

A PUBLICATION OF THE IVES TRAIN SOCIETY
SEPTEMBER 2009



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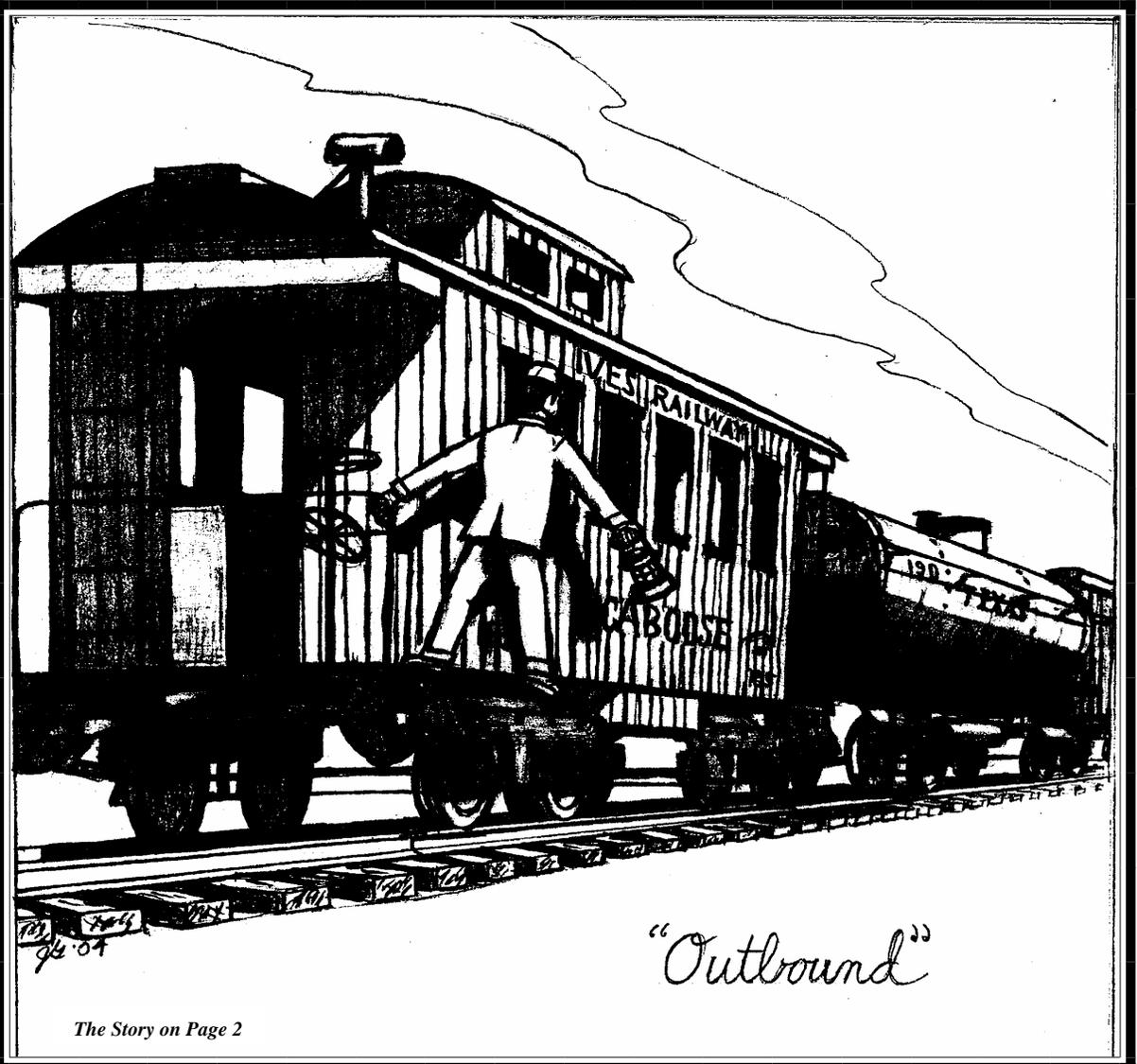
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"Outbound"

The Story on Page 2

OUTBOUND

By John Gray I-6662

(See front cover illustration)

For more than a century the “caboose” represented one of the most enduring icons of American Railroading, and at the end of virtually every freight train you would find one. It was primarily for safety reasons that these railway cars came into use. Their roof mounted observation cupolas afforded a clear view of the full length of a freight train from the rear forward, and much of the surrounding countryside as well. Any incident that would alert crew members of trouble, such as a fire aboard a freight car ahead, uncoupled cars, approaching trains from behind, and other perils, gave train operators the edge against mishaps.

Living quarters aboard most cabooses were Spartan, yet adequate, with cooking facilities, bunks for sleeping and restrooms among their accommodations. They were not luxury hotels by any means. It took hardy, rugged individuals to endure life aboard the caboose. The cover illustration shows a railroad crewman signaling to the engineer ahead from the rear platform of an IVES # 195 early Standard Gauge caboose. The # 190 “Texas” tank car in front of the caboose is from the same period.

Early cabooses were of wooden construction and subject to fire risks. Thus, later versions were constructed of sheet metal to minimize such hazards, making them safer to travel in.

Today, by and large, the caboose has disappeared from America’s railroad scene, due to advancements in technology and cost-cutting policies. However, the caboose will always remain a part of the early American railroad mystique.

Presidents Column:

Dear Fellow Society Member:

I know you will find this issue as exciting as I did. We have another nice John Gray artist rendition and story. In addition, this issue has a personal interview with long time train dealer Tony Hay and an informative article on a recent Southern Pacific find. Please sit back and relax as you pore through this exciting “TRACKS” edition. In addition to this hard copy which you are reading, you can also view and read “TRACKS” on the Society’s web site. Also note that **revision 15** of the series “When Things Were Made” on the 180 and 170 series wide gauge cars has been uploaded to our web site.

There was some significant IVES items that came up for auction in June. One auction had two early IVES O gauge cars; a 66 tank car, a 65 stock car, both on princess frames, a 32 pane #121 glass dome station, and a tough variation of an early IVES 116 station. In another auction there was a first series IVES #40 and two straw yellow passenger cars.

We continue to encourage you to share either a personal story about your IVES train, (we already have one waiting to be inserted in a future publication) or information about a particular subject area of IVES trains. We can work with any information you give us. Your continued support in this area will assure that our publications will be full of exciting IVES material.

Yes, you are reading the September issue. More than likely the last major outdoor barbecue day (Labor Day) has passed and we begin the march towards the holiday season. The downside is the fact that the summer is over but the upside is the fact that York is only 5-6 weeks away. That’s the good news. As always we look forward to see you at the Ives Society meeting on Friday October 16, 2009 at 12 PM in the Orange Hall. We will be in meeting rooms A & B which are down to the right after you enter the main doors. Anyway we hope you enjoyed your summer. Looking towards York,

Don Lewis

Questions for Vintage Toy Train

Dealer Tony Hay

*By Paul Stimmler, Ives Train Society
#6807, TCA Library Committee*

Most readers of the *Ives Tracks* or *Ives Ties* probably know of Tony Hay from his periodic mailing list of pre-war toy trains and accessories which he has been publishing and distributing for over 39 years. He also makes appearances at every TCA national convention and about 7 or 8 division shows annually. Those mailing lists with their abundant, precise descriptions are considered such a valuable resource that the Library of the National Toy Train Museum in Strasburg PA keeps them on file in its archives to facilitate research in varieties, history, price movement and relative availability. We wanted our members and readers to know more about Tony, his interesting background and business, so we talked with him just before, during and right after the TCA Eastern Division Spring meet in April 2009 at York, PA.

IVES-T Tony, I know that you have been in the TCA since 1971 and I have personally known you for nearly that long, but could you share with us a little of your background and family history?

TH Sure, I was born and raised in Huntington, West Virginia and have lived in only two houses in that same town all that time. Sadly my mother died prematurely when I was just 16 and I was raised afterward by my stepfather and grandmother. I had just completed 3 years of college when our first daughter came along, and so at that point I discontinued college and went to work to support my young family.

IVES-T What memories do you have of your own toy trains as a child? What brands or gauges did you have?

TH When I was a child, my first toy train set was a 1936-38 era Lionel #1700 streamliner, the red version, which was actually my older cousin's train. He went off to the Army, and I was given possession of it. He visited me about 5 years after his service and said: 'I wonder what ever happened to my old train?' I was very reluctant to give it back. My next train was a Lionel postwar 1948 #2020 turbine 027 set with action cars. Really those were the only toy trains I had until I was 34 years old!

IVES-T It's often said that those of us who are considered seniors in the hobby may have had a powerful association with real trains in our youth. And especially big powerful steam engines, which may have

inspired our interest in the play versions. Do you recall real trains in your home town?

TH In our town the Baltimore and Ohio and Chesapeake and Ohio railroad trains came through our neighborhood, and only about 5 blocks from my house. We kids were constantly playing near and around them, but amazingly I never paid much attention to them!

IVES-T How did you get started in your toy train mailing list business?

TH One day I visited an antique shop and noticed 7 boxes of toy trains on the floor. When I inquired, the owner said 'take 'em all for \$100'. I went home and dug out *Model Railroader* magazine and wrote to Al Cox, then dubbed the King of Mail Order dealers in old trains, and sent for his mammoth price list, as he called it. I found that he was selling the same sets I had for a lot more than the \$100 which I had paid. Being a natural trader by instinct, I was hooked. I then started going to flea markets, ran ads in local papers, went to some TCA meets in the Midwest as a guest, joined up, and went to my first Eastern division York meet in 1970. I sent out my first train list shortly afterward. I am proud to say that I have never missed an Eastern division York show since then.

IVES-T What had you been doing as a career vocation before that?

TH After college, in 1954 I was employed as a research technician at Ashland Oil Co., now Marathon Oil. I was also interested in old coins and so I opened a coin shop in town and operated it for 4 years.

IVES-T You sometimes hear the old timers lament that there aren't more youthful members in our hobby. Some seem to believe that it's a cyclical phenomenon and that interest will return. Others feel it's a more permanent development. While the TCA has worked hard at getting the kids clubs established to address this, what are your thoughts on the subject?

TH It's my observation that the market for old toy trains is declining and unfortunately I personally expect it to keep heading in that direction. Not many younger people in their 20's and 30's are among my customer base.

IVES-T Your listing in the TCA Directory suggests an interest in "early trains." What if anything, do you collect for yourself?

Tony Hay Article Continued from page 3

TH I find that variety greatly appeals to me. And so, I like to collect different toy trains, by a range of manufacturers, in different shapes and sizes and gauges, and from various countries. However my personal collection, while modest in size, is constantly changing and evolving. One of my personal favorites is the Marklin pre war “O” gauge Commodore Vanderbilt passenger set of 1935. More about that set later.

IVES-T *And in that personal collection, what Ives trains do you have?*

TH Dealers in anything must of necessity eat from what they sell. So my collection isn’t that large. But I’ve always been fascinated by IVES One Gauge. I have the big #40 clockworks steam engine, the earliest version, and one each of the gray and the black #3239 electric outline locos. You can see the #40 loco illustrated in the first column, on page 24, volume 1 of Greenberg’s book on Ives. And I also have the red and blue “Patriot” passenger cars, but I’m missing the loco for that set. And yes, I’d welcome any assistance from Ives Society members in locating a loco for it.

IVES-T *Most business people I know carefully guard their client mailing lists, but are you able to tell us how many regular mailings in total that you send out each time, and to all 50 states? Also, do you mail to any foreign countries?*

TH We mail out between 200-250 copies of our lists which are published about 8 times per year. At one time or another we have had customers in all 50 US states and most of the western European countries, Australia and Japan.

IVES-T *Over the years there has a been a story circulating repeatedly in toy train circles that when asked of the whereabouts of IVES tooling and dies that Cowen purchased with IVES in 1928 and 1929, that Joshua Lionel Cohen responded somewhat flippantly in the 1940s that... “they were thrown into the Connecticut River”. What do you make of that story?*

TH I think it’s just that... ‘a good story’. J. Lionel Cowen was too astute and savvy a business person to do something that foolish, at least to my way of thinking. But apparently no one still knows what actually happened to the Ives tooling.

IVES-T *From your dealer’s perspective, do any pre-war tinplate toy trains, fall into the category of really*

interesting, but under appreciated, unloved and/or ignored?

TH Yes, for sure. In my humble opinion, the following are considerably under priced and under appreciated: Henry Katz Five–Fifteen series, Hoge trains, very early American Flyer and Hafner items, and yes, nearly all IVES trains of the early 1920s. All of the above can be had at relatively low prices right now.

IVES-T *Speaking of “prices” you are aware that MTH has reproduced some classic Lionel and American Flyer standard gauge trains and accessories, and the large Dorfan crane, IVES 1930 transition water tower and other notable collectible pieces. Do you believe that has reduced prices for the originals?*

TH Without question it has, but there are people who like the old looking stuff with modern control and sound features not available on the originals. And still there are others who continue to prefer the original itself. So there are still an adequate number of buyers and sellers to facilitate a market in both.

IVES-T *Does any toy train item or items come immediately to mind as the rarest you have ever handled?*

TH Certainly, the Marklin Commodore Vanderbilt “O” gauge streamliner passenger set of 1935 which I referenced earlier, is the rarest toy train which I have ever handled in nearly 40 years. You hardly ever see them for sale.

Note: Tony brought an example of that actual Marklin set to York in April ‘for display only; not for sale.’

IVES-T *And for the benefit of the IVES enthusiasts among our member readers, what is the rarest one of those you have ever handled?*

TH That would be a pair of Ives one gauge red lithographed #72 “San Francisco” passenger cars from the 1904 to 1908 era that I had several years back. I sold them for the middle four figures. I have never seen another pair even remotely like them before or since. Believe me, I looked! Possibly they were one-shot prototypes produced by the lithographer for factory management approval. But even if they were regular production, who knows? There may have been very few ever produced for a small West coast market or what did get produced may have ended up in the WWI or WWII scrap drives, too!

-4- Continued on page 5

Tony Hay Article Continued from page 4

IVES-T *I understand that you also do appraisals of collections for insurance purposes and museum gifts. How do you charge? Is it a percentage of what the collection is ultimately appraised for, or a flat fee?*

TH When we do appraisals it is a set amount plus daily expenses. If we end up buying the collection, the fee is waived.

IVES-T *Of all the collections that you have seen and appraised over the years do any come to mind as the absolute most impressive?*

TH There are so many great collections out there that I'd be hard pressed to say any were more impressive than others.

IVES-T *I know, for example, that you formally appraised the collection of the late LaRue Shempp (1911-1985) CM-58, the subject of the "Toy Train Treasury Vol.2" book by Frank Hare and Jim Burke and Steve Wolken. How does that collection stack up?*

TH LaRue Shempp's collection was certainly very impressive. It certainly had some VERY rare IVES items in it. For just one example "The Great Pumpkin" as LaRue called it, or the 1929 and 1930 issue IVES #3245 long cab "Olympian" that appears on pages 100 and 101 in the *Toy Trains Treasury* book. Both LaRue and that book's editors considered it one of the most beautiful electric outline locomotives ever made by any manufacturer. I understand that the collection of over 200 sets can still be seen in its entirety at the Thomas Taber Museum of the Lycoming County Historical Society on Fourth Street in Williamsport, PA. It was left to them in LaRue's will, and busloads of school children, among many others, go there to see it in the Spring and Fall, I'm told.

IVES-T *We realize that some current collectors carefully guard their privacy as do many of your current customers. But are there any living or deceased collectors, TCA members, who were famous in our hobby, that come to mind among your customer base, whom we would recognize?*

TH Some of the famous ones from whom I have both bought inventory and sold to include former Arkansas Governor Winthrop Rockefeller, Tom Sefton of San Diego, Al Cox, Ward Kimball, Buddy Denson, Bob Vickers, Larry House, Frank Petruzzo, Bill Clapper, Lou

Redman, and of course, perhaps the most famous of all, Louis H. Hertz.

IVES-T *I seem to recall that you concentrate on pre-war tinplate and generally don't deal much in cast iron or "S" gauge trains. Is that because there are other specialists in those fields, or another reason?*

TH I try to stay with what I know, and that is pre-war tinplate. I know only just enough about "S" gauge and cast iron to get into trouble when I buy it.

IVES-T *One of the things that customers of yours whom I know tell me that they admire about your selling practices is that you offer a no-quibble return policy and guarantee of authenticity. Have you ever gotten burned by that?*

TH I can say that I have never had a problem with it and seldom have to make good on it.

IVES-T *What trends do you observe in toy train collecting over the past 5 years, in comparison to the first 5 years during which you were in business, some 35+ years ago?*

TH For me the one that comes most immediately to mind is that all the new trains today are made in Korea and China whereas in my first 5 years nearly all, with the exception of a few by Marklin and Arnold and Fleischmann in Germany, were made in the USA.

IVES-T *Your tables locator number in the Orange Hall at the Eastern Division York meet is identified as GGI a clever appellation. How hard was that to obtain?*

TH Actually it was just pure luck that I was given that numerical assignment, but it sure helps people to remember my location.

IVES-T *You also sell on eBay. Your listing photographs seem to have an appealing high resolution. Do you mind sharing with our readers what camera and settings which you use?*

TH I sell a few things on eBay and the camera I use is a Sony DSC-S700 a relatively inexpensive one that does the job for me.

IVES-T *Any advice for our fellow members about selling their duplicates on eBay such as details of descriptions or other tips?*

Tony Hay Article Continued from page 5

TH I believe that anyone can be successful on eBay if they make a genuine attempt to point out all the flaws, as well as the attributes of the piece you are selling, you don't overcharge on shipping and handling charges, and accept returns graciously. I think the average customer is alarmed by sellers who state that "all sales are final" with a "no returns" policy.

IVES-T *How many train shows do you attend and set up in each year?*

TH In the early years in my business in the 1970's and early 1980's I set up at 39 shows and drove over 50,000 miles. The typical trip was about 300-400 miles each way and included destinations like Toledo, Cleveland, Pittsburgh, and Raleigh, NC. In the last few years I tend to confine myself to the TCA National Convention, Eastern Division York twice a year, Pittsburgh once or twice and Springfield Ohio twice. Of course the largest and best is Eastern Division at York.

IVES-T *You made mention of Louis H. Hertz as being one of your well known customers. Do you have any interesting anecdotes or stories about him?*

TH I knew Lou well and liked him a lot. He was a lifelong bachelor who worked in the advertising field and was a tremendous font of toy train knowledge and history. He was great writer and of course authored the famous and highly collectible book on IVES history *Messrs IVES of Bridgeport*. I get a lot of calls for that book, and not just from IVES collectors. I found that he also had a lot of common sense. At one time I was giving consideration to setting up a retail storefront toy train venture in an old Pullman rail car right nearby in my home town of Huntington, WVA. When I told him of my plans, Lou said to me: "Don't do it! You will surely regret it because you will not like being tied down to one location. You'll go absolutely stir crazy." And so I took his advice, and as I reflect back, I'm confident that he was correct.

IVES-T *Ever conduct any business with the famed IVES enthusiast and collector and book author the late Gerald H. Robinson or 'Doc Robbie' as we knew him?*

TH Curiously I never did. I have bought collections and individual items and sold items to a lot of IVES collectors over the years including most of your IVES Society officers. After 'Doc Robbie' Robinson passed away, I bought from his widow Pearl, his extensive collection of Lou Hertz's books, most of which were autographed.

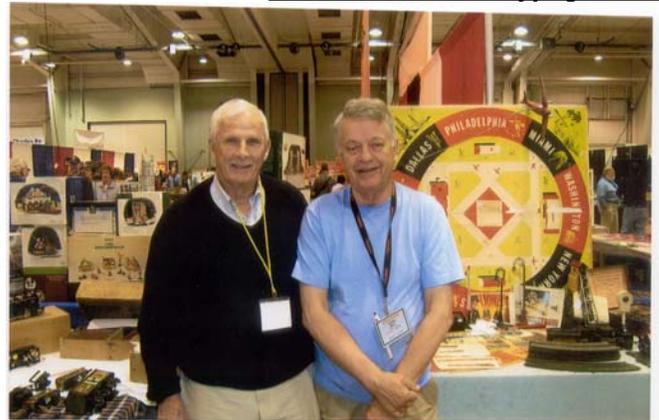
IVES-T *Reflecting on the current US and worldwide economic malaise, I'm surmising that your business like many others is suffering the impact of dramatically reduced sales?*

TH You know, to the contrary, while it has slipped a little, I'm pleasantly surprised that it hasn't declined significantly. And all I can conclude is that for many people, focusing inward on their hobbies like gardening and reading and family activities and toy trains is a relief from the everyday stress one observes in the frantic headlines. For example I had a very good session at the most recent York show in April. Both buyers and sellers seemed very active.

IVES-T *Finally, any thoughts about what may distinguish IVES collectors from the rest of your customer base?*

TH IVES collectors represent about twenty percent of my business and seem to reflect the great diversity of variations for which the original company itself was known. By that I mean that they seem to be very interested in variations of nomenclature, coloring, detailing of consist, and authenticity of railroad heralds which the company strove to match in its original interesting catalogs and advertising.

Paul T. Stimmler, Copyright 2009



(Photos here of Tony Hay and Paul Stimmler, and Tony seated writing up an order at his table at York)

The Tale of Two Observations with a Club car thrown in, or I left my heart in San Francisco but I found the Cadet Blue Southern Pacific Cars

By: Chuck Yanna and Don Lewis

As we all know IVES maintained a showroom in San Francisco, CA. We as IVES collectors and historians have supposed that IVES was potentially trying to encourage the Southern Pacific Railroad to be a promoter of IVES trains. Thus we have the 1927 limited production of IVES wide gauge and O gauge sets with Southern Pacific Lines plates. You'll note that I have said limited production. In other words, "RARE". To date we have evidence of these special plates on O gauge 3257 & 3255 locos and 141, 142, 135 & 136 cars. In wide gauge we have evidence of 3243, 3237 & 3236 locos and 180, 181, 182, 187, 188, 189, 184, 185 & 186 cars. This story is about a cadet blue 187 Club car and two different Cadet Blue 189 Observation cars.

The Discovery: Perusing EBay as I usually do I found a picture of a 3236 IVES locomotive. When I opened the picture I noticed a Boucher 2500 in the background. In addition to IVES I also collect Boucher, so I emailed the guy, (Sergio as I now know his name) and asked him about this 2500 locomotive. He was gracious enough to tell me the story of how he got it. Then asked me what I collected? I told him IVES and Boucher and sent him photos of my collection. After he reviewed the photos he shared with me that he had a set of Cadet Blue Southern Pacific cars. I asked him if he would like to make a trade for the cars. He agreed, and told me what he was interested in from my collection. We agreed on a trade that was amicable to both parties. When I opened my package of the three Southern Pacific cars, I realized there were two observation cars in this set. One observation car had the normal brass Southern Pacific Lark drumhead plate, and the other observation car had a hexagon floor mounted light on the observation deck with the brass drumhead cut out along with the railing slats.

The Background: Sergio told me he found the cars listed on an odd website. He was able to purchase the cars. The gentlemen he purchased the cars from said that his grandfather bought them new from a San Francisco showroom floor. The grandfather passed the cars on to his grandson, the seller. He

explained that he had no interest in the trains and had decided to sell them.

Unfortunately Sergio no longer has the contact information for this gentleman; therefore I was unable to contact the seller. This is all the information I have and would greatly appreciate any new and updated information anyone may have on these cars.

The Details: I then called Don Lewis who suggested that I send him photos of the cars as he thought they would make great story for one of The IVES Train Society publications. So here we go; the first photo (*all photos shown on the IVES color page*) shows two Southern Pacific observation cars depicting the distinct difference in the observation drumheads. Notice the cutout drumhead with the plastic insert. We surmise that IVES may have been planning to use a lettered celluloid insert that said Southern Pacific Lark. The second photo gives a clear view of a hexagon light on the observation platform. This is clearly an IVES locomotive headlight. It is mounted with the proper IVES screws with little square nuts. The 3rd photo shows the platform light wired into the interior light wiring. Photos 4 and 5 provide some great detail of the cut-out railing and the cut-out drumhead. I feel very comfortable in saying that these observation drumheads were created by IVES. Photo 6 highlights how these cadet blue cars were originally light green. We can't answer why IVES left the window material in when they changed the color of these cars but they did it on all three cars. If you go back to photo 2 showing the observation light, you'll note that IVES also painted around the light on the platform, instead of removing it, and then painting, odd? In addition, the inside of the railing is still green as well as the bottom of the car, see photo number 7. Some green is still bleeding through on the other cars as well. Photo 8 shows the three cars as they were intended using a normal production 3237 without Southern Pacific plates. We believe this to be an IVES showroom set. Of course, in the showroom they possibly would have used a Southern Pacific 3237. Well here we have another piece of IVES history that has recently surfaced. Obviously everything we've shared is based on the observation (pun intended) of these three pieces of IVES history. It is based on logic and many years of handling IVES trains.

SEE PAGE 7 FOR THE STORY ABOUT THESE SOUTHERN PACIFIC CARS



PHOTO 1 - DRUMHEAD DIFFERENCES

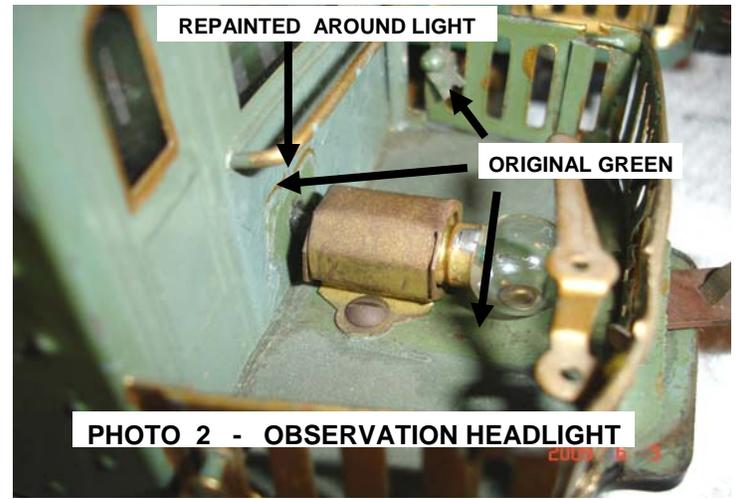


PHOTO 2 - OBSERVATION HEADLIGHT



PHOTO 3 - OBSERVATION WIRING



PHOTO 4 - DRUMHEAD DETAIL FRONT

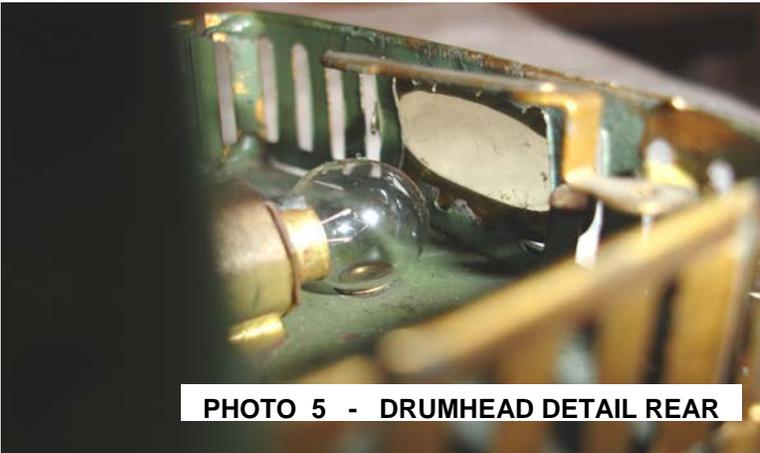


PHOTO 5 - DRUMHEAD DETAIL REAR



PHOTO 6 - CARS WERE ORIGINALLY LIGHT GREEN



PHOTO 7 - GREEN & CADET BLUE BOTTOM

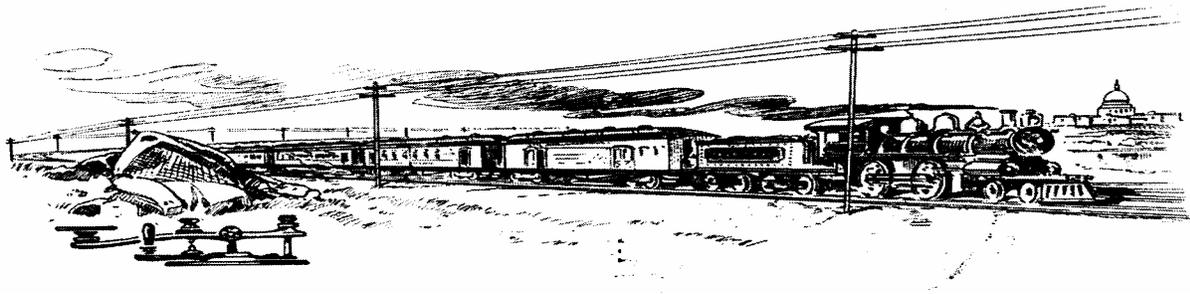


PHOTO 8 - CARS AS INTENDED WITH A 3237

KEY SOCIETY POINTS OF CONTRACT

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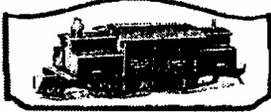
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