Ohio. However, Clyde Wilson, President of the firm and past President of the NAA, was hospitalized at the time of the auction so another NAA member, Col. Donald L. Bates, Cincinnati, Ohio, was called in to assist with conducting the auction.

Proposed Wisconsin License Legislation -- Re: Auctioneers

This bill was created and submitted to our 1959 state convention and later submitted to the legislature, which failed to act on it because of an early adjournment and policy of killing all license bills after July 1st, for this session.

As a former Wisconsin legislator, I believe this bill is the most simple in context and complete in scope for our profession. The day is almost gone for a "fence me in" type of bill to succeed and hold fast if contested by a "viola-tor." Our profession must be recognized as a community and/or public need and its members sought for service rather than accepted as a scattered number of huckster type characters whose predecessors were questionable members of the community.

Auctions are enjoying an increased amount of "free" publicity as a result of large art sales in Europe and certain areas of this country. I cannot feel the dignity of the individual in the business of auctions must now be also recognized as a member of a prestige profession. Certain of our members have, as a result of specializing, become sterling members of their communities. These communities can and should be enlarged to our entire country and the profession can and should become one of dignity and respect everywhere within the entire community.

A good uniform license law will be an important factor in bringing to our profession responsible recognition and acceptance. We can thereby fulfill, in part, our responsibility to the coming generations of auctioneers by having prepared a future for them as professional people.

The auctioneers of Kentucky are taking a progressive approach to our problem and my hope is for their complete success.

While the Wisconsin bill is not perfect—the intent is to improve our status and

your comments will be most appreciated.

Col. Doug. Steltz, author
Vice President, Association
of Wisconsin Auctioneers

A BILL—

To create 20.730 (41) and 130.20 of the statutes, relating to licensing of auctioneers, granting rule-making power, providing penalties and making an appropriation.

The people of the state of Wisconsin, represented in senate and assembly, do enact as follows:

SECTION I. 20.730 (41) of the statutes is created to read:

20.730 (41) **Auctioneers.** All moneys collected under s. 130.20 shall be paid into the general fund and are appropriated therefrom to the secretary of state for the purpose of carrying out the provisions of s. 130.20.

SECTION 2. 130.20 of the statutes is created to read:

130.20 AUCTIONEERS REGULATED.

(1) **Definitions.** As used in this section unless the context clearly indicates otherwise:

(a) "Auctioneer" means a person who engages in this state in the business of selling for another real or personal property by auction.

(b) "Auctioneering" means the business or act of selling for another real or personal property by auction.

(c) "Board" means the state board of auctioneers.

(2) **State board of auctioneers.** (a) **Created.** There is created a "State Board of Auctioneers" whose purpose is to advise with and make recommendations to the secretary of state on matters pertaining to the administration of this section and to perform such other duties and functions as are prescribed in this section. The board shall consist of 3 members, all of whom shall be auctioneers licensed under this section.

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Members shall be appointed by the governor subject to confirmation by the senate. Members first appointed shall be appointed for terms of 1, 2 and 3 years. Successor members shall be appointed for terms of 3 years. Terms shall expire on May 30. The board shall elect one of its members chairman and one secretary. Members shall receive no compensation, but shall be entitled to receive actual and necessary travel and subsistence expense while performing their official duties away from their places of residence, limited to \$25.00 per day.

(b) **Rules.** The secretary of state, with the approval of the board, may prescribe and enforce rules governing auctioneers and auctioneering.

(3) **Auctioneering without license prohibited.** No person shall in this state engage in the business of an auctioneer, hold himself out as an auctioneer, engage in auctioneering or advertise that he will sell the real or personal property of another by auction unless he has been issued and holds a valid auctioneer's license from the secretary of state under this section.

(4) **Qualifications.** Subject to other requirements of this section, auctioneers' licenses shall be granted to applicants who are residents of the state, are 21 years of age or over, are trustworthy and competent to auction real or personal property of others in such a manner as to safeguard the interests of the public, after proof thereof has been presented satisfactory to the secretary of state.

(5) **Nonresidents; reciprocity.** A non-resident of this state may be granted such license only if the state of his residence extends the same privilege to residents of this state, and if he otherwise qualifies under and conforms to all the provisions of this section. Such non-resident shall also, before obtaining a license, file with the secretary of state in writing his irrevocable consent that suits and actions arising in this state out of his acts as auctioneer may be commenced against him by service of process upon the secretary of state in the same manner that service may be had upon the commissioner of motor vehicles in the case of nonresident operators of motor vehicles as specified in

s. 345.09 (1) and (2) which, so far as applicable, shall apply.

(6) **Application.** An application for license shall be in writing and in such form as the secretary of state prescribes. It shall contain a showing as to the applicant's ability to judge the value of real and personal property and such other information as the secretary of state requires to determine the qualifications of the applicant and compliance with this section. If the applicant is an individual he shall verify the same; if a firm or corporation it shall be verified by at least 2 members or officers. The application shall be accompanied by the required fee and affidavits of at least 2 disinterested persons who are reputable freeholders in the county where the applicant resides, and at least one of which is a licensed auctioneer, certifying that the applicant is trustworthy and competent to auction real and personal property in such a manner as to safeguard the interests of the public. Each such affidavit shall, among other things, set forth the name, age, address and occupation of the affiant, the extent of his acquaintanceship with the applicant, his familiarity with past business experience and dealings of the applicant and such other knowledge of the applicant and his background upon which the affidavit is founded. Applications for renewal licenses need not be accompanied by such affidavits.

(7) **Bond.** No license shall be granted hereunder until the applicant has filed with the secretary of state a bond in the penal sum of \$1,000 with sureties approved by the secretary of state, conditioned that he will properly account for and deliver to the person entitled thereto all moneys and things of value coming into his hands as an auctioneer and will conform to all laws relating to such auctions.

(8) **Local regulation.** This section shall not be deemed to nullify or prevent regulation or licensing by a municipal corporation of its resident auctioneers and of auctioneers residing outside this state licensed under this section; but local regulations shall not require auctioneer license fees in excess of \$20 annually and shall not require Wisconsin resident auctioneers to furnish a fidelity bond in a penal sum in excess of \$5,000 or

auctioneers residing outside this state to furnish a fidelity bond in a penal sum in excess of \$10,000.

(9) **Expiration of license; fee.** The annual fee for a license is \$10. A license shall expire on June 30 following its issuance.

(10) **Denial; suspension; revocation.**

(a) A license may be suspended or revoked, maximum 1 year, and an application for a renewal license may be denied only after the board shall so determine in the manner and for one of the reasons provided in this subsection.

(b) A license may be suspended or revoked and an application for a renewal license may be denied for one or more of the following reasons:

1. Failure to meet the qualifications prescribed in sub. (4);
2. Conviction of a felony;
3. Wilful violation of this section;
4. Acts of hand, bad faith or misrepresentations resulting in conviction in a court of law;

5. Unethical conduct which in the judgment of the board is reprehensible;

6. Conducting an auction sale for another without first having published notice thereof and stating in such notice the name of the auctioneer conducting the sale.

(c) No license shall be denied, suspended or revoked until after 5 days' notice in writing to the licensee or applicant stating the grounds of the proposed action and a public hearing at which he shall have opportunity to be heard, present testimony in his behalf and be confronted by witnesses against him. The board, in its discretion, may grant the accused a temporary permit to auctioneer pending such hearing and determination. Determinations shall be made and the licensee or applicant notified thereof within 5 days after hearing.

(11) **Penalties.** Any person violating this section shall be fined not less than \$25 nor more than \$1,000 or imprisoned not more than 6 months, or both.

(12) **Exceptions.** (a) This section shall not apply to any auctions held by order or judgment of any court of the state or the United States or by any officer of a municipality, county, state or United States.

(b) Notwithstanding any provision of

this section in conflict herewith the secretary of state shall grant and issue a license to any person applying therefor within 6 months after the effective date of this section who shall pay the proper fee and make proof satisfactory to the secretary of state that he was at the time this section took effect a resident of this state and engaged in the business of auctioneering real or personal property.

(c) This section shall not apply to persons licensed under ss. 342.40 to 342.43 to auction motor vehicles or persons licensed under s. 130.07 to auction jewelry when the auction sale business of such persons is limited to the business regulated in ss. 342.40 to 342.43 or 130.07, respectively.

Last Landing May Be At Public Auction

HALIFAX, N. S. — The writ-laden 10,000-ton Panamanian freighter Georgios A apparently is heading for the sheriff's auction block.

The vessel, in trouble almost since the moment she sighted Canadian soil last November, has acquired twenty-two writs, a badly scratched bottom when she ran aground, and an angry crew. Legal sources say the situation points to public sale.

One chance to escape the auctioneers still remains — the appearance of her owners, listed as the Ermis Maritime Corporation of Liberia. No word has been received from them, and the vessel could be in the hands of the authorities.

Legal sources here said a writ and warrant of arrest, issued on behalf of twenty-eight of the thirty-two disgruntled crew members was expected to lead to application to have the Georgios A sold. The owners were given seven days to appear.

Informants said the crew members, angry because they have not been paid for more than a month, were likely to move quickly.

The penalty paid by good men for refusing to take part in government is to live under the government of bad men.

— Plato

New Stockyards and Auction Market

LOS ANGELES — Plans are virtually completed for establishment of a new stockyards and auction market to replace the Los Angeles Union Stock Yards which will be closed April 30. The proposed new market will be conveniently located a few miles east of the Vernon packinghouse district on Valley Blvd. in the City of Industry. The site has been occupied for many years by Western Feedlot No. 2, one of the large feedlots in the metropolitan area.

The market will be under the management of a newly formed corporation, Los Angeles Livestock Marketing Co., of which George Phillips is president. Phillips is widely known throughout the western livestock and meat packing industry. Until his resignation a few months ago, he was a vice president of Bank of America in charge of all livestock and agricultural loans in the southern district. He has long enjoyed an intimate relationship among cattlemen, cattle feeders and meat packers.

The new market, according to plans, will provide for both auction selling and private treaty trading. It will have a capacity capable of handling 5,000 cattle as well as hogs and sheep. Many modern ideas are being incorporated in plans for the market, including the mechanization of feeding livestock consigned for sale.

Modern new office buildings are planned, according to Phillips, to provide southern California with a great livestock service center with government, state and county offices, livestock supply stores, sales offices, a large restaurant and dining rooms for sizable gatherings. An investment well in excess of \$1 million is contemplated in the first units now in the hands of architects.

Ownership in the new corporation will be widely held by those closely associated with the livestock and meat packing industry, according to Phillips.

The new facilities will be on a major highway, will adjoin the new Pomona Freeway and will be on the main lines of both the Southern Pacific and Union Pacific. The location is pointed out as be-

ing convenient to the big Los Angeles milkshed and will be convenient for movement from the Imperial Valley, San Joaquin Valley and other livestock producing and feeding areas, involving great savings in traffic as compared with the congested area in which the present stockyards market is located.

It is hoped that construction will be underway shortly and the market made available for business when the Los Angeles Union Stock Yards is closed April 30.

Air Base Site On Auction Block

The 1,879-acre Sampson Air Force Base at Geneva, N. Y., has been placed on sale at auction. Included are 1,000 acres that New York State has had its eye on for a park.

The property has been divided into twelve parcels available for sale to the highest bidders, Albert Wilson, Chief of the Disposal Branch of the Regional General Services Administration, said. Bids will be closed March 8.

"We're accepting individual bids on all of it," Mr. Wilson explained. But, he added, if the National Park Service should approve the State's application for the 1,000 acres it wants the request would receive additional consideration.

This consideration would be contingent upon a study followed by recommendations from the Park Service, he said.

"If it is decided that it is in the best interest of the Government and the people to approve the state's application," Mr. Wilson said, "it would naturally rule out sales of several of the parcels."

He pointed out that that portion in which the state was interested comprised about 60 per cent of the total acreage offered for sale.

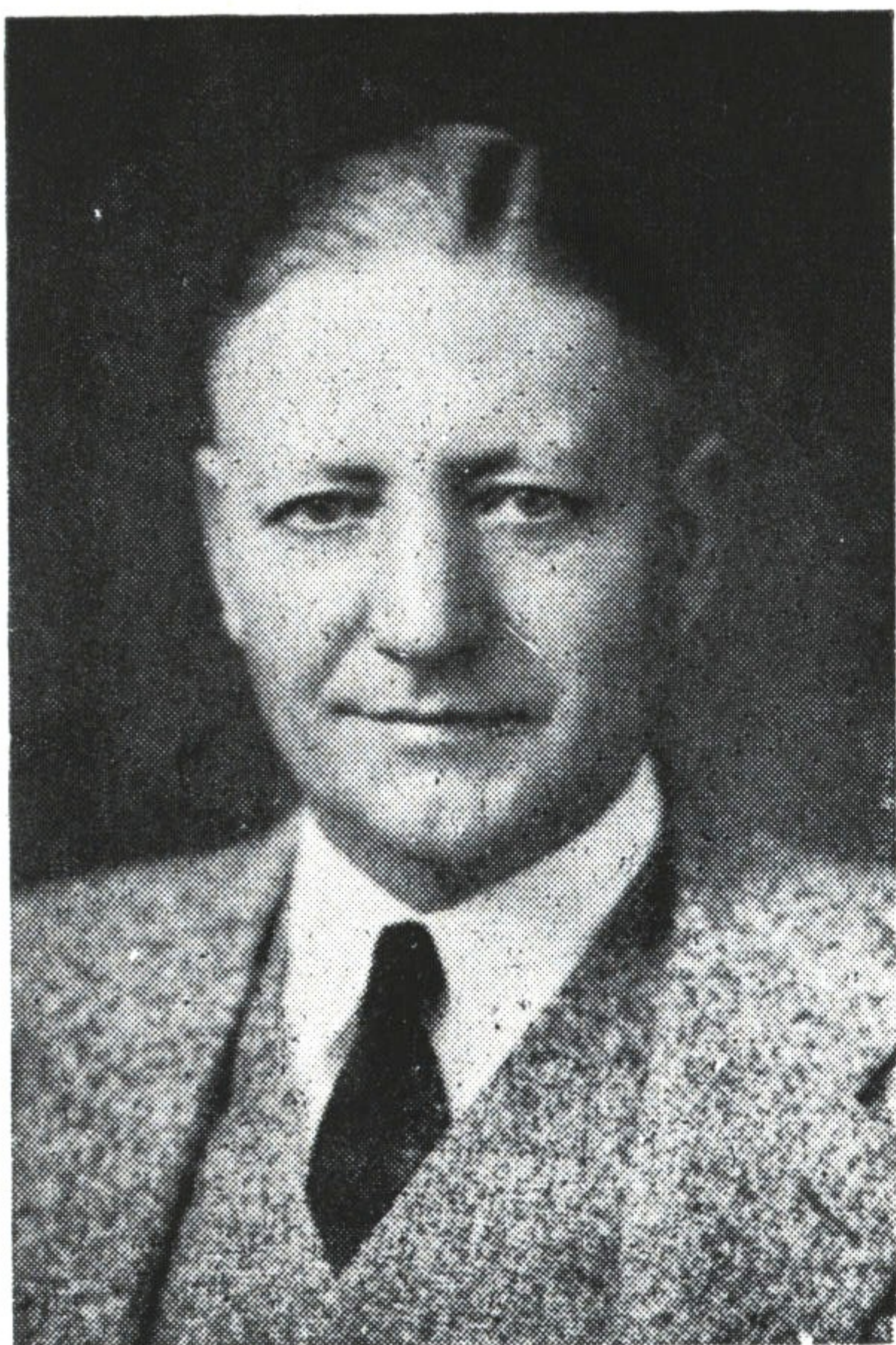
Business, civic and political leaders in the area have opposed the park project. They complained that it would leave a large section of the area non-taxable.

Sampson has been deactivated since 1957.

The only time most folks don't interrupt is when someone is praising them.

Veteran Auctioneer In Demand At Sales

Col. Art Thompson, dean of American cattle Auctioneers, who retired several years ago, was welcomed to the stand once more as he made the opening remarks at the Jack Turner—Cox & McInnis sale in Texas during late November 1959.



Being in retirement has not ended the many requests for his presence at sales as his unlimited knowledge and experience of selling Hereford pure bred cattle in every state and many foreign lands has earned for him the respect and admiration of breeders of Hereford cattle.

Col. Thompson, resides in Lincoln, Nebraska, except for the cold months of winter when he can be found basking in the sun and delightful climate of sunny California. He is an active member of the National Auctioneers Association and served with distinction as a Director for several years. His greatest pleasure is attending the national conventions where he can meet and converse with Auctioneers from all parts of the country. If you attend the convention this year July 14, 15, 16 Sheraton Hotel, Louisville, Kentucky, you will see and hear America's greatest Auctioneer.

Receipt for Country To Be Auctioned

New York, N. Y.—One of the oldest historical documents of modern times—a receipt for an entire country—arrived here recently from England and will be auctioned on March 2.

The document, apparently intended as a practical joke, is dated June 30, 1920. It reads:

"Received, from Maj. Gen. Sir Louis Bols, one Palestine, complete."

It is signed "Herbert Samuel," and bears in the hand of the signer the letters "E & O. E.," an escape clause that was common on commercial documents, signifying "Errors and Omissions Expected."

The late General Bols, military commander of Palestine after the defeat of Turkey in World War I, was also, according to his son Eric, who is also a major general, "a gagster who would go out of his way to perpetrate a joke."

The transaction took place as Sir Herbert Samuel prepared to take over Palestine as the first High Commissioner under a League of Nations mandate. But, before he handed over the territory, the general asked the Commissioner to sign a receipt.

According to a report of the incident in Sir Herbert's memoirs, the High Commissioner asked, "For what?"

"'For Palestine!' he said

"'But,' I replied, 'I can't do that. You don't mean it seriously.'

"'Certainly I do,' he said."

The Commissioner then signed a "receipt," that had been prepared.

Sir Herbert extended the joke by including the "escape clause."

The auction of the paper, by order of Maj. Gen. Eric Bols, will be at the Parke-Bernet Galleries, 980 Madison Avenue.

The document was prepared on official stationery with the arms of Great Britain embossed on it and with the printed heading, "Headquarters, Occupied Enemy Territory Administration (South), Jerusalem." It measures about 7 by 9 inches and has been carefully mended.

Kentucky Auctioneers Stage Third Annual Convention

Members of the Kentucky Auctioneers Association met at the Sheraton Hotel in Louisville, January 24 and 25 for their Third Annual Convention. A total of 47 members were registered in addition to their wives and guests.

First day program consisted of various committee meetings and a meeting of the Board of Directors. All those present were graciously entertained in the home of Col and Mrs. Orville Moore, Louisville, following the close of the afternoon's business. Col. and Mrs. John Maloney, also of Louisville, joined the Moores in providing a buffet supper which was enjoyed by all who were present.



Col. John L. Cummins

Program for the second day's events opened in the forenoon with an address by the President, Col. W. P. "Bill" Scully, Lexington. Col. J. Meredith Darbyshire, Wilmington, Ohio, addressed the group on "Real Estate Auctions," followed by Col. George Kurtz, Sturgis, Ky., whose subject was "Purebred Auctions."

Dr. Philip Katz, Louisville voice

specialist, described "Public Speaking and the Auctioneer." Hon. Bruce Hoblitzell, Mayor of Louisville, gave the official welcome to the city, presenting the "Key to the City" to NAA Secretary, Bernard Hart.

Following a noon luncheon, Bernard Hart was the first speaker using as his subject, "NATIONAL CONVENTION - Pinnacle of Achievement." H. Bemis Lawrence, author of the Kentucky Auctioneers Licensing Act, described in detail several paragraphs of the "Act." This was followed by a panel discussion, the panel consisting of Mrs. Leona Drake, Indianapolis, Ind., and the previously mentioned speakers. Col. John L. Cummins, convention chairman, served as moderator.

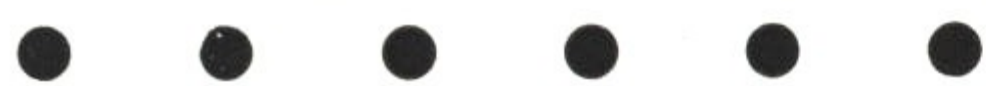
Principal discussion by members of the panel was in regard to the Licensing Act and while various objections to the "act" were brought before the group, only two members voted against the proposal when President Scully requested a standing vote. However, all of those present did not vote. This proposal, which is printed in its entirety in this issue, has been introduced in the House of Representatives of the Kentucky State Legislature now in session.

Evening program consisted of a Banquet, Fun Auction and an address by C. H. "Preach" Edwardsen whose topic was, "Making Life Worthwhile."

Col. John L. Cummins, Cynthiana, was elected as President for 1960; Col. Edwin Freeman, Harrodsburg, Vice-President; and Martha Krutz, Sturgis, Secretary-Treasurer. Col. George Kurtz, Sturgis; Col. Lawrence Mudd, Owensboro; and Col. David Bailey, Glasgow, were elected to the Board of Directors and retiring President Scully, automatically becomes a Board member. Lexington was chosen as the site for the 1961 State Convention.

Members of this organization are now earnestly at work in preparing to entertain the National Auctioneers Convention in July of this year.

THE LADIES AUXILIARY



The 1960 Convention

By Mora E. Freund, Secretary-Treasurer

When your husband invites you to attend the National Auctioneers Association Convention with him do you say, "Go on to the convention, I'll stay home with the family and 'mind the store'?"

If so, don't make that mistake again. Ours is a convention where the entire family participates and Auctioneers who bring their families with them get the most out of the sessions.

You say to yourself, "What will I do while the Colonel attends the meetings?" Won't you make an effort to come this year and learn why those of us who have gone year after year wouldn't miss it for the world?

Come to the Registration Desk with your husband when he registers and you'll find officers of the N.A.A. Auxiliary to greet you and acquaint you with our role in the convention.

If you bring the pre-teen age children with you, the Auxiliary will furnish sitters for you while you attend luncheons, meetings or just enjoy yourself.

You'll be joining many other wives in the meetings with your husbands. You'll shop and browse in the beautiful Louisville stores. There will be a room just for the ladies in which to relax, play cards or plan their day's activities.

If you have teen age children, they'll have the most fun of all because special activities are being planned for them by Vice President Carmen Y. Potter. It's the very newest activity of the convention. The Auxiliary will be cooperating to help entertain them. As you know, they'll have many plans of their own. They'll have an Activity room of their own too.

By now you'll realize that I'm really enthusiastic about the N.A.A. Convention.

Won't you plan now to come to Louisville with your husband in July? Take my word for it, he won't have to ask you to come next time. You'll be looking forward to the next convention, too.

The Colorado National Convention

Sometime over a year ago when my husband came home and talked to me about the new Colorado State Auctioneers Association bidding for the 1959 National Convention in Denver, my first thoughts were that it would be nearly impossible to do the things that were necessary for a large convention with the few auctioneers and their wives that were active in the Colorado association. However, after we were assured of the convention here in Colorado, the members really went to work. The ladies organized the state auxiliary, and even though we live 265 miles from Denver, we were happy to make several trips to help with this undertaking.

About the time we got started with our plans, the president of the state organization, Mr. Dillehay, and another good hard worker, Mr. Fortna, both died, and the few members left had to really settle down and go to work.

The opening day of the convention finally came, and to say the least we were all greatly surprised and happy to see the grand turnout we had for the National Convention. We have attended many other conventions, not auctioneers, and I am sure this is the outstanding one of my life, because here was a group of friendly people — our kind of people who you could talk to, visit with and enjoy yourself — a group of people who had their families with them. These were people who took an interest in their fellowman and in their profession, who spent their time trying to improve their knowledge of people and their business. Certainly I have never had the privilege of association with a finer group of ladies than at the meetings of the National Auctioneers Auxiliary. One can imagine my surprise when I was elected to the office of Parliamentarian for this fine organization.

All of us here in Colorado hope that

everyone of you enjoyed your visit to our state, and I am sure our entire association feel it was an honor and a privilege to have you here. I only wish it were possible for more auctioneers and their wives to attend these meetings. I am sure they would feel well paid for the effort after their association with the good people one finds in this Auctioneers Association.

Next July you will find a large delegation from Colorado at the Convention in Louisville. You are always welcome in Colorado for a return visit.

Sincerely,
Helen Shults

What Is the Matter With the Ladies

I am a little disappointed in the Ladies Page in "The Auctioneer."

Come on Ladies and help. Every lady should be interested in the publication because it is what we all need to keep in touch. We must keep the Ladies Organization growing because we are very fortunate to be so welcome at the Conventions. The Conventions are a family affair. Let's keep it that way.

Mr. Berry and I hope everyone had a good and prosperous 1959. Last year was very good to us. We enjoyed our trip and the Convention at Denver very much. We had a good business year. To make it complete we had our second grandson.

Come on, Ladies, write something and make our Kentucky Convention bigger and better.

Mrs. Tom Berry

Hubbards Announce Birth of Son

Col. and Mrs. Bud Hubbard of Littleton, Colorado are proud to announce the arrival of a new little Auctioneer born January 22, 1960. He has been named Daniel Mark and weighed in at eight pounds and four ounces. His proud sisters are Dee Ann, age 4, and Coleen, age 2.

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

President
Mrs. R. E. Featheringham,
Ashville, Ohio
1st Vice President
Mrs. Owen Hall, Celina, Ohio
2nd Vice President
Mrs. Tom Berry, West Newton, Pa.
Secretary-Treasurer
Mrs. Ernest C. Freund,
Fond du Lac, Wis.
Historian and Parliamentarian
Mrs. Howard Shults,
Grand Junction, Colo.

DIRECTORS:

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Mrs. B. G. Coats, Long Branch, N.J.
Mrs. Tim Anspach, Albany, N.Y.
Mrs. J. O. Lawlis, Houston, Tex.
Mrs. Al Boss, Carroll, Iowa
Mrs. Don Werner, Thedford, Nebr.

More For Mink At New York Auction

NEW YORK — A bundle of dark female mink skins brought \$106 a skin in a fur sale here, the New York Auction Co., Inc., reported. This price is believed to be among the highest ever paid for such goods.

The sale took place during the season's first offering of United Mink Producers Association dark skins by the New York Auction Co. Dark, or natural skins, are a different category than the silver-color mutation mink skins.

Prices averaged 5% more than a year ago, the auction company said. The top male mink skins, which are larger than female skins, sold for \$57 a skin.

According to fur experts it takes an average of 60 to 65 male mink skins to make a full-length fur coat. A jacket takes 22 skins and a stole around 12.

The top bundle of skins in each category was offered by Roland T. Stafford, a West Chicago grower. Both of the top bundles were purchased for Ornstein Furs, Inc. of Chicago.

No grace can save any man unless he helps himself.—Henry Ward Beecher.

A Proclamation

WHEREAS, the Ohio Auctioneers' Association is a professional organization dedicated to the highest of ethics to Client, Public and Profession, and

WHEREAS you, COL. C. M. "POP" HESS have faithfully and continually promoted and publicised our organization and our profession and

WHEREAS aforesaid organization has set aside the day of February 6, 1960 to observe your 80th birthday

THEREFORE I, RAY E. AUSTIN, President of the Ohio Auctioneers' Association, do hereby proclaim the date of February 6, 1960 as

"POP" HESS DAY

And urge all Auctioneers of our state to give full consideration to your efforts in behalf of the Ohio Auctioneers' Association.

Signed

Dated

POP HESS DAY IN OHIO — February 6, 1960 was proclaimed as "Pop" Hess Day by the Ohio Auctioneers' Association as indicated by the above reproduction of the official proclamation. This was the date of Col. Hess' 80th birthday. In recognition of his steady and faithful service an expense paid trip to the 1960 National Auctioneers Convention was presented Col. and Mrs. Hess by the National Auctioneers Association.

Eightieth Birthday Proves An Enjoyable Celebration

By COL. POP HESS



The date of this writing is February 12. The writer is just recovering from the events of February 6th and 7th. As you may note in this issue. I had my annual birthday on February 6. This happens to me every year and since this one was my eightieth year, I thought I should slide through it as quietly as possible for fear someone might get the impression I was getting too old. However, Mom Hess figured she would not let this one get by too easy. Since we left our home in the country near Worthington last summer and moved into our new home in Delaware we have talked of holding an open house for our many friends. All we did about it was like many Auctioneers do about doing things other than conducting a sale, we talked and that was all. As this date of February 6 was coming up she thought she would stir up things and by mail and party line she contacted relatives, friends and enemies alike and told them what was cooking with the house wide open February 6th and 7th, day and night, Saturday and Sunday.

Of course, she thought there should be some Auctioneers invited so she called Don Fisher, who is the secretary of our Ohio Auctioneers Association. He, in turn got out his "mailing gun" and shot the word out to Ohio Auctioneers. Then he pointed his gun to the secretaries of all the listed State Auctioneers in the land, and, from what I can observe, officers of the National Auctioneers Association. To my big surprise here came cards, letters, wires, long distance phone calls, door bell ringing and many folks in person. From the out of state boys a nice wire came from Col. Ernest Freund, President of the National Auctioneers Association and from several of the out of state secretaries. To top it off as the bells started to close down and the dust

was settling here came a fine letter from Col. Bernie Hart, the Secretary and Editor of the N. A. A. with a present that will put Mom Hess and me positively at the National Convention at Louisville, Kentucky next July. This fine present from the N.A.A. helped make the best of all birthdays. To Ohio Auctioneers and to all the State Associations — officers and all — Mom Hess and I humbly say many thanks.

In closing this on my birthday celebration. I am very proud of the fine Proclamation the Ohio Auctioneers presented me with. The Proclamation was signed by the President, Col. Ray Austin, and declared February 6, 1960 as Pop Hess Day in Ohio. This now hangs on the wall of my den and I will highly treasure it. Many presents of various kinds were received. Among the mirthful ones was a fine large birthday cake from a young man I have known since he was in knee britches (he is now our town's leading funeral director). The cake was fine but I did check it closely before eating it. Not too long after the cake arrived another doorbell ring came with a delivery of a floral piece they almost had to take the door down to get in and there were some tense moments till the card was found to name the sender. My thought was "Could it be another undertaker?" However, it was from the staff here at Radio WRFD where I am spending my retiring years as an auctioneer running our farm and livestock sale program over the air. Again we say Thanks.

Well, I am supposed to write a column but so far it has been mostly too much about myself. I was happy to note in our February issue that many of the boys have come out from behind the bushes and had some nice items in the pages. I

was happy to note also, that Ohio leads in N.A.A. membership as of the moment. How about setting up a goal to extend to the State Association that tops all membership for the year of 1960 or to the date of the Convention? I will furnish the thought. Who will put up the prize? The State that is the runner-up (I was going to say the one that was the lowest but we have some states that are low in Auctioneers) could be given a prize, too. To the top two runners it could become a hot contest with a notice each month in "The Auctioneer" as to who is first and second. I may be sticking my head out but I do that some times. Comments and suggestions are in order on that. If the idea has no value, just bury it.

I think that for a long time it has been rolled over and over in the minds of all of us what can be done to build the National membership to where it will cover pages in columns. Asking Auctioneers to get more members has brought a general run but not a big gain. Maybe some kind of a Goal of Endurance would be the dark horse that would be a runner.

My mails from boys out over the line has been as low in number as it has been in some months. This is a good sign that most of our Auctioneers are very much at ease and on the gain, So I will not need to make much reply in this column to ease their thoughts.

Recently, I had the pleasure of a nice visit with several Auctioneers and our conversation was on the question of State and National Associations of Auctioneers. As the time rolled by we found the boys in much more agreement for than against. However this kind of remark creeps in:

"What can a State or National Association do for me and my work as an Auctioneer?"

How come we do not see the bulk of the busy and nationally known Auctioneers attending the meetings?"

"How can either Association help make me more business for me than I now have?"

"Few hire me as an Auctioneer and I can not see how an Association can help me."

"I now have more sales than I can take care of and don't need any help so

why take the time or money to belong?"

My answer to all these listed questions is simple. No State or National Association was set up to get more or less business or to make folks hire Auctioneers they do not want or to make friends out of enemies. If you have good business your State and National Associations will help you keep it by guarding against pit falls that often come. Your name listed as a member of State and National Associations is not by a long way a black mark to your profession or to you.

All items considered it is worth while to you as an Auctioneer in demand to know the heartbeat of the general run of Auctioneers and the Sale Business. It takes less than one week's time out of each year to be counted in attendance where many angles of the Auction business are discussed.

Here is another question that came up. One said, "There is so and so belonging to the association. I never want to be seen associated with him." The answer is what will these two boys do when they go to the Great Beyond? Who will keep them separated there?

Now, readers, if you can come up with some good answers to the above questions which have been shot by this writer, the pages of this Publication are wide open. However, use words that can be printable and go through the mails without censorship.

With this column I, now in my Eightieth year, salute all of the State and National Auctioneers Associations of the land and the Auctioneers who know and support them.

Actor Sells Art

NEW YORK CITY — Two paintings from the collection of Adolphe Menjou drew top prices at an auction of modern art at the Plaza Art Gallery.

An unidentified purchaser paid \$14,000 for Maurice Utrillo's "La Bievre a Gentilly," and the Hammer Galleries paid \$13,000 for Raoul Dufy's "14th of July in Le Havre.."

The sale brought a total of \$88,060 for fifty-nine paintings of which seven had belonged to Mr. Menjou.

Col. Oliver Wright Honored At Meeting

Honored at the Annual Pa. Auctioneers' Assoc. meeting was Oliver M. Wright of Wexford, Pa. Col. Wright has completed 55 years of active auctioneering and is still going strong. The State Association presented Col. Wright with an inscribed gavel in recognition of this accomplishment.

It was in January 1903 when a farmer-auctioneer father told his 14 year old son to accompany him to an auction. "In those days your father was head of the family so I obeyed," said Col. Wright. A Holstein cow brought \$64.00 on Jan. 19, 1903, and everyone raved about the high price. Col. Wright worked with his father until 1910 when the elder Wright went to work in the Allegheny County sheriff's office. From then on Oliver Wright was on his own, selling under his own name.

He pursued the career with general farm sales and sold in the Pittsburgh horse markets for 15 years, selling every Mon., Tues., and Wed. He sold furniture for the Pittsburgh warehouses, selling for 21 out of 24 more and more furniture and antiques as the Pittsburgh suburbs developed from farms to homes. The largest antique sale grossed \$64,000. Next was developed real estate at auction, and the largest sale has been a 372 room hotel.

Col. Wright's reputation is known coast to coast and is brought home forcibly by some of the stories he tells. His advice, after 55 years of successful business, is "never pull a fast one on anybody"! This is good advice for all and is proven by this veteran auctioneer. Col. Wright is an active and enthusiastic member of the National, State and Western Pa. Auctioneers' Associations. He finds tremendous educational value in Association work even with all his practical experience.



Promotional Items

NEW: Attractive Bumper Strips, advertising the Auction method of selling. **35c ea., 3 for \$1.00**

LAPEL BUTTONS: "Dress Up" with this distinguished piece of Jewelry. **\$2.50 each**

INSIGNIA CUTS: Add distinction to your cards, letterheads and advertising. **\$2.50 each**

DECALS—3 color, reversible, closing out @ **\$25c each.**

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THE AUCTIONEER

803 So. Columbia St., Frankfort, Indiana



ANNUAL PENNSYLVANIA AUCTIONEERS ASSOCIATION MEETING, HARRISBURG, JANUARY 9, 1960

BACK ROW (Left to Right): Harry Wimer, John T. Ensminger, O. B. Peachy, Luther Deitch; Jim Leiby; Lee Pillsbury; Ed Von Bergen; Foster Hendrickson; Bill Aubele; William Boes; Ken Brown, Hubert F. Nolte, Woodrow Roth, Ronald Chaffee.

FRONT ROW (Left to Right): Stanley Deiter, Q. R. Chaffee, Tom Berry, Russell Kehr, Paul Martin, Ray Haring, Ralph Horst, Pete Stewart, Patsy O'Connell, Sam Lyons, L. M. F. Hocker, John E. Graham, Jim Ristimaki, Anthony Maiorana, Esq., Mervin Adams, Roy Ebersole, Stewart Smith, Homer Sparks, C. S. Detweiler, John Crawford, Oliver Wright, Henry Brooks, C. Morell Brown.

Pennsylvania Group Holds Meeting

On January 9th at the Hotel Harrisburger in Harrisburg, the State Capital of Pennsylvania, the Pennsylvania Auctioneers' Association met in annual session. Old acquaintances were renewed and new and long-absent members once again met in congeniality to discuss their favorite topic — "Auctioneering". A new supply of jokes were exchanged and the all important business meetings were conducted.

President Sam Lyons, a familiar face at N.A.A. conventions, pounded the gavel at 10:00 A.M. to bring to order the first of two business sessions. Pete Stewart, "the smiling secretary," read the minutes which were duly approved and the 13th annual Pennsylvania meeting was underway. This meeting day was officially entitled "Oliver Wright Day" in honor of a veteran Pennsylvania auctioneer from Wexford in Allegheny County who has completed 55 years of active auctioneering. Col. Wright was presented an inscribed gavel by the Association in recognition of this achievement.

The four Pennsylvania area chapters each gave a verbal report on their yearly activities. Henry Brooks and Tom Berry each gave a report on the National Convention in Denver and urged all members to make plans to go to Louisville in 1960.

At noon the meeting adjourned in order to partake of a buffet luncheon right in the meeting room, which enabled the auctioneers to mix socially until the afternoon business session.

As in all meetings, many constructive and heated discussions ensued. The main discussion concerned the proposed auction license bill which passed the House of Representatives successfully but failed to come out of Senate committee. Lee Pillsbury reported this definite progress, since it was the first session in which the bill got this far. The next attempt at legislation must now wait until the 1961 session. It is felt by the majority of the Pennsylvania member auctioneers that the proposed legislation would be of great benefit in forwarding auctioneering in the state.

New officers for 1960 were chosen and are: President, Woodrow Roth of Eam-maus, who has chanted in Pennsylvania Dutch at past N.A.A. conventions to the delight of all in attendance; Vice-President, Pete Stewart of Armagh; and Kenyon B. Brown of Doylestown, Secretary-Treasurer.

During the evening, wives, clerks and sale help were guests of the individual auctioneers at the annual banquet. Arrangements and entertainment were well taken care of by members of the Central Penna. Chapter.

Every auctioneer returned home with a feeling of accomplishment and revitalized to work hard for a better organization during 1960. And, as at all auctioneer meetings either large or small, each auctioneer gained some advice or discovered a better way to do his job which will make him a better auctioneer, more capable of serving his clients in the months ahead. All look forward to the semi-annual meeting to be held in Western Penna. on June the 6th.

Mendenhalls Open Modern Auto Auction

Robert "Red" Mendenhall and Forrest Mendenhall of High Point, North Carolina announce the opening of the High Point Auto Auction, Inc., February 9.

The newly opened auction has the distinction of being the first and only dual lane automobile auction in Carolina and, according to the Mendenhall Brothers, it is one of the few in the United States which has been designed especially from the ground up for an auto auction.

We hope the opening of the High Point Auto Auction, Inc. opens a prosperous business venture for Col. Robert Mendenhall, a member of the National Auctioneers Association, and Col. Forrest Mendenhall, a life member of the N. A. A.

Keep away from people who try to belittle your ambitions. Small people always do that, but the really great make you feel that you, too, can become great.

—Mark Twain,

Loneliness Prevails At Farm Abandoned After Auction

BY TOM ALLAN

Reprinted from Omaha World-Herald.
Pictures courtesy of Omaha World -
Herald.

Oxford, Neb. — This is the time of year
for farm sales in the Midlands.

The joviality of the crowd and the
auctioneer's chant cannot cover the tinge
of sadness as a family pulls up roots—
sometimes sunk for generations — on the
home place.

An old farm dies slowly as, piece by
piece, items from an old hayfork to
grandmother's ironing board cross the
auctioneer's block.

Then silence reigns. The new owner
often abandons the buildings, using only
the additional land.

In summer, nature hides the lonesome
spot with foilage. But in winter the build-
ings, fading with age, become skeltons
dotting the plains.

They are melancholy spots with the
wind whistling through the barren trees,
stirring memories of sunnier days.

Fog last week added an aura of sad-
ness to an abandoned farmstead along
Highway 6 near Oxford. Nature attempt-
ed to hide the scars of a foundation
where a farmhouse once stood.



Mail box memories . . . Windmill creaks protest.



Abandoned farm . . . Mist shrouds the clutter.

The fog mantled spindly outbuildings in soft mist.

The old windmill creaked its protest to the ghostly silence.

Old pots, punctured by passing hunter's bullets, were scattered about the yard. What savory stories each could tell.

A battered mail box, its flag still raised to catch a passing postman's eye, lay near the crumbling foundation.

What happiness it brought during the years — catalogs full of colored pictures, letters from loved ones far away, invitations to parties.

Then finally, came proofs of the auction ads, the final proceeds check.

And the regrets of old friends.

A successful pastor has had printed on the backside of his calling card this trenchant question: "What on earth are you doing for heaven's sake."

Officers Elected At Michigan Meeting

The Michigan Auctioneers Association held a meeting on January 17 at Williamston, Michigan. During the business meeting officers for the current year were elected.

Charles Kinsey of Farmington was elected president at the meeting. Other officers elected were Ray Tosch, who was chosen as First Vice-President; Richard Brodie, Second Vice-President; and Garth Wilbur, Secretary-Treasurer.

Directors for the Michigan Auctioneers Association are Ken Travis, Bob Handrich, and Fred W. Smiley.

Stamp Auction Fraud Trial Sets Record

DUBLIN — Three of the four directors of Shanahan's Stamp Auctions were held for trial by Justice Cathal O'Flynn on charges of having conspired to defraud those who had invested money in their stamp sales.

The justice held there was no case against Jerome Shanahan, 60 years old, chairman of the company, and freed him.

The directors facing trial in the Circuit Criminal Court are Paul Singer, a native of Austria, his wife and Arthur Desmond Shanahan, the company secretary.

Preliminary hearings had lasted sixty-two days, with 150 witnesses. It was the longest case on record in a lower court here.

A man was justifiably proud of his lawn until one year a heavy crop of dandelions appeared. He tried everything imaginable in an effort to get rid of them, but without much success. Finally in desperation he wrote to an agricultural college, listing the remedies he had tried, and concluded with the appeal, "What shall I do now?"

Several weeks later he received this reply: "We suggest that you learn to love them."

A New Era Approaches?

BY BERNARD HART

In reporting the announcement of the forthcoming closing of the Los Angeles terminal stockyards a prominent western livestock publication termed it the beginning of a new era in livestock marketing. And that is certainly what is taking place as more and more terminal stockyards are either discontinuing operations or changing to the auction method of selling.

The foregoing paragraph could well be followed by a story of its own but past issues of this publication have kept its readers informed as to the changes that are coming in livestock marketing. This issue of THE AUCTIONEER could be the beginning of a new era in auction selling. In fact this issue will probably be referred to as the license law issue inasmuch as we are publishing copies of proposed licensing acts in the states of Wisconsin and Kentucky.

While license laws are certainly not new to us they have not approached the serious reality that auctioneers are now facing. Therefore, we feel it is the duty of every auctioneer in America to carefully study these proposals and after he has carefully weighed the issues involved he should make known his feelings by writing them to THE AUCTIONEER. With a composite of ideas and thoughts from members of the profession in all parts of the country it may be possible for an author to write a law that would accomplish the desired results. We might add here that we are not ready to endorse either of the proposals presented herewith but would favor the Wisconsin proposal for the sake of brevity.

I sincerely believe that we are making a mistake when we pattern auctioneers license laws after those pertaining to real estate brokers. The auctioneer who sells tobacco, purebred livestock, automobiles or the weekly livestock market certainly has little or nothing in common with the practices and principals of real estate brokers.

A law that permits the "hawker" to auction his wares from the rear end of

a truck at the local county fair and at the same time states its purpose to 'protecting the public' is travelling under false pretenses, yet this Kentucky proposal does just that. So far as an auctioneer serving an apprenticeship is concerned we have only seen this happen where the apprentice is a close relative or a part owner of an auction establishment. Many of us could never qualify if we had three of our competitors to pass on our application for a license. The examination mentioned in the Kentucky proposal certainly does not indicate any measure of an auctioneer's ability.

During the past six years we have published column after column in favor of license laws but every time your editor has used a paragraph or two to point out some of the views from the other side of the fence the roof has fallen in. I'm wearing my crash helmet and am braced for shock so I'm ready for the rocks to start flying.

Historic Governor's Mansion Auctioned

HARRISBURG, Pa. — Pennsylvania's auction to the Insurance Company of historic executive mansion was sold at North America for \$85,500.

The company plans to demolish the twenty-three room, four-story brown stone house over-looking the Susquehanna River. Officials of the company, which has headquarters in Philadelphia, said its offices here would be extended north to the River Street limits of the mansion.

The auction lasted only fifteen minutes. The mansion has housed twenty-three Governors. It was declared surplus last month by Gov. David L. Lawrence, who favors the summer mansion at near-by Indiantown Gap.

State officials indicated that they were satisfied with the bid.

If you can explain the universe you have a right to think your self smart.



Three Cass County (Ind.) auctioneers discuss NAA membership with Secretary Bernard Hart during Northwest area meeting. From the left: Lyman Murden, Twelve Mile; Keith Berkshire, Logansport; Harry Bridge, Royal Center; and Bernard Hart.

Bid For Bargains At Post Office Auction

Three times a year the New York Post Office is in the merchandise business and there are bargains galore. Some good buys in the past: 28 pieces of slightly damaged sterling silver flatware for \$27; a good-size suitcase, \$8; a collection of 200 women's hats for \$4. Hats with fashionable labels, foreign or domestic, went slightly higher.

These goods, auctioned off at the Post Office Annex at 380 West 33rd Street, are collected over the year from packages lost or damaged in the mails, undeliverable for any reason, or unreturnable due to lack of return addresses. The first auction of each year (and 1960's was held February 16) is considered the best

of all. At this sale any number of desirable items meant for Christmas presents but never reaching their destination are sold.

Bidding starts at \$1 and is upped by the dollar. The record bid to date is \$360, for a diamond ring. The ring was appraised at \$750. When valuable jewelry is on display, it's in guarded showcases, and here's how it happens to be there: A package of jewelry is sent by parcel post registered (insured). The package, because it's improperly packed or for some other reason, lands in dead parcel post. When the package is unwrapped, the jewelry is missing, mislaid, or lost in the wrappings. The sender is reimbursed. When the jewelry is found, the sender is notified. He doesn't want it now, having already replaced it. The jewelry goes up for sale.

IN UNITY THERE IS STRENGTH

The Hope Diamond was sent by parcel post as a gift from Harry Winston, Inc. to the Smithsonian Institution. In your dream it could be the Hope Diamond lost, found, not wanted, up for auction. And you are there, starting the bidding at \$1!

The Post Office auction is held in the manner of those in auction galleries and you can be put on its mailing list.

"Who," you might ask, "could have a better mailing list than the Post Office?" This list, however, is a special one, limited to those who've been to the auctions and have dropped their names into a ballot box, and to those who ask to be put on the list. These include people from as far away as Canada—people who live or are visiting there and who write to friends or relatives here asking them to bid for them. The mailing list is growing fast, and the Post Office may have to cut it down.

On the list or not, you're welcome at the auctions. You can go the day before, pick up a catalogue, and check the numbers of the items you're interested in. Any item that's damaged is described as "in working order," "not in working order," as "as is."

The articles are laid out for inspection by Post Office employees. Instead of delivering mail through heat and snow and gloom of night, they spend their days dealing with merchandise. Mounds of it are delivered to the fourth floor of the Post Office Annex every day. Damaged packages and those returned to dead parcel post are kept for 60 days (those sent C.O.D. or insured, for 6 months). Then the detective work is done. Five men spend all day just stripping parcels to look for possible clues: Mailed by whom? Sent to whom? When no clue to the sender or addressee is found, into the bins the contents go, sorted as to categories: Garden tools, sporting goods, books (censored before being put up for auction), furniture (unassembled end tables, folding chairs). Anything is likely to turn up — anything that doesn't exceed parcel post size regulations.

The auctions, and they're now held in 15 cities in the United States, were started in New York in 1913. That was the year parcel post was established. Before then you sent your packages by Wells Fargo or American Railway Express.

On auction day the goods are displayed in cases and behind wire; this is to discourage any petty thieves who may be lurking among the throng. And there is a throng. There have been as many as 1,200. On one particular crowded day a pair of roller skates was put up. After the final bid the auctioneer announced, "Sold to the little girl in the back of the room."

"I'm not a little girl," the successful bidder said. "I'm a midget and the skates are for my grandchild."

Among the crowd, and perhaps outnumbering the private buyers, are dealers who buy most of the quantity lots. Lest you think you haven't a chance against their bidding (and sometimes their overbidding to discourage you), you can take the Post Office's word for it that it has you in mind.

For example, a quantity of assorted metal pipe would interest only a dealer and is therefore left intact. A large collection of radios, on the other hand, is broken up into "household numbers" — say two or three to a lot. A small group of electrical appliances will be put together to tempt the housewife. An electric skillet, electric percolator, and electric broiler (all slightly dented) went for \$13 at the last auction. A beautifully tailored woman's suit, brand-new (and they've had them), is made one lot to attract the private buyer.

Used wallets are a standard item. They come, unwrapped, to the Post Office daily by way of the mailboxes. Pick pockets, after taking money out, drop the wallets in. Identification papers are generally left intact and the Post Office notifies the owner that it has his wallet. Those not called for are put up for sale. In one case it was the owner, who notified the Post Office that it had his wallet — with \$300 in it. He'd won the money at a poker game the night before and on his way home, thinking he was being followed, dropped the wallet into the mailbox for safekeeping.

You can pick up what you buy at the auction from one to three days afterward. Payment must be in cash or by certified check. The money goes into the Post Office's Miscellaneous Postal Funds.

The third 1959 sale, held in November, brought in \$22,181, a record total. The bargain of the day was a set of eight

bronze statuettes depicting the trial and death of a Gold Coast tribesman. Estimated to be worth \$490, they sold for \$74.

The all-time high before this year was \$21,778. That was in 1957, and the prize item that year was a man's gold watch with alarm chimes for \$130.

Most of the items up for sale are there because of being wrapped in a haphazard, devil-may-care way. In happy contrast, an occasional package was beautifully wrapped, sticker tape carefully applied in a geometric design, full postage paid — but no address. The label, if there ever was one, was missing. One such package contained a full-grown pigeon. The unwrapper, not knowing what to do with the bird (pigeons, medical supplies, and cosmetics aren't put up at auction), took it to the office of Lester Bricks, Superintendent of Claims and Inquiry and thus in charge of this unpredictable assortment of articles.

"Open the window," Mr. Bricks said, "and let him go."

The postmark was a New York City one, and even a pigeon brought up on the pavement knows his way home.

NIGHTMARE

Charlie had a horrible dream the other night. He dreamed his wife and Marliyn Monroe were fighting over him — and his wife was winning.



Charlie C. Carpenter, Catawba, N. C., who is known by his many friends through out Catawba county as Uncle Charlie, has been an auctioneer for 65 years. The picture above, contributed by his son, Coyte D. Carpenter of Conover, N. C., where he is in the process of selling a mule was taken last December at a sale he conducted which consisted of real estate, livestock, farm machinery and household furniture. Mr. Carpenter, who is a widower, celebrated his 88th birthday last September 5. He does his own cooking and renewed his driver's license at the age of 86.

The optimist sees things as they should be — not as they are.

MISSING?

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

Member Payments Continue To Arrive

National Auctioneer's Association membership dues payments continued to arrive during the period from January 16 through February 15. Over two hundred new and renewal memberships were recorded during that period. The number of new members this month is worthy of note since they comprise about 14% of the total memberships processed.

The names of those whose memberships were received during the last period are listed below. The asterisk indicates renewal.

*W. H. Hogg, Texas
 *George C. Naylor, Maryland
 *Colonel Sparkman, Oklahoma
 *Carl C. Stanton, Ohio
 *Ronald Reed, New York
 *Albert L. Frauhiger, Ohio
 *Joe Reisch, Iowa
 *Paul L. Owens, Idaho
 *David H. Levine, Minnesota
 *Don Estes, Texas
 *C. M. Sturgul, Wisconsin
 *Oris A. Cornwell, Ohio
 *James K. Thompson, Illinois
 *Coyte D. Carpenter, North Carolina
 *Leonard Kriser, Illinois
 *J. B. Robinson, Iowa
 *Glenwood Adams, Ohio
 *Ray Linder, Ohio
 *Jack C. Minter, Louisiana
 *L. R. Van Cleve, Colorado
 *Lyndon W. Sanders, Colorado
 *Lewis E. Smith, Indiana
 *Guy Jageman, Missouri
 *Samuel W. Savedow, Florida
 *Milton J. Dance, Sr., Maryland
 *Wm. M. Miller, Texas
 *Edward Krock, Massachusetts
 *Clarence W. Latham, Ohio
 *C. B. Stockton, Pennsylvania
 *Hobart W. Farthling, Ohio
 *T. J. Moll, Illinois
 Richard Gonzalez, Illinois
 *Daniel C. Poole, Maryland
 *C. B. Kimberly, Iowa
 *Harold C. Henry, California
 Carl E. Zimmerman, Ohio
 *Robert Perry, Michigan
 *Kenneth Bozeman, Texas
 *John E. Crawford, Pennsylvania
 *E. Wayne Gibson, Texas

*E. E. Martin, Indiana
 *Dale Hanshaw, Indiana
 *C. A. Morrison, Oregon
 *Henry J. Rodenburg, Iowa
 *W. D. Bruce, Indiana
 *John F. Andrews, Ohio
 *John H. Dieken, Illinois
 *Edward S. Burns, Illinois
 *Bernard H. Wehinger, California
 *Donald Bradley, Ohio
 *Robert F. Losey, Sr. Washington
 *Ed M. Buckner, Missouri
 *Emerson Marting, Ohio
 *A. F. "Shorty" Smith, Texas
 *Herb Walters, Pennsylvania
 *Paul A. Taylor, Indiana
 *Henry Brooks, Pennsylvania
 *Harold H. Von Syoc, Iowa
 *Raymond W. Huber, Ohio
 *Gerald N. Mead, New York
 *Guy L. Pettit, Iowa
 *C. E. Cunningham, South Carolina
 *F. R. O'Connell, Pennsylvania
 *Kenneth Richardson, Texas
 *John C. Coward, Colorado
 Morris Schwartz, California
 *Clayton Dykema, Illinois
 *W. C. Hinson, Florida
 *Jay Rubin, Virginia
 *Clifford L. Swan, Maine
 *T. R. O'Farrell, Maryland
 *Gordon A. Drury, Wyoming
 *Charles Vosburgh, New York
 *Norman E. Knowles, Virginia
 *A. R. McGowen, Illinois
 *J. R. Koske, Florida
 Dan McCay, Mississippi
 *Glenn C. Brown, Kansas
 *Harold Flanagan, Iowa
 *Byron C. Waddell, Michigan
 *Sam Lyons, Pennsylvania
 *J. E. Russell, Illinois
 Ross Olson, Wyoming
 *Arthur A. Long, Illinois
 *Gene Slagle, Ohio
 *C. M. Carter, Sr., Kentucky
 C. M. Carter, Jr. Kentucky
 *J. C. Carter, Kentucky
 *Ray Holloway, California
 *A. W. Hamilton, West Virginia
 *Ray J. Hohmann, Iowa
 *Jim Messersmith, Idaho
 *R. W. "Bob" Main, California
 *Harold Vaughn, Ohio
 *Emil J. Konesky, Ohio
 *Curran Miller, Indiana
 *Carl Matthews, Pennsylvania

IN UNITY THERE IS STRENGTH

*Merl Knittle, Ohio
*Lowell Buck, Illinois
*Jack N. Tromanhauser, Iowa
*Gary Frieden, Missouri
J. T. Wooten, North Carolina
*Marion Barlow, Kentucky
*Joe E. Gingrich, Kansas
*O. L. Lansaw, Ohio
*William E. Ransom, New York
*George R. Morse, Missouri
*Mearl Maidment, Ohio
*Adrian Atherton, Kentucky
*David W. Bailey, Kentucky
*Hazel P. Brooks, Kentucky
*Henry Chilton, Kentucky
*Rodger F. Christie, Kentucky
*John L. Cummins, Kentucky
*J. T. Denton, Kentucky
*G. D. Downing, Kentucky
*Roy J. Draper, Kentucky
*Edwin Freeman, Kentucky
*Walter J. Fritts, Kentucky
*Stanley Fritz, Kentucky
*Virgil J. Garrison, Kentucky
*Leon S. Gatson, Kentucky
*Bud Hamilton, Kentucky
*Henry Hodges, Kentucky
*Carroll N. Hoover, Kentucky
*Wayne Kessler, Kentucky
*George M. Kurtz, Kentucky
*Martha Kurtz, Kentucky
*William P. Lay, Kentucky
*W. C. Ledford, Kentucky
*John W. Maloney, Kentucky
*Nelson R. Maloney, Kentucky
*Edward W. Maupin, Kentucky
*T. B. McCowan, Kentucky
*E. O. Monson, Kentucky
*Emmett Moore, Kentucky
*Orville R. Moore, Kentucky
*Lawrence D. Mudd, Kentucky
*Paul Noel, Kentucky
*Ira Potter, Kentucky
*Frazier A. Reesor, Kentucky
*W. L. Renaker, Kentucky
*A. T. Rose, Kentucky
*George D. Scott, Jr., Kentucky
*W. P. Scully, Kentucky
*Elbert J. Smith, Kentucky
*George Swinebroad, Kentucky
*Johnnie T. Taylor, Kentucky
*E. I. Thompson, Kentucky
*Edgar C. Walker, Kentucky
*Robert E. Walker, Kentucky
*Gerald M. Whalen, Kentucky
*W. L. Wolford, Kentucky
*Dariel Snapp, Kentucky

*James Neil Farris, Kentucky
Donald R. Banfield, Kentucky
"Doc" Bond, Kentucky
W. L. Thomas, Kentucky
Charles R. Hinkle, Kentucky
H. D. Darnell, Kentucky
L. H. Goldsmith, Kentucky
Richard Hargan, Kentucky
George Sparks, Jr., Kentucky
Phillip Katz, Kentucky
Rufus F. Hansford, Kentucky
Lexie L. Wyatt, Kentucky
Coy Downey, Kentucky
Arthur Everman, Kentucky
Owen M. Faust, Kentucky
*Albert O. Maas, Minnesota
*Leon E. Joy, Iowa
*William J. McKay, Montana
Harvey Jay Levin, Massachusetts
*Wayne Cook, Texas
*Travis Somerville, Texas
*Russell De Cordova, Texas
*A. D. Buck Miller, Colorado
*Bud Hubbard, Colorado
*Stan Perkins, Michigan
*Lester Winternitz, Illinois
*John Clauss, Jr., New Jersey
*Wilbur R. Swearingen, Missouri
*George Jacobs, Missouri
*Russell W. Kruse, Indiana
Fred Mullis, South Carolina
Basil Albertson, Jr., North Carolina
*Ray Hudson, Illinois
*Edward M. Schaeffer, Indiana
Leroy Terry, Tennessee
*Irvin B. Bowman, Ohio
Leo Grindley, Indiana
*W. D. Atkinson, Ontario
Lloyd Wilson, Ontario
*Anthony P. Zifcak, Rhode Island
*Tommie Jeffreys, Texas
*Robert Schnell, South Dakota
Arnold H. Barron, California
*J. L. Hardesty, Colorado
Pete Younger, Missouri
*Jacob H. Ruhl, Pennsylvania
*W. Virge Meador, Illinois
Carl F. Ronnow, Illinois
*Harold V. Buckman, New Hampshire
*E. S. Van Berg, Colorado
*W. B. Rose, Missouri
*Jacob C. Finer, New York
Charles Glickstein, New York
*Delbert Winchester, Oklahoma
*Bernard Bartiskowski, Pennsylvania
*John Bredigan, Pennsylvania

Christie's To Sell French Furniture

On March 17, Christie's will sell 23 lots of fine French furniture from the world-famous Hillingdon collection. Mr. I. O. Chance, chairman of Christie's, announcing the sale said: "It will be one of the finest sales of French furniture since the war. Apart from Lord Hillingdon's property, we will be selling some wonderful pieces belonging to other collectors, including the Dowager Lady Foley."

Lord Hillingdon's ancestors, who helped to found the famous bank of Glyn Mills, began collecting furniture in the first half of the last century. By 1900 they had one of the finest collections in the world. In 1933 Christie's negotiated a private sale of 130 items. These were bought by Lord Duveen and other dealers for approximately 100,000 pounds. Many of them are now in the Metropolitan Museum, New York. If sold today they would fetch at least 700,000 pounds.

The Hillingdon furniture dates from the reigns of Louis XIV to Louis XVI. Typical of the Lots which will be sold on March 17 is a pair of Louis XIV Boulle pedestals. They were bought at Christie's by Lord Hillingdon's great-great-grandfather in 1882 for 1,575 pounds, a very high price in those days for such a piece of furniture.

In addition to writing desks, cabinets, and armchairs, there are many fine examples of French ormolu, objects of art, and clocks. Many of these were made by royal craftsmen. One of the clocks, a Louis XV bronze and ormolu mantel clock supported by a trumpeting elephant, was made by Jean Baptiste Baillon, clockmaker to Queen Marie Antoinette. Another, of the Louis XVI period, is by Charles Guillaume Maniere, many of whose works are in the Queen's collection at Windsor Castle.

To estimate what the whole sale will total is almost impossible, but it is expected to equal the total fetched by the Llangattock sale 16 months ago of 84,000 pounds. In America, the prices for fine French furniture rose 150 per cent last year, following a rise of 225 per cent in 1958, according to Dr. Franz Pick, a

well-known economist. The prices for Impressionists increased only 80 per cent.

The Llangattock sale on November 27, 1958, was noteworthy for the world record price of 35,700 pounds paid for a small writing desk made by J. F. Oeben, cabinet-maker to Louis XV. Oeben's superb work is well-represented on March 17 by a three-tiered cake-stand or "marquetry table a ouvrage," which is decorated with sprays of roses. This belongs to the Dowager Lady Foley and will fetch a very high price.

Another highly important Lot is a slender-legged Louis XVI parquetry table or "gueridon" with a Sevres porcelain top on which is painted a picture of peasants making merry outside an inn. The table, which originally was a present from Queen Marie Antoinette to the Marquis of Balbi, was made by Adam Weisweiler, another of the royal craftsmen. It has been brought from the continent specially to be sold in London, but its owner wishes to remain anonymous. There are many examples of Weisweiler's work in the Louvre, Windsor Castle, and the Wallace Collection.

Old Glory Horse Auctions Resumed

INDIANAPOLIS — The Old Glory auctions, for more than 30 years a feature of the harness racing world, will come to life again this fall. The last sale, held in 1938 at the Squadron 'A' Armory in New York, was not successful due to lack of entries, and the sale was passed.

The new venture is sponsored jointly by Tattersalls of Lexington, Ky. and Yonkers Raceway of New York. The inaugural will be staged on the last three days of November and for the tip-off, the sale returns to its original home in Madison Square Garden, where the Fasig-Tipton Co. held standardbred sales for so many years.

This may mean the end of the Lexington Fall Sales, held the past four seasons during the first week of December, and which were widely patronized by Indiana breeders and owners.

The New York sale company, in renewing the Gotham market, is reviving

one of the events which was a racing tradition in the past. Hanover Shoe Farms and Village Farms, Castleton, Walnut Hall and Almahurst from Kentucky, and all the rest of the major producers patronized the Old Glory in New York. At one time, nearly everything of value went through the Garden ring. Such horses as The Marchioness, a Hambletonian winner; Blackstone, the Fox Stake winner; and Torresdale, dam of the great Torpid, were sold there, but when Hanover pulled out for Harrisburg, and the Kentucky breeders decided to sell in Kentucky during the trots, it spelled the doom of the Old Glory.

This is the second New York sale to be announced in recent months. Previously a group of horsemen, headed by Eddie Cobb, Morris McDonald, Del Cameron and Pete Smith had announced the formation of the Pioneer Horse Sales, which is to have its first auction next fall at Roosevelt Raceway during the last week of October.

The Garden sale would appear to be a bit late to draw a large quantity of yearlings, so that it seems probable that they will place a large dependence on aged horses, breeding stock, weanlings and horses in training. The more favorable dates of the Pioneer company will enable them to take a shot at yearling consignments now being sold in Harrisburg, Delaware and Lexington.

Indiana trainers, spread out in camps all over the state, are training one of the largest groups ever to come out of Indiana. In addition to a large number in charge of Wilbur Beattie, Don and Dick Taylor, Carl Quinn and the rest of the State Fairgrounds contingent, large colonies are on the go at such points as Muncie, Anderson, Frankfort, Shelbyville, North Vernon, Logansport and Connersville. Such outfits as Trainor Acres at Knox, Dewayne Pletcher at Shippensburg and Delbert and Wayne Smith at Young America are also training large stables.

... And then there's THIS definition of an efficiency expert: a fellow smart enough to tell others how to run their business — but too smart to start one of his own!

Oil Companies Bid High For Lots

WASHINGTON, D. C. — Some big but wary spenders got together at an auction here and bid resolutely for a couple of service station lots in the Southwest Redevelopment Area.

They bid big — \$201,000 for one lot and \$156,000 for the other—but almost in spite of themselves, it seemed. The auctioneer, Ralph A. Weschler, an old and able hand at the business, had to work like a dentist on tough back molars.

When it was all over, the two top bidders had bid way over the \$100,000 fair market value set by Redevelopment Land Agency appraisers for each of the two tracts.

The Gulf Oil Corporation bid \$201,000 for an Area C site at the southwest corner of 4th and E sts. sw. and the Phillips Petroleum Co. bid \$156,000 for an Area B site at the southeast corner.

Bidding began at the \$100,000 floor established by the appraisals. And try as Weschler did, he seldom got the four bidders to up each other more than \$1000 at a time.

But, even the \$1,000 jumps didn't take much time. The bidding began on the first lot at 12:10 p.m. and the spending was over by 12:35 p.m. Other bidders, who faded in the upper financial reaches, were the American Oil Company and Esso Company.

RLA spokesmen figure the Area C site, which got the higher bid, was preferred because it is on the side of in-bound traffic and is not obstructed by the Southwest Freeway, which blocks some of the view of the other lot.

These were the first two lots to be sold to the highest bidder. Previous sales had been through negotiation with private developers.

Construction is expected to be under way by spring on the Gulf site after formalities of a public hearing and consummation of the contracts.

The bidders will receive 35-year leases on the properties. The land and improvements revert to the RLA at the end of the lease.

Leader For Licensing Lurks Among N.A.A. Members

By COL. B. G. COATS

The other day I received a newspaper from a small country town in Illinois. I am in hopes that the sender will read this article and let me know his address so that I can thank him personally. To me there is no more interesting reading than the items printed in such papers as they are just down to earth and emanate from people who are the very foundation of our whole social structure. A few days later another paper reached me from Ohio and it was loaded with auction sale advertisements. That too makes for good reading in that it shows the thought and planning that makes for good advertising. That auctioneers are more and more becoming individualists, nonconformists and have at long last begun to think for themselves and by so doing have increased the prestige of the auctioneering profession. Many brochures and advertisements of auction sales that I have received during the past few years are master-pieces of intelligent and careful planning. I am indebted to all those who give me the benefit of their experience as from them I have gained many new ideas that have proven excellent results.

In reading the newspaper from Illinois I came across an item that should arouse every Auctioneer in America to give an expression of his views on a subject that has been discussed and written about by many, both pro and con and that is the licensing of Auctioneers. Several splendid constructive articles on this subject have appeared in "THE AUCTIONEER". This is what I read, quote. "To become a blacksmith in Illinois, an applicant must serve a one year apprenticeship or be a graduate of a blacksmith school, pass an anatomy test conducted by a veterinarian, and finally pass an examination by five licensed horseshoers selected by the state."

Col. Pop Hess, in one of his recent articles on the subject of Licensing Auctioneers said, "one of these days a Moses will come forth and give us an auction-

eers licensing act that will be workable in all states and until that time we will just have to keep our best efforts going in that direction". In the membership of the N.A.A., there is a Moses, if he will but come out of the bushes and express himself. If every member of the N. A.A., would voice his opinion I am sure enough good ideas could be brought into mutual relations whereby a sound, practical auctioneers licensing act could be drafted and made reciprocal and workable in every state providing it had the support of the Auctioneers of their respective states. New Jersey had an excellent auctioneers licensing act which was twice introduced in the legislature and each time referred to the Judiciary Committee where it reposes gathering dust because it did not have the support of the Auctioneers, the majority of whom voted in favor of it. Pennsylvania came forward with a reciprocal auctioneers licensing act and apparently that too was lost in Committee for lack of support. Kentucky is now trying to get passed an auctioneers licensing act which seems to have the support of the Auctioneers Association and by the time you read this it may have become a law in that state. No doubt other states have or are trying to get similar legislation enacted. Many Auctioneers approach this subject as though it were a mountain impossible to ascend. On the contrary the undivided support and cooperation of every Auctioneer will make for far less obstacles to overcome and the rugged road that you now contemplate to get an auctioneers licensing act in your state can be made smooth and easy.

Let's put our thinking caps on and send our thoughts in writing to "THE AUCTIONEER". When a blacksmith has to have a license to shoe a horse, why shouldn't an Auctioneer have to have a license to sell it? Licensing Auctioneers is not a subject to be lightly thrown aside.

IN UNITY THERE IS STRENGTH



Pictured above are the 1960 officers of the Pennsylvania Auctioneers' Association and a veteran Pennsylvania Auctioneer. Left to right: R. M. Stewart, Vice-President; Woodrow Roth, President; Oliver Wright, honored Pennsylvania member; and Kenyon B. Brown, Secretary-Treasurer.

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

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Col. Tim Anspach—Albany
Col. Paul W. Calkins, Peru
Col. Clarence Foss—East Aurora
Col. Benjamin F. Hayes—Forest Hills
Col. Howard G. Hovey—Scotia
Col. Donald W. Maloney—Syracuse
Col. William A. Maloney—Syracuse
Col. Pete Murray—Ballston Lake
Col. George J. Nichols—Canastota
Col. Kenneth M. Rice—Hamburg
Col. Ben Schwadron—Queens Village
Col. Harold Spoor—Baldwinsville
Col. David H. Tracy, Pavilion

Col. Richard C. Tracy—Dansville
Col. Sidney White—New York
Col. Harris Wilcox—Bergen

NORTH CAROLINA

Col. Basil Albertson, Jr. — High Point
Col. Basil Albertson—High Point
Col. Coyte D. Carpenter—Claremont
Col. Billy Dunn—Laurinburg
Col. Turner Kees—Hickory
Col. F. A. Mendenhall—High Point
Col. Robt. (Red) Mendenhall—High Point
Col. Daniel M. Owens—Greenville
Col. Mark T. Penny—Charlotte
Col. Gene A. Saine—Hickory
Col. Kenneth W. Teague—Burlington

OHIO

Col. Donald L. Bates—Cincinnati
Darbyshire & Associates, Inc.
Wilmington
Col. Don E. Fisher—Delaware
Col. C. H. Forthofer—Avon
Col. R. E. Guiss—Akron
Col. Clem Long—Dayton
Col. Mearl Maidment—Bowling Green
Col. Jim Patterson—Bainbridge
Col. "C" Garth Semple—Milford
Col. Clyde M. Wilson—Marion
Col. Jim Wilson—Youngstown
Col. Lou Winters—Toledo

OKLAHOMA

Col. W. O. Christie—Oklahoma City

OREGON

Col. S. J. Frey—Sweet Home
Col. Virgil R. Madsen—Halsey

PENNSYLVANIA

Col. Tom D. Berry—West Newton
Col. Ralph D. Burkett—Ford City
Col. Q. R. Chaffee & Son—Towanda
Col. P. A. Engelmeier—Pittsburgh
Col. H. L. Frye—Pleasant Unity
Col. Jacob A. Gilbert—Wrightsville
Col. J. M. Hoffer—Bellwood
Col. Clarence P. Maier—Lansdale
Col. Sam Lyons—Indiana
Col. Wayne R. Posten—E. Stroudsburg
Col. Oliver M. Wright—Wexford

SOUTH CAROLINA

Col. Fred Mullis — Lancaster

BOOSTERS FOR "THE AUCTIONEER"

TENNESSEE

Col. L. B. Fuqua—Nashville
Col. J. Robert Hood—Lawrenceburg
Col. H. C. "Red" Jessee—Morristown
C. B. McCarter Auction Co.—Sevierville

TEXAS

Col. K. L. Espensen—McAllen
Col. Don Estes—Desdimona
Col. James Little—Odessa
National Auction Institute—
College Station
Col. Kenneth Richardson—Bryan
Col. W. J. Wendelin—Henderson

VIRGINIA

Col. Morris F. Fannon—Pennington Gap

Col. David H. Gladstone—Norfolk

WASHINGTON

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

WEST VIRGINIA

Hale's Auction Service—Williamson

WISCONSIN

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

ELSEWHERE

The Ladies Auxiliary to the
National Auctioneers Association

THE MEMBERS SAY . . .

Dear Bernie:

I have been selling houses for the City of Topeka to make room for a new highway, along with my other sales. We sold over 250 houses, amounting to almost \$90,000 and we have about 500 to sell this spring. This is one of those sales the most Auctioneers dream about, getting commissions that amount to over \$5.00 per minute.

I remain,
C. E. Sandeffer
Topeka, Kansas

* * * *

Friend Bernie:

In looking over "The Auctioneer" this evening I see it is time for dues. Find enclosed a check for \$15.00 for dues and the Booster page. I enjoy reading your nice magazine. I enjoy Pop Hess and others. Noticed your account of the Louada sale in Canada. We have a shorthorn bull at the head of our herd that we purchased of True Buckmaster of Portland, Indiana. He bought his sire at Louada Farms.

Hoping 1960 brings the best ever, I remain

Yours truly,
Earl Ray
Tangier, Indiana

Dear Bernie:

Sorry that I am a little late in getting in my membership dues. I certainly enjoy the "Auctioneer" and the good work you are doing in publishing it.

I attended my first National Auctioneer's Convention the past year at Denver and was really impressed with it. I did not know how much I was missing and I am sure that other Auctioneers who haven't attend would feel the same way if they would attend our Convention.

I would like to take this opportunity to wish you a prosperous New Year, and hope to see "you all" in Louisville, Kentucky in July.

Sincerely yours,
Glenwood Adams
Van Wert, Ohio

* * * *

Dear Bernie:

Enclosed you will find my check for membership and "The Auctioneer." After getting used to it coming every month I would be lost without it.

Hoping this will be a tremendous year for you. If I don't see you before, will see you in Louisville in July.

Good Luck,
C. E. Cunningham
Greenwood, S. Car.

IN UNITY THERE IS STRENGTH

Dear Bernie:

Here is my check for \$10.00 membership dues and subscription to "The Auctioneer". I really enjoy reading it from cover to cover.

It seems like the only Colonels who write articles for "The Auctioneer" are the ones who are up there on the firing line or have been up and retired.

Would like to compare the auction business with farming. A few years ago a man could start farming with a pair of blind bridles and a whip as the saying went. Today it takes \$10,000 and up.

The same thing holds true in the auction business. You have to have money or the right connections. Would like to have some of you Colonels dispute my word and prove me wrong. I would even bet that doesn't have any takers.

Sincerely,
Harold Flanagan
Leon, Iowa

* * * *

Dear Bernard:

Enclosed you will find a worthless check for \$10.00 as payment for my 1960 annual dues for N.A.A. membership.

I got cold and wet with some snow and cold in Iowa so we just headed to a warmer climate. You and B. G. Coats have been telling me for at least a full year, "Colonel, you can't take it with you." But if you stay down here you'd better have plenty of "it" with you, else you will not stay very long.

Again congratulations for doing a swell job. Remember no combination of circumstances can keep a man of your ability down.

With best wishes to you and those you love, I am

Most sincerely,
Guy L. Pettit
Bloomfield, Iowa

* * * *

Dear Bernie:

Am enclosing check for 1960. I have had a fairly good fall season. Had quite an interesting antique auction last week. Sold a wishbone dresser for \$70.00, a pair of twin walnut beds for \$100.00 and other things in line.

I enjoyed the last "Auctioneer" very much and wish I could write something

interesting like some of the boys, but I can't so I will tell it to all of you in Louisville, Kentucky next summer

Best wishes to you and yours.

Guy Jageman
Independence, Mo.



Hon. Phillip Willkie, Rushville, Ind., banker and politician, as he addressed the Northwest Indiana area meeting. These meetings are drawing good attendance from auctioneers and their wives in their respective areas.

A Kentucky colonel always closed his eyes when he took a drink. When questioned concerning this habit, he readily explained.

"The sight of good lichah, suh," he said, "always makes my mouth watah, an' I do not like to dilute my drink, suh."

Proposed Kentucky License Legislation -- Re: Auctioneers

Title of Act:	TO DEFINE "AUCTIONEER;" and "APPRENTICE AUCTIONEER;" AND PROVIDING FOR THE LICENSING, REGULATION AND SUPERVISION OF ALL AUCTIONEERS AND APPRENTICE AUCTIONEERS; AND CREATING THE KENTUCKY AUCTIONEERS COMMISSION, PRESCRIBING ITS POWERS AND DUTIES AND PROVIDING PENALTIES FOR VIOLATION OF THIS ACT. BE IT ENACTED BY THE GENERAL ASSEMBLY OF THE COMMONWEALTH OF KENTUCKY;
To Be Known as Auctioneers License Act of 1960:	SECTION 1: This Act shall be known and may be cited as the Auctioneers License Act of 1960.
Definitions:	SECTION 2: As used in this passage, the following words and phrases shall have the following meanings unless the context provides otherwise:
"All Small Goods"	(A) "GOODS" shall mean any chattels, goods, merchandise, real or personal property, or commodities of any form or type which may be lawfully kept or offered for sale.
"Auction" or "Sale at Auction"	(B) "AUCTION" or "SALE AT AUCTION" shall mean the verbal exchanges between an auctioneer or apprentice auctioneer, and the members of the audience, constituting a series of invitations for offers made by the auctioneer or apprentice auctioneer, offers by members of the audience, and the acceptance of the highest or most favorable offer by the auctioneer or apprentice auctioneer.
"Commission"	(C) "COMMISSION" shall mean the Kentucky Auctioneers Commission created to administer the provisions of this Act.
"Persons"	(D) "PERSONS" shall include individuals, associations, partnerships and corporations, and the word "persons" shall also include the officers, directors and employees of a corporation.
"Auctioneer"	(E) "AUCTIONEER" means any person who, for a fee, commission, or any other valuable consideration, or with the intention or expectation of receiving the same, by the means of, or process of, an auction or sale at auction, offers, negotiates or attempts to negotiate, a listing contract, sale, purchase or exchange of goods, chattels, merchandise, real or personal property, or of any other commodity which may lawfully be kept or offered for sale by or at public auction.
"Apprentice Auctioneer"	(F) "APPRENTICE AUCTIONEER" means any person, who for compensation or valuable consideration, or otherwise, is employed, directly or indirectly, by an auctioneer to deal or engage in any activity as included in paragraph (E) of Section 2.
Acting as Auctioneer or Apprentice Auctioneer	SECTION 3: On or after July 1, 1960, it shall be unlawful for any person, copartnership, association, corporation, or any officer, director or agent thereof, to act as an auctioneer or apprentice auctioneer, or to advertise or to assume to act as either within the Commonwealth

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**Without
License
Prohibited:**

of Kentucky, without a license issued by the Kentucky Auctioneers Commission. One act specified in paragraph (e) and/or paragraph (F) of Section 2 of this Act, shall constitute the person performing, offering or attempting to perform such act as an auctioneer or apprentice auctioneer.

**Exemption
Classes:**

SECTION 4: Section Three (3) of this Act shall not apply to:

(1) Sales at auction conducted by or under the direction of any public authority or pursuant to any judicial order or decree, or to any sale required by law to be at auction.

(2) The owner of any real or personal property.

**Auctioneers
Commission
Duties and
Powers:**

SECTION 5:

(A) There is hereby created the Kentucky Auctioneers Commission. The Governor shall immediately, upon the passage and approval of this Act, appoint a Commission consisting of three (3) members, each of whom immediately prior to the date of his appointment has been a resident of the Commonwealth of Kentucky for five (5) years, and whose vocation for a period of at least five (5) years shall have been that of an auctioneer; one member shall be appointed for a term of (1) year; one member shall be appointed for a term of two (2) years; one member shall be appointed for a term of three (3) years, and until their successors are appointed and qualified; thereafter, the term of the members of said Commission shall be for three (3) years and until their successors are appointed and qualified. Members to fill vacancies shall be appointed for the unexpired term.

(B) The Commission members shall be non-partisan and of more than one political faith, and at no time shall there be more than (2) members of the same political faith. At the outset, and whenever there is a vacancy in the future, the Kentucky Auctioneers Association shall recommend to the Governor at least three (3) names for each vacancy and said appointment or appointments shall be made from the recommendations of the industry group.

(C) The Commission immediately upon qualification of the member appointed in each year, shall organize by selecting from its members a Chairman, and may do all things necessary for carrying into effect the provisions of this Act, and may promulgate and enforce necessary rules and regulations thereto.

(D) Each member of the Commission shall receive as full compensation for each day actually spent on the work of said Commission, the sum of \$25.00 per day, and his actual and necessary expenses incurred in the performance of duties pertaining to his office.

(E) The Commission shall have full authority to employ, and at its pleasure discharge, a Secretary and such other personnel as may be necessary to administer and enforce the provisions of this Act, and it shall deem the duties and fix the compensation of such persons, which compensation shall be comparable to the salaries paid other State employees doing similar work. The Commission shall obtain such office space, furniture, stationery and any and all proper supplies and conveniences as shall be reasonably necessary for carrying out the provisions of this chapter.

(F) All fees and charges collected by the Commission under the provisions of this chapter shall be paid into the General Fund of the State Treasury. All expenses incurred by the Commission under the

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provisions of this chapter shall be paid out of the General Fund in the State Treasury upon warrants of the Director of Finance as warrants generally are required to be drawn by the statutes governing such respective offices from time to time, when vouchers therefor are accepted and approved by the Commission. Provided, that the total expenses for all purposes and obligations of the Commission shall not exceed the total fees, charges, fines and penalties imposed under the provisions of this chapter and paid into the State Treasury. The Commission shall be self-sustaining financially, and if funds permit, it may underwrite, within its own financial limitations, educational programs for the enlightenment and benefit of all auctioneers and apprentice auctioneers who have paid fees pursuant to this chapter.

(G) The Commission shall annually publish a list of the names and addresses of all auctioneers and apprentice auctioneers licensed by it pursuant to this chapter. This roster shall also contain a list of all persons whose licenses have been suspended or revoked within the preceding year, as well as any other information relative to the enforcement of the provisions of this chapter as the Commission may deem of interest to the public.

Applicants For License: Qualifications

SECTION 6:

(1) Auctioneer and apprentice auctioneer licenses shall be granted only to persons who are deemed to be of good repute, trustworthy and competent to transact the business of an auctioneer or of an apprentice auctioneer, in such a manner as to safeguard the interest of the public, and only after satisfactory proof of such qualifications have been presented to the Commission.

(2) In addition, the Commission is authorized to require such additional information from every applicant to determine the applicant's honesty and truthfulness.

(3) In addition to proof of honesty, truthfulness and good reputation, the examination, conducted by said Commission or its authorized representative, for an auctioneers license shall include ethics, reading, writing, spelling, elementary arithmetic, elementary principals of land economics and a general knowledge of the statutes of Kentucky relating to the bulk sales law, deeds, mortgages, contracts of sale, agency, leases, auctions, brokerage and the provisions of this Act. The examination for an auctioneers license shall be of a more exacting nature and scope than the examination for an apprentice auctioneer.

(4) It is provided, however, that no examination shall be required for the renewal of any present or future license, unless such license has been revoked, suspended, or is allowed to expire without renewal. In case of either one or more of the aforesaid eventualities, the applicant shall take and pass the written examination offered by the Commission.

(5) The Commission shall hold examinations four (4) times each and every year, and the examination fee of \$50.00 shall be collected from each applicant to defray expenses of holding such examinations.

Grand- fathers Clause:

(6) The provisions of subsection (3) requiring applicants to pass a written examination to obtain a license shall not apply to auctioneers or apprentice auctioneers furnishing satisfactory proof to the Commission that they were actively engaged in the auction business for a period of at least one (1) year prior to the effective date of this act, and that such applicant has been the principal auctioneer in at least (5) auctions of either real or personal property during the said period of time. Each of said applicants must file his application and proof with the Commission no later than October 1st, 1960, and said applica-

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tion and proof shall also be accompanied by a bond and license fee in accordance with the provisions of this chapter. Provided, however, a non-resident tobacco auctioneer may qualify by December 1, 1960.

SECTION 7:

(1) In addition to the qualifications outlined hereinbefore, every applicant for an auctioneers license must be at least twenty-one (21) years of age and shall be a citizen of the United States. In addition such an applicant must have served a bonafide apprenticeship for a period of one year actively as an apprentice auctioneer in Kentucky. Every application for a license, whether as an auctioneer or apprentice auctioneer, shall be submitted upon forms prepared by the Commission.

(2) Every applicant for an apprentice auctioneers license shall be a citizen of the United States and at least eighteen (18) years of age. In addition to the qualifications imposed otherwise in this chapter, the applicant must furnish pertinent background data as outlined on the application forms furnished by the Commission.

(3) The issuance fee for each auctioneers and apprentice auctioneers license shall be \$25.00, and the annual renewal fee for each license shall also be \$25.00. All licenses shall expire on the thirteenth day of June of each year. In the absence of any reason or condition which might warrant the refusal of the renewing of the license, and upon receipt of the written request of the applicant and the annual fee therefor, the Commission shall issue a new license for each ensuing year.

(4) The Commission shall prepare and deliver to each licensee a licensee certificate and pocket card. The certificate shall be displayed conspicuously at all times in the office of the licensee. The certificate and pocket card of the apprentice auctioneer shall contain the name and address of the auctioneer under whose supervision he is employed.

(5) When any apprentice auctioneer shall be discharged or shall terminate his employment with the auctioneer for any reason, it shall be the immediate duty of the auctioneer to deliver or mail by registered mail to the Commission the license of the apprentice auctioneer. It shall be unlawful for any apprentice auctioneer to perform any of the acts contemplated by this chapter, either directly or indirectly, under authority of said license, until said apprentice auctioneer receives a new license bearing the name and address of his new employer. Not more than one license shall be issued to any apprentice auctioneer for the same period of time.

(6) Notice in writing shall be given to the Commission by each licensee of any change of principal business location, whereupon the Commission shall issue a new license for the unexpired period. The change of business location without notification to the Commission shall automatically cancel the license theretofore issued. Changing of an address of a business location and an issuance of a new license, if necessary, shall entitle the Commission to collect \$3.00.

Bond

SECTION 8:

Every application for an auctioneers or apprentice auctioneers license shall be accompanied by a bond in the sum of \$3,000.00. The bond shall be a cash bond or a Surety bond and, if the latter, shall be executed by a surety company authorized to do business in this State, and shall be made to the Commission and the bond shall be conditioned that the applicant shall conduct his business in accordance with the provisions of this chapter. The bond shall be in a form approved by the Commission. No license may be issued until such a bond has been filed with the Commission.

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Application of Non- Resident

SECTION 9:

(1) A non-resident may become an auctioneer or apprentice auctioneer by conforming to all the conditions of this chapter.

(2) In its discretion, the Commission may waive the written examination, providing the nonresident has passed a written examination of the same standards in another State, and is in good standing in that State at the time his application is submitted.

(3) In every instance the nonresident must pay the examination fee, issuance fee, the annual renewal fee and file the bond required by this chapter.

Irrevocable Consent:

(4) In addition, every nonresident applicant shall file an irrevocable consent that suits and actions may be commenced against such applicant in any Court of competent jurisdiction in this State, by the service of any summons, process or pleadings authorized by the laws of the state on the Secretary of the Commission. Said consent shall stipulate and agree that the service of such process or pleadings on the said Secretary shall be taken and held in all courts to be as valid and binding as if due service had been made upon said applicant in the State of Kentucky. In case any summons, process or pleadings are served upon the Secretary of the Commission, it shall be by duplicate copies, one of which shall be retained in the office of the Commission, and the other immediately forwarded by registered mail to the last address of the applicant against which the summons, process or pleadings may be directed.

Auctioneer Required To Maintain Definite Place of Business:

SECTION 10:

Every auctioneer licensed under this chapter shall have and maintain a definite place of business in this State, except as hereinafter provided, and shall erect and maintain a sign in a conspicuous place on the premises at or near the outside entrance to the principal office and all branch offices. The sign shall be written in clear and legible letters of not less than two inches in height, and shall indicate that he is an auctioneer and his name shall be clearly shown thereon. The sign shall be placed so that it can easily be observed and read by anyone entering said place of business. Provided, however, that if the auctioneer is a nonresident, it is not necessary for him to maintain an active place of business in this State if he maintains such a business place in the State where he is originally licensed.

Grounds for Suspension or Revocation:

SECTION 11:

The Commission may suspend or revoke the license of an auctioneer or apprentice auctioneer for any of the following causes:

(1) Obtaining a license through false or fraudulent representation.

(2) Making any substantial misrepresentation.

(3) Pursuing a continued and flagrant course of misrepresentation or making false promises through agents or advertising or otherwise.

(4) Accepting valuable consideration as an apprentice auctioneer for the performance of any of the acts specified in this chapter, from any person, except his employer auctioneer.

(5) Failing to account for or remit, within a reasonable time, any money belonging to others that comes into his possession; comingling funds of others with his own, or failing to keep such funds of others in an escrow or trustee account.

(6) Paying valuable consideration to any person for services performed in violation of this chapter.

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(7) Being convicted in a court of competent jurisdiction of this or any other state of a criminal offense involving moral turpitude or a felony, regardless of whether the licensee pleaded guilty, nolo contendere or found guilty.

(8) Violation of any rule or regulation promulgated by the Commission.

(9) Failure to furnish voluntarily at the time of execution, copies of all written instruments prepared by the auctioneer or apprentice auctioneer.

(10) Any conduct of an auctioneer which demonstrates bad faith, dishonesty, incompetency or untruthfulness.

(11) Any other conduct that constitutes improper, fraudulent or dishonest dealings.

(12) Failing prior to the sale at public auction to enter into a written contract with the owner or consignee of any property to be sold, containing the terms and conditions upon which such licensee receives the property for sale.

Investigation of Licensee:

SECTION 12:

The Commission may upon its own motion, and shall upon the verified written complaint of any person, investigate the actions of any auctioneer or apprentice auctioneer, or any person who assumes to act in either capacity, if the complaint, or complaint together with other evidence presented in connection with it, makes out a prima facie case.

Hearing:

SECTION 13:

Before denying an application for license or before suspending or revoking any license, the Commission shall set the matter down for a hearing, and at least twenty (20) days prior to the date for the hearing it shall notify the applicant or licensee in writing, and said notice shall contain an exact statement of the charges made and the date and place of the hearing. The licensee or applicant in all hearings shall have the opportunity to be heard in person and by counsel in reference thereto. Written notice may be served by delivery of same personally to the applicant or licensee or by mailing same by registered mail to the last known business address of such applicant or licensee. If such applicant or licensee be an apprentice auctioneer, the Commission shall also notify the auctioneer employing him or whose employ he is about to enter, by mailing notice by registered mail to the auctioneer's last known business address. The hearing on such charges shall be at a time and place as the Commission shall prescribe.

Production of Evidence in Hearing:

SECTION 14:

(1) In the preparation and conduct of hearings, the Commission shall have power to require by subpoena the attendance and testimony of witnesses and the production of papers, and any member of the Commission may sign subpoenas, administer oaths and affirmations, examine witnesses and receive evidence. The fees and mileage shall be the same as prescribed by law in judicial procedure in the courts of this state in civil cases. Any party to any hearing before the Commission shall have the right to the attendance of witnesses in his behalf at such hearing upon making a request thereof to the Commission and designating the person or persons sought to be subpoenaed.

(2) In case of disobedience to the subpoena, any member of the Commission may invoke the aid of any court of competent jurisdiction in requiring the attendance and testimony of witnesses and the production of papers; and such court may issue an order requiring the persons to appear before the Commission and give evidence and to pro-

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duce papers as the case may be; and any failure to obey such order of the court may be punished by the court as contempt thereof.

(3) Testimony may be taken by deposition as in civil cases, and any person may be compelled to appear and depose in the same manner as witnesses may be compelled to appear and testify as hereinabove provided.

(4) Any person who shall neglect or refuse to attend and testify or to answer any lawful inquiry, or to provide documentary evidence if in his power to do so in obedience to a subpoena or lawful requirement by such Commission, or a member thereof, shall be guilty of a misdemeanor and upon conviction thereof by a court of competent jurisdiction shall be punished as provided in this chapter.

Decision; Finding of Facts; Reason for Decision:

SECTION 15:

If the Commission shall determine that any applicant is not entitled to receive a license, a license shall not be granted to such applicant, and if the Commission shall determine that any licensee is guilty of a violation of any of the provisions of this chapter, the license shall be suspended or revoked. The Commission, upon request of the applicant or licensee, shall furnish said applicant or licensee with a definite statement of its findings of facts and its reason or reasons for refusing to grant the license or for suspension of the rights of the licensee, or for the revocation of the license, as the case may be. The findings of fact made by the Commission acting within its powers shall, in the absence of fraud, be conclusive, but any person aggrieved shall have the right of an appeal from the findings of the Commission.

Appeal from Decision of the Commission:

SECTION 16:

Any party aggrieved by the action of the Commission in refusing to grant a license or in suspending or revoking a license may, within ten days after the entry of such order of refusal, revocation or suspension, file in the office of the clerk of the circuit court of the county in which the action of the Commission is applicable, an attested copy of the proceedings before the Commission provided he shall first post a bond to secure the costs of the action in such sum as may be approved by the clerk of the circuit court, with good and solvent surety. The Commission shall be a necessary party to all such appeals. The circuit court clerk shall thereupon docket the case as though it were a petition in equity and shall immediately issue a summons for such Commission, and said summons shall be returned in the same manner as are summonses in equity cases. No formal pleadings shall be required in such appeals but the case shall be set down by the court for as early a date as possible for a hearing, and after such hearing the court shall enter a judgment sustaining or setting aside the order of the Commission. Either party may appeal to the Court of Appeals from the judgment of the circuit court in the same manner as an appeal can be taken from a judgment in equity cases.

Revocation of Auctioneer's License Suspends Apprentice Auctioneer's License:

SECTION 17:

(1) Any auctioneer or apprentice auctioneer who has had his license revoked shall not be issued any other license for a period of five years from the date of revocation.

(2) The revocation of an auctioneer's license shall automatically suspend every apprentice auctioneer's license granted to any person by virtue of his employment by the auctioneer whose license has been revoked. Provided, the apprentice auctioneer may retain his license by immediate transfer to another licensed auctioneer.

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**Seal;
Records:**

SECTION 18:

The Commission shall adopt a seal with such design as the Commission may prescribe engraved thereon, by which it shall authenticate its proceedings. Copies of all records and papers in the office of the Commission, duly certified and authenticated by the seal of said Commission, shall be received in evidence in all courts equally and with like effect as the original. All records kept in the office of the Commission under the authority of this chapter shall be open to the public inspection under such rules and regulations as shall be prescribed by the Commission.

**Auctioneer
Must Be
Licensed to
Sue for Com-
pensation:**

SECTION 19:

(1) No person, copartnership or corporation engaged in the business of or acting in the capacity of an auctioneer or an apprentice auctioneer shall bring or maintain any action in the Courts of this State for the collection of compensation for any services performed as an auctioneer or apprentice auctioneer without first alleging and proving that such person, copartnership or corporation was a duly licensed auctioneer or apprentice auctioneer at the time the alleged cause of action arose.

(2) No apprentice auctioneer shall have the right to institute a suit in his own name for the recovery of a commission, fee or compensation for services as an apprentice auctioneer, but any such act shall be instituted and brought by the licensed auctioneer employing such apprentice auctioneer; provided, however, this action shall not prevent a licensed apprentice auctioneer from suing his employing auctioneer for any compensation, fees or commissions due him from such auctioneer.

**Powers of
Cities Not
Affected:**

SECTION 20:

Nothing contained in this chapter shall affect the power of municipalities to tax, license and regulate auctioneers and apprentice auctioneers. The requirements hereof shall be in addition to the requirements of any existing or future ordinances of any municipality so taxing, licensing, or regulating auctioneers or apprentice auctioneers.

**Unconstitu-
tionality:
Severance:**

SECTION 21:

If any section, clause, phrase, paragraph or any other requirement of this Act is for any reason held to be unconstitutional, such decision shall not affect the validity of the remaining portions.

Penalties:

SECTION 22:

Any person acting as an auctioneer or apprentice auctioneer, as defined in this chapter, without first obtaining a license, shall be guilty of a misdemeanor and upon conviction thereof shall be punishable by a fine of not less than \$100.00 nor more than \$500.00, or by imprisonment for a term not to exceed ninety (90) days, or both fine and imprisonment.

**Affective
Date of Act:**

SECTION 23:

All acts and parts of acts inconsistent herewith are hereby repealed.

Democracy is based upon the conviction that there are extraordinary possibilities in ordinary people.

— Harry Emerson Fosdick

To live happily in the country one must have the soul of a poet, the mind of a philosopher, the simple tastes of a hermit—and a good station wagon.

Rembrandt's "Lost" Juno To Be Sold

LONDON — On April 1st Christie's will sell one of Rembrandt's greatest masterpieces — the "lost" Juno. The Juno is only one of fifty-five important Dutch pictures from the collection of the Late Dr. C. J. K. van Aalst which Christie's will sell on that day. This will be the most important sale of Dutch Old Masters since the war, and it is probable that no Rembrandt of such importance as the Juno has come onto the London market for thirty years.

The three-quarter length portrait of Juno bears a striking resemblance to Hendrickje Stoffels, Rembrandt's mistress. It is of special interest to art historians because it was the subject of a Hendrickje Stoffels, Rembrandt's mistress, Becker, an Amsterdam collector. In 1662 Rembrandt became involved with Becker, who lent him two large sums of money on nine pictures and two books of prints and drawings as security. Two years later he attempted to repay the debt. Becker, however, said: "Let Rem-

brandt finish the Juno first". On October 6th, 1665, Rembrandt brought his suit against Becker over the repayment which was eventually settled amicably, and Becker returned the pictures held as security.

On Becker's death the inventory of his collection was found to include a Juno, but after that the painting seems to have disappeared. It was not until 1936 that it was rediscovered and hailed as the "lost" masterpiece by art experts on both sides of the Atlantic.

The Van Aalst collection to be sold at London includes a large Rembrandt of "Tobit Greeting the Returned Tobias", which shows its early date by the monogram "RL". Of equal interest is the "Portrait of Rembrandt" by Carel Fabritius, one of Rembrandt's finest pupils whose life was cut short by the Delft gunpowder explosion in 1654.

The late Dr. C. J. K. van Aalst formed his collection before the Second World War and died shortly after its outbreak. The sale at Christie's will be on behalf of his son, Mr. N. J. van Aalst.

No man is free unless he knows the truth.

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THE LIGHTER SIDE . . .

BY THE RIGHT TIME

The elderly farmer was being shown around the Naval Observatory and was greatly impressed by what he saw.

"This clock," said a guide rather pompously, "is the one from which the whole world takes its time."

"Wonderful," said the oldtimer surveying it with an open mouth. Then, drawing a large silver watch from his pocket, he glanced at it and said: "And it's not but five minutes fast, either."

COST OF APPLES

When a housewife complained of the high price of apples, the grocer explained that apples were scarce this year. "Why, that's not true!" she protested. "The papers say there's such a bumper crop, the apples are rotting on the trees."

"That's the whole trouble," the grocer went on. "That's why they're scarce. It just doesn't pay to pick them."

WELCOME

A successful businessman, after eight years of absence, alighted at the station of the old home town. Despite his expectations, there was no one he knew on the platform.

Discouraged, the man sought out the station master, a friend since boyhood. He was about to extend a hearty greeting when the station master exclaimed: "Hello, George; going away?"

HM-M, THAT'S AN IDEA!

"That woman gets more out of a mystery novel than anyone I know," said a library clerk.

"Hows come?"

"Well, she starts in the middle of a story so she not only wonders how it comes out, but how it began."

IT TAKES GUTS

A bored cat and an interested cat were watching a game of tennis. "You seem interested in tennis," said the cat.

"It's not that," said the cat, "but my old man's in the racket."

STRANGER HERE HIMSELF

A Sunday school teacher asked her class of small boys, "Who led the children out of Israel?"

No answer, so she said rather sternly: "Can't any of you tell me who led the children out of Israel?"

A little boy answered meekly: "It sure wasn't me. We just moved here from Missouri."

HEAR YE

A deaf old man invested in one of the new hearing aids that are concealed in your eye glasses. A few days later he returned to the store to express his delight.

"I'll bet your family like it too," said the salesman.

"Oh, they don't know I've got it," said the old man. "And am I having fun! In the past week I've changed my will twice."

ANSWER

An actor, opening his morning mail, came upon one of those collection letters which began, "We are surprised that we have not received anything from you."

Cheerfully the actor scribbled across the bill, "There's no need for surprise. I didn't send anything."

HIGH FINANCE

She was 16, he was 17, and the parents were opposed to the wedding. When the officiating clergyman asked the youthful bridegroom to repeat after him, "With all my worldly gifts I thee endow," his mother nudged her husband and whispered, "There goes his motor scooter."

SOAP OPERA

The lady was stepping from the shower and was about to reach for a towel when she caught sight of a window washer looking through the window at her. She was too stunned to move, just staring at the man.

"Whatcha lookin' at lady," he finally asked. "Aincha never seen a window washer before?"

IN UNITY THERE IS STRENGTH

SURE-FIRE REDUCER

A woman I know went to a diet specialist in Hollywood who was famous for her near-miraculous results. "I've heard so much about you," she said to the specialist, "that now I'm prepared to place myself completely in your hands. Only tell me this, Doctor. What is the secret of your success?" The doctor smiled pleasantly. "Eat whatever you want," he explained. "Only don't swallow it."

WHO'S CRAZY

The old doctor listened sympathetically as his young colleague related the trouble he had getting intelligent answers from his psychiatric patients.

"Suppose you ask me some of your questions," the older psychiatrist suggested.

"Well, my first question is, What is it that wears a skirt and from whose lips come pleasure?"

"A Scot blowing a bagpipe," the veteran doctor answered.

"Right," said the younger one.

"And what is it that has smooth curves and at unexpected times becomes uncontrollable?"

"Bob Feller's pitching."

"Right! What do you think of when two arms slip around your shoulder?"

"Why a football tackle," replied the veteran psychoanalyst.

"Right," said the young doctor. "All your answers were amazingly correct, but you'd be surprised at the silly answers I keep getting."

JUST THE THING

The lady was visiting the aquarium. "Can you tell me whether I could get a live shark here?" she asked.

"A live shark? What could you do with a live shark?" an attendant asked.

"A neighbor's cat has been eating my goldfish, and I want to teach him a lesson."

FINAL EXAM

Wife (sweetly to husband): "You studied accounting in college, didn't you dear?"

Husband: "Yes."

Wife. "Then account for that strange lipstick on your collar."

CASE HISTORIES

"That man made love to me, Judge," protested the plaintiff in a breach of promise suit. "He promised to marry me and then married another woman. He broke my heart and I want \$10,000."

She got it.

The next case was a damage suit brought by a woman who'd been run over by a car and had three ribs broken. She was awarded \$275.

Moral: Don't break their hearts, boys, kick 'em in the ribs!

DEDUCTION

The little boy wanted \$100 so badly he decided to pray for it. He prayed several weeks with no results. So he wrote God. The post office finally forwarded the letter to the White House. The President chuckled and ordered \$5 sent to the boy. The lad, delighted that his prayers had been answered in part at least wrote a thank - you note to God but added this P.S.: "I notice you routed my letter through Washington and as usual the bureaucrats deducted 95 per cent."

ADVICE

We are sure that a church did not intend these two signs around the corner from each other to be read consecutively. One said, "Make your worst enemy your best friend." The second one helpfully suggested, "Drink is man's worst enemy."

HELPFUL

A sweet old lady, always eager to help the needy, spied a sad looking man standing on a corner. She walked over and pressed a dollar into his hand, saying "Chin up."

The next day, on the same corner, the sad old man shuffled up to the lady and slipped \$10 into her hand. "Nice picking," he said in a whisper. "He paid nine to one."

WASN'T LEGAL

The husband was proud of himself after making a grand slam, but his bridge-partner wife had only a dour look for him. "What's the matter?" he demanded. "I made it, didn't I?"

"Yes," she admitted, "but if you'd played it the way you should have, you wouldn't have."

Late Arthur Swann's Books to be Sold

First Editions of American Classics, collected by the late Arthur Swann, a vice-president and head of Parke-Bernet's Book Department from its inception in 1937 until his death last November, will be auctioned on March 22. The collection consists of American classics, mainly first edition, in particular one of the most interesting association copies of 'Uncle Tom's Cabin' which Mrs. Stowe inscribed to the mother of Richard Henry Dana; fine copies of Hawthorne's "The Scarlet Letter" Mark Twain's "Tom Sawyer", Whitman's "Leaves of Grass", and works by early novelists, including Longstreet, Simme, Kennedy, Bird and Cooper.

One of Mr. Swann's favorite quotations, taken from the will of Edmond de Goncourt, aptly expresses his own beneficent philosophy: "My wish is that . . . these things of art which have been the joy of my life shall not be consigned to the cold tomb of a museum, and subjected to the stupid glances of the careless passer-by; I desire that they shall be dispersed under the Auctioneer's hammer, so that the pleasure which the acquisition of each one has given me shall be given again, in each case, to some inheritor of my own tastes." The present sale is by order of

the executors of the Arthur Swann estate and carries out the terms of his will.

"The world is not interested in the storms you encountered, but did you bring the ship in?"

— William McFee.

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