



Home of the famous



LEXINGTON AVENUE AT FORTY NINTH STREET • NEW YORK 22, N. Y. • WICK. 2-1200

EXECUTIVE OFFICE

DIRECTION: EMIL H. RONAY
CARL F. JOHNSON, MANAGER

April 21/47

Dear Boys,

Silver prices in New York are sliding
De Salvo; Nord and the other boys run sales on
new goods, for instance they sell the English
silver 3 like C'abras @ \$77⁵⁰ plus tax, (over \$80⁰⁰)
but some items are cut more than others.
They do their stores no good and its a
policy we must avoid.

1 Freeman is moving so his place is up side
down. Their prices are lower on some
things. I selected 3 very nice vases @ \$140 each
and also some of their repros. Their prices
are too high in price.

Silver prices in Canada are cheap.

We are doing comparable well so just
watch "Pally" but don't get panicky.
Lambert said he would ~~also~~ double
my purchase with memo goods and
I can exchange anything. So if I buy
\$10,000 of old Sheffield he will ship
\$20,000 and keep up shipping to the
amount we sell. I may pick
out some nice pieces, he has a
Matthew Bonetow Venison disk a Cove
\$225, a fine O.S. Epergne with
original glass @ \$200. Some fine
pieces such as a genuine Sable
Dish (oblong Larry Susan) with

H. Duke. There's a set a better
beautiful gable end border, original
condition circa 1810 from Lord Baskerville's
estate, he wants \$1,800. 95
a showpiece for a Sheffield buyer,
he has lots of fine C. & S.

Would it be worth while to buy
\$10,000 and get \$10,000 on memo
and run a promotion for
Ture. My only fear is finance.

I don't want to be too
involved in case prices slump.
Lambert admits if the Americans
continue to stay out of the

London market that London
prices will decline but today
London still holds firm

It's been raining hard today so
I haven't seen to any Silver
business. I saw Clara, she is

tough and I saw the N.Y.
Lawyer, he is tougher. I am
not worried, we shall get the
pictures and the money in time

I wonder if we should take the
pictures to L.A. and open an
art saloon in the first apt.

It may give some class to our
establishment.

Hope you are all well. busy Love to all
all Dad

Lambert says Baskerville also are "some-ones" one of a
kind! I go see my pay tomorrow



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EXECUTIVE OFFICE

DIRECTION: EMIL H. RONAY
CARL F. JOHNSON, MANAGER

23/ap/47

Dear Boy's

Went to see Ellis
and they are shipping a couple
of teacups and a few
small items also 2 sets
of H. O. S. C. plates @ \$90 - \$110.
all white only 10" & 12" by
Dixon - best buy in town.

Every retail shop is slashing
prices on old & new silver
and I am not at all
keen on buying. Am
seeing Lamberte & will try
a memo deal but he
needs money.

Bot 3 nice O.S. pens at
Fenberg's but at Henry Black's
I found Kornblom not

willing to reduce prices.

Will see Toket on Monday
after Ben has gone to
England, he leaves Saturday

Pay the Federal Tax about
the 27th.

We ought to pay Fisher
something but money is
tight everywhere so we
can hold out on the
unimportant firms but
try and collect as much
as you can. Hold as
big a balance as
possible

Will write tomorrow
Love Dad

Could not get thru on Long distance
calls to Shrike



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What do you report from
Frank and Jim &
debt

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EXECUTIVE OFFICE

DIRECTION: EMIL H. RONAY
CARL F. JOHNSON, MANAGER

Ch 25/51

Dear Boy's

I made a few more calls today
got 4 nice big kesters at Lee Lewis about
\$67⁵⁰ average. Freeman will send out
a few items and other items, not much, but
I saw no cheese dishes. There are a
lot of scarce items such as Fish Pie,
Toast Reels, nice berry spoons etc
Prices are lower on vict plates but old
Sheffield is very firm

Prills' told me sales were off 25% but
the old man just in today from
England says London is still high
because buyers from the Colonies & Europe
are taking large quantities.

They all tell me not to worry about Tobat
but to keep our eyes open and build
on quality. We shall cut on a
few lines and really sell good stuff
It is the common practice on Madison
Ave. in the large stores to have
leaders. Marshall Fields always
sell Revalons Terevs & Turkey spurs
below the market. Lyndal take one
item such as a small revalons Terev
& sell it low but nobody has any
so they don't worry. Shrubsole still
wants \$35 for not wonderful ones

Tobacco philosophy is - prices are down
so I see cheap, you too can't expect
big profits so to stimulate trade
we both must squeeze. To prove
his contention, he will sell me
at 1/3rd off last year prices. But
we could not make a profit on
those prices. I can buy rice
4 1/2 Bales from him @ \$15 but
elsewhere they have no rice ones.

As I see it, the importers have
quit buying. Their stocks are
being picked over and they all
have enormous inventories. In
time these inventories will be
very cheap and rice saleable
goods will be very short for a
while. ~~maybe~~ They are all
short of money and so can't buy
therefore when the fall trade comes
along, business will go where
the merchandise is.

It is hard to get good goods. I
picked a few items at Prill
but rice ornamenting items are scarce.
I found \$85 for one large ornate
Resolving Turan a \$55 for a little
smaller one.

I hope things are going well. I am
seeing the Lawyer again next week, they
are able men and I hope to leave
the matter with them.
We will move to another hotel soon.
I could not phone you today.
Love to all Dad



Home of the famous



4/27/47

LEXINGTON AVENUE AT FORTY NINTH STREET • NEW YORK 22, N. Y. • WICK. 2-1200

EXECUTIVE OFFICE

DIRECTION: EMIL H. RONAY
CARL F. JOHNSON, MANAGER

Dear Guy

I was trying to figure out how these New York boys meet competition.

Of course on Fifth Ave it is more dignified than on Madison where prices are shown and big sale banners proclaim bargain sales.

But Robinson, Pinedale, Plummer and Luxer compete with each other and with de Salvo, Nord etc.

I think we should buy from Tobert and sell at Pallye Silver prices but on our other goods we should make a fair profit.

What worries me is, 10 antique Victorian Plate, saleable even at today's prices?

We don't yet have to cut on modern but in NY the fight is on. English blating and similar smaller firms goods are priced very low also modern styling. We must expect that sort of competition very shortly.

I think a large varied inventory
is essential and we must be
smart.

We will not display Tokets cheap
items but always show
nicer, cleaner, better goods. In our hands
the back room will have
his items. In this way,

ours will be the smart store

Toket offered \$200,000 for a 40ft
lot on Webster between Sax
& Irving. Cord wants \$250,000

If he wants to open on that
location at that price he
cant do a volume or sell
cheap. Morris Freeman

who knows him well, says
he will tire of Pallye soon,
they all know about his
infatuations.

Are you selling mud Antiques.
do you get any enquiries, do
you think Pallye is doing
much trade, do the
customers mention her?



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3

I will go round the modern trade to try and get better prices. 5 piece silver set on off end at \$275 here. but I will not buy very much. I want to leave myself free to collect in enough in May - June to clear up all our a/c's including our note. But we must sell and we must collect.

Lagos pay the antique silver trade is very small and works closely with its a/c's. They understand the francs, no big outfit would tie its capital up in such a small volume competitor trade so the importers take notes, ~~renew~~ ^{renew} them and keep their customers. If a man can't meet a note, the importer has to

make good, so they get him to
pay half and renew the
other half. It is a
hazardous trade and I am
inclined to be very cautious
because if an Importer goes
broke, the creditors won't
renew! and some of
these or rather all of these
Importers are overloaded with
goods bought at high prices
and need money very
very badly but I
doubt if we can get them
to ship on memo but
I'll try

More Monday

(or

) or

How is the quota for
April, are we up to
March? Have you
a carry over?



THE PARK CENTRAL

NEW YORK CITY 19, N.Y.

H. A. LANZNER, GENERAL MANAGER

CIRCLE
7-8000

SEVENTH AVENUE · 55 TO 56 STREET

CABLE ADDRESS
PARKCENT

May 6/57

Dear Boy's

I happened to be in make F's
 place this morning when the customs delivered
 a small case so I watched him open it
 up, and to my delight saw the most
 unusual Candelabra suite I've ever come
 across. Silver circa 1780-1803. It
 comprises 2 Low 4 light Candelas with
 4 matching Candelsticks. The sticks about 12"
 The Candelas - arms divide so you can make
 4 2 light Candelas if desired about 16" high
 He said he had several customers for the
 set, it is the only one in N.Y. of any
 kind and there are none in London.
 as a special favor (and he did do me a
 favor) he is sending it out so you
 can show it to Mr. Mrs. Sidney.
 and I said we'd return it at once
 if they didn't like the set.
 I make no comment other than to
 say I'd like to own this lot
 and would recommend it very
 highly

Good silver is getting scarce every day, London is full of Colonials anxious to use up their sterling balances and are buying Georgian Silver. American dealers are recession minded and not buying so there wont be much here to buy in the Fall. Sweden is buying madly as are all the Europeans. I cant make it out except that the cheap Victorian plate is plentiful but nobody has earned fine goods.

I am sending you 6 rather nice salts by Barnard & Coones, show them to Mrs Sidney's friend, if she doesn't want them, we will give them to Mum for a birthday gift, they match our Veg dishes, some makers! also 3 piece set for two Botelers.

I am sending you photo of a Paul Storr soap tureen. It is very beautiful but I'd rather have the C' alvas because they are so very hard to get whereas Tureen are more easily obtained.

Lot's of Love - Dad



THE PARK CENTRAL

NEW YORK CITY 19, N.Y.

H. A. LANZNER, GENERAL MANAGER

CIRCLE
7-8000
CABLE ADDRESS
PARKCENT

SEVENTH AVENUE · 55 TO 56 STREET

may 6/47

Dear Buz

Use the enclosed note if you think it advisable. Mr P. may like the Clabras and there are no other sets in NY now. no sets of 6 sets for that matter

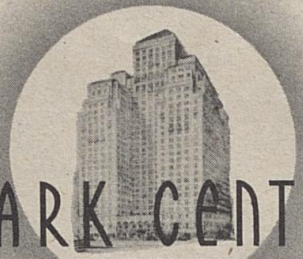
The Clabras cost \$2200 we ought to get \$3600 at least but you know how to deal with Mr S

I cant get Egg Crusts or large divided dishes but I got some Egg Bowls at Fleurbay which are very nice.

Hope to be home soon

Love

Dan



THE PARK CENTRAL NEW YORK CITY 19, N.Y.

H. A. LANZNER, GENERAL MANAGER
CIRCLE 7-8000 SEVENTH AVENUE • 55 TO 56 STREET
CABLE ADDRESS PARKCENT

May 8/47

Dear Paup

Headaches for you! poor Eric!

I bought some more antique silver from Vines - (in a bad way)

- 1 Pr Geo III gravy Boats by Wright 200
- 1 " Geo II " " 200
- 1 only Geo III " " 100
- 5 Geo Silver bowls all matching Boile 250
- 1 Pr Geo Salt 50
- 3 Geo Silver Sugar & Creamers 300
- The lot \$1100

Mummy said she would "invest" in this lot. if the firm couldnt handle it.

I bought some more of Ellis's stuff I want to get in with them, there is the hottest line out of England about \$1000 but it wont all be delivered now, some rather high priced.

I bought about \$1200 from Tobak (3 note \$500, including expenses. I a. Sept) but I got good buy and you can sell it out. I got 6 Geo III Cardy dishes with modern Crystal at \$30 each and a centerpiece or 2 side pieces \$250

I got some nice Turkeys, Toast Rack,
Egg Boiler, Egg bracket,

There are more buyers in Town,
trade is picking up, prices are
more firm, there will be a
shortage of nice things this
fall

Tobert told me British Govt is
tightening up on long credits,
say the exporters must remit
money to England.

R. Sencola also said the Govt
is checking prices ~~the~~ exported at
a poll at in N.Y

Tobert let ^{out} his figures are
off 75% he did \$1,000,000
last year. this year he
is averaging \$20,000 month
& is losing money. I think
they are in trouble & won't
be a headache to us.
Harry joins Ben in London
next month.

Mr Foster is here with
young Van



THE PARK CENTRAL

NEW YORK CITY 19, N.Y.

H. A. LANZNER, GENERAL MANAGER

CIRCLE
7-8000

SEVENTH AVENUE · 55 TO 56 STREET

CABLE ADDRESS
PARKCENT

We cannot operate our store on
outworn theories, we must
watch the East, it will be
as necessary to make trips here
in bad times as in good times
if only to see what N.Y. is doing.

Park Ave. 57th St & 5th Ave are
as price conscious today as
Madison Ave & 34th St.

I notice it in myself. I don't want
to make any personal purchases
for two reasons 1. I haven't
seen anything special I'd like
to own and 2nd. I've seen
no big bargain.

This means then if we show our
customers a combination of
very beautiful things at
normal prices and some
ordinary things at bargain

4

prices that we ought to do our figures.

We saw an attractive window display
in Black plant forbons.

a bridal veil spread out over

steps



and on

each step. Silver at top of veil

was a big wreath of orange
blossom.

They have glass
shelves. Mummy will

explain it to Eric, it will
make a good show for June.

N.Y. today marks prices on
everything, even on regular items
at regular prices. I wonder
what they are doing in
downtown L.A.

Magnus are going to open an "Asprey"
shop. Terrific prices! they are
welcome.

See you soon I hope

Love
Dad



THE PARK CENTRAL NEW YORK CITY 19, N.Y.

H. A. LANZNER, GENERAL MANAGER

CIRCLE
7-8000

SEVENTH AVENUE · 55 TO 56 STREET

CABLE ADDRESS
PARKCENT

May 9/1947

Dear Boys

Every N.Y. store show prices today because people know prices are coming down so they window shop to see who is cheaper. This goes for the highest class stores as well as the lowest out in all trades, even staples. But prices must be realistic.

I think we will show prices and bargains in our windows because we now have price competitors and we will do it on both stores. We need not mark every item but always we must have a real hunderings to make the customer feel. We want only cut prices on stickers but on other goods and we shall have to be salesman and sell on profit lines.

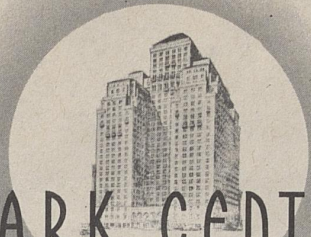
Once people know prices are reasonable trade will revive. On our goods prices must come down because they have gone up too much

2

and a few months of slow business will bring a crop of price reductions on modern plates and sterling

This means our inventory must be liquid, we need no duplicates, we can work on a 4 time turnover which means for a \$15000 monthly turnover, a \$50000 inventory is tops and we have much more than that. We shall have to take a new inventory soon so lets reduce it

I would like my tickets neatly ~~for~~ written by a steward man. and keep our store on a very high plane but extremely competitive. If we can clean out our stuff, we can always replace. we can get good buy on both antique & modern



THE PARK CENTRAL NEW YORK CITY 19, N.Y.

H. A. LANZNER, GENERAL MANAGER
CIRCLE 7-8000 SEVENTH AVENUE · 55 TO 56 STREET
CABLE ADDRESS PARKCENT

May 9th 1947

Dear Guy

I hope you are both well and not worrying about your old man. I think you must be realistic about our inventory

I.

We must reduce our inventory by getting rid of the slow moving and ugly goods which we must replace with beautiful merchandise

II.

You are doing business every month, you can order new goods by mail. You must personally select the antique. We won't come to buy again until Sept or Oct. If we don't have nice goods our competitors will

III.

Importers have reduced prices by 1/3 off last Fall's prices. Even if England sells lower which it is not doing, you won't buy very much cheaper than today for at least 6 months.

IV.

The importers have very large collections but there is as always a shortage of attractive saleable items. There are not many of the items we want as fiddles. I think our inventory is now the best in the country

V

The importers are not importing to the US because trade is quiet. There will be a shortage of nice goods this Fall. Englishmen are hoarding merchandise for fear of inflation, to smuggle it out of the country ~~and~~ to take word then to the Colonies.

VI

Business with us is Normal, It will revive in NY when buyers are now coming from all over the Country. If you don't buy now, you won't buy next month.

VII

We need not display but a small percentage of what I bought, keep it put away to sweeten your inventory in July when we shall have a sale and sell to the victors.

VIII

My Geo. Silver is an investment, perfect Coins at \$50 each is OK. In 1938 I shall pay over \$5 for them!

IX

I will ask Ellis to defx shipping, he is my only overbuy. The rest of the purchases are OK and we have to pay up to Oct. We need very little more unless we sell. I expect to sell out my antiques in a sale by Jolly. even if we only make a minimum profit. Don't worry fast sell

X

The guys want slip on memo now, they need their ^{slips} goods

Love, Dad

If you want anything special, let me know, I will phone on Monday so get a list up if you think we need some \$150 - \$120 Kettles, they can be got (our cost)

Walter Lippman's article today is morbid, says great crisis ahead, U.S.A. will have to give 5 billions away each year to save world from ~~the~~ Communism. I can't see how we can give away billions, reduce taxes, reduce prices, avoid depression. It all adds up to Leslie Landau's theory that today is a good time to buy if you see what you want at your own price. I could not see much on this basis but what I bought won't be cheaper next Fall nor will it be available. Do plenty of business, Don't worry.

Love
Dad



Park Central Hotel
New York

May 10 47

Dear Bob
Glad to hear you got rid of some of Sax's trap, I guess they will deliver pretty promptly if we want to re-order. I am also glad to hear you are cleaning out some Turk and I approve your idea of lowering specials on tapers. I also agree if we do not meet a sale, we can wait and take the full profit now. Sorry you don't like the Kettles but can we pay over \$100 or more for good ones? I haven't seen any that I really liked and to pay any price for.

I expect to arrive at the LA airport Friday 8:10 AM but will confirm flight. We it is an actera.
You had better earmark \$500 for me as I have to pay

2

\$300 fare plus hotels etc

I have been shopping with Mummy
it is awful to see the prices
asked for Junk and how much
a decent article costs. But
the stores seem to have lots
of things to sell but nothing
I'd be crazy to buy, in
fact I got David some
Christmas but Eric & Richard
look like getting ties! or
Curt. or just good wishes unless
Mum sees something she likes.

I don't think business people
here are happy. They were
glad to extend my stay
at this hotel and the
eating places still with
high prices are empty.

3

Unless a buyer needs ^{enough} goods
he won't come to NY this
fall. It costs a lot of
money to stay here, money
flies like anything and
as Palomar will come to the
Coast on everything (except
antiques) I guess the hotel
situation too will be easier.
Even on Antiques, Gabe Long
is trying to get agencies. Kowblew
will be out in Oct but his
prices are fancy.

So maybe we should watch
our competitors but not
think they are doing all the
trade.

I can replace the Melon Set
only a better match, it costs
\$550.



W 8 Sept / 47
ESSEX HOUSE
160 CENTRAL PARK SOUTH
NEW YORK

Dear Boys

I looked the town
over Phrusel has nothing
new and his prices are
as high as ever

Tobert is due back
on Thursday, has had
nothing new for 6 months

Rose Lewis is high as
the other. I got a
few Geo Turkey shoon,
hats and 2 Geo
Chomesticks from her.

I got about \$230 in all

I saw Eller, the boss
was very cordial and very
anxious to do business.
He booked a big order
but how much of it

will be delivered as any bodies
guess but it is all

fine saleable goods. He is
afraid of U.S. mfg competition.

My first impression is

that Tobert will cut

to sell out he will be

about the only one. The

others are very depressed

but not enough to

take losses. The

Nat. Silver stuff is

cheap

Tomorrow I will see the

others but I can't see

my way to pay \$60

for revolutions Tweens

\$125 for Vict Trump etc

Guess Tobert will get

most of our dough unless

Fremont - Phil come

across

Car Dad



ESSEX HOUSE

160 CENTRAL PARK SOUTH

NEW YORK

Tuesday 9 9 47

Wear Bay

I went to Teerberg
but his man left for a trip
yesterday with the pick of his
goods. I could see very
little but I got a set of
4 nice Embroidered or Worn
1836 for \$360. They
ought to sell. Prices
are still high and nobody
is importing. I went to
Black but Kornblom had
another customer, he did
not seem very interested
in me. I went to
Drill and got some fair
goods but it's not easy.
I can't get many of any of
the items we want. I
got 7 bookey tops @ \$35
each which will average
\$30 - \$40 some will
fetch ~~200~~ 200⁰⁰

I will see R. Hyman a Freeman
tomorrow and on Friday
will go to Tobert from
whom we shall be
forced to buy our Victoria
plate as he is the only
one who is anxious
to sell but I shall
have been everywhere
before I buy from him.

We shall hardly be able
to ^{stand} buy \$10,000 in antique

Fenby has a pair of
in Bonneton Clavas at \$210
He won't send on memo

There is not much Georgia
silver about.

There are no Test Pervers, G + S
or Saddle, photos or anything
of that kind. Prices
were too high in England.

I will see Ben Tobert on
Friday & hear his view
Fiddes works with Ward
and will cooperate on
Georgia stuff. Love Dad

Sept 10/47



ESSEX HOUSE

160 CENTRAL PARK SOUTH

NEW YORK

Dear Boy's

The position on English Silver seems to be inflation and a fear that the £ will go down to 3 to the \$ which means if an article today costs ^{one} £ it equals \$4 if the £ slides the article may be replaced at \$3 as that is all it may cost to buy one £. Every isn't it?

There are no first prices or similar articles and there is a lot of faking. Prill Chase plain Revolver Trenches, he has a \$5 and a \$10 design, his lowest price is \$50. Veg. Deles are \$65 Pr with warmers about \$100. All the small articles seem to be sold out.

2

The importers are not very happy. Black seems to be busy with jewelry and has reduced his stock very much. I think they all want to sell.

Fensterberg has nice goods I got 2 sets of 4 c'sticks one at \$60 and one at \$75. I got a wine coat for \$60. One has to hand pick everything, it takes a lot of time, and even then it is not easy to find just what we want. Prill is making more repros, he makes that 3 way disk with the same blank as



ESSEX HOUSE

160 CENTRAL PARK SOUTH

NEW YORK

3

English Plate only he
makes them better plate
but at the same
price. He also
has a line of Bone
China ^{Royal} Chelsea. I
got 3 dozen teacups
& saucers, nice for
display. Nice designs.

I am going to see I. Ferman
tomorrow. Will then
see what see stand.

I doubt if you can
reckon on any
more goods. I will
was'nt anxious no
was Ferman. Reason
is now is the time.

4

they can clean out their
inventories. In the
New Year they will
ship on mums again
but I will try and
work a deal with I.F.

I think Importers have
had similar experience
to us, they can sell
at cost which is OK
when money is needed
but not otherwise
They must have done
well because they are
not over anxious to
give desirable goods
away.

I think we ought to
build up a modern
section and not
over-worry about antiques



ESSEX HOUSE

160 CENTRAL PARK SOUTH

NEW YORK

5

until prices are lower
but we must keep our
department. even if we
reduce space. I think
the economic conditions
in England will keep
old silver high because
the English will want
to own it and not
money. So, we
will make a normal
profit on our inventory
and not be too
anxious if our
competitors want to
make see the market.
I will buy desirable
goods but not too
much.

6

Vardi has five old Silvers
on which he will
give a discount but
he is not anxious
to sell Vict Plate to
dealers. He sells

Obelisk and other reproductions

Ralph Hyman's window
is full of reproductions
modern goods which
is a sign of the
times. I am
seeing him tomorrow

Wednesday

Ralph Hyman. Just back
from England, says goods
are high, he didn't buy
much there but I got
about \$1000 nice goods



2
ESSEX HOUSE

160 CENTRAL PARK SOUTH
NEW YORK

1. Freeman has lots of goods, very hard to make a selection, he hasnt anything outstanding but every little, will go back.

Black has some low priced items, he will be in L. a room with Jewelry.

Bemfeld asmt Vine, got a few antiques and ordered all his line, says he wont sell anybody else in Brew Hill

8

United States Silver have
Reed a Barton, dont
like people like that
having such a line,
wonder why?

Shall not buy much
more, prefer to
make a 2nd

trip. Business
is wild here.

will write later
very tired
very hot

Love,

Dave

VIA AIR MAIL

Sept 13 47

Dear Boy

It's still very hot and humid here, and it's very very hard to work, we have a Tower suite on the 36 floor (almost a buck a day for floor) and so can rest, otherwise life is unbearable.

Do you think I should buy the heptas from Raphael? I picked up a few odds and ends of Georgian and spent this morning at Freeman's.

Whatever you say about Tobert, it is impossible to rule him out, for then you let your competitors in. I shall see him again and buy some more Victorian odds and ends from him.

I am not sure if I shall have time to go to Conn to see



VIA AIR MAIL

Wallace and Towle and it is
tough travelling in hot
smelly trains but if I can do,
I will.

4/11/54
Waller
Towle

I think we shall have a
magnificent modern inventory,
I am only buying ones and
two's so our will be a
collection out of this world.

How do the showcases look?

You may need a lot of
space to show all our
goods

If we miss out on one or two
forms this time, it won't
hurt.

Happy New Year
Car

Des



ESSEX HOUSE

160 CENTRAL PARK SOUTH

NEW YORK

9/14/47

Went Sup.

Glad to hear everything - ok.
Saw Fisher, Friedman, B. Rice, L. Brown
a Hasselbress today. You will have
a nice line of modern goods.
I think business has been quiet
recently back here but it is
picking up.

Fisher says the Watson line is good
and we should try and get it.
but I think we have enough
now to take care of our
needs

shall finish up with the antique
people tomorrow
Raphael want slip on Memo
and I don't expect much
from Freeman.

Tobert is about 30% cheaper
than anybody else.

We will write to Steel
next week. I think

we will have a better
appointment than anybody

in L.A.

We may come home soon if
we can get accomodation,
will let you know. our
plans as soon as we
make them.

The weathe is cool today

will write tomorrow

LOVE

Dad

VIA AIR MAIL

Sep 17/51

Dear Bary

Sorry to hear you are not so busy,
things are not so good here.

Raphael is sending out the 6 salts & am assembled
tea set. Tobert is also ordering some tea ware
for Mrs. Sidney.

I selected a lot of Georgian from Freeman
which with the \$10,000 I have lot of
Geo. Vick & O.S. will give us a big show
Edler is shipping \$2500 this week, we shall
need a lot of money next month,
any ideas?

I am afraid to go see any more people,
I may spend more than we will collect.

There is not a very optimistic atmosphere
amongst the antique people but I
saw Bernard Rice order other
when I was there, hundreds of them,
Fiske too is very busy so on the
other info. but department stores are
not buying except in small lots and
as the policy is general, there must
be a good reason for it.

Blumen show 25% ^{discount} on all antique
maces have an enormous ^{modern} collection
so you see the trend.

I got some nice Georgian silver and
bought it right. I got some nice
old -? beffles but stocks are low
altho big shipments are on the way

VIA AIR MAIL

I think we ought to do some promotion
for early October when the goods commence
to arrive.

Fremont is sending us a Paul Storr Silver Salt
Wine Cooler made for a Prince of Wales,
also given by Paul Lamerie. We
shall have Commonwealth, Queen Anne
Geo I - II - III silver. It ought to
make a big story.

I hope to be home on Monday
and we will get to work.

Best Love

Dad

Checked ashtray desk \$35⁰⁰ medicine
can you get them for \$84⁰⁰?

I spoke to Lambert about Jimmy McHugh,
he ~~had~~ says a new desk will cost
\$50 to make. If we ^{can get a} settlement to cover our costs, we
can return the Epesque. I. F.
will work with us, they
are very friendly



ESSEX HOUSE

160 CENTRAL PARK SOUTH

NEW YORK

Sep 10/41

Dear Boys

I got no letter
from you yet, busy eh?

Raphael has 6 odd
eyes III papers, they
match. Cost about
\$300 set also

Geoff III Kettle

Coffee pot Sugar

Creamer (no Teapot)

Cost \$1200 and

a best Silver
about \$1000. his

Prices are high.

So is every body's
Its a hot hard
job buying

I can't make out
the truth but
there is little
being imported.

Buyers are at all
the importers and
I think we need
not worry about
Tobets whom I
hear are in
trouble with the
guy with the
goatee and also
with King George.
Lighter left T's
and he says they
are in a mess



ESSEX HOUSE

160 CENTRAL PARK SOUTH

NEW YORK

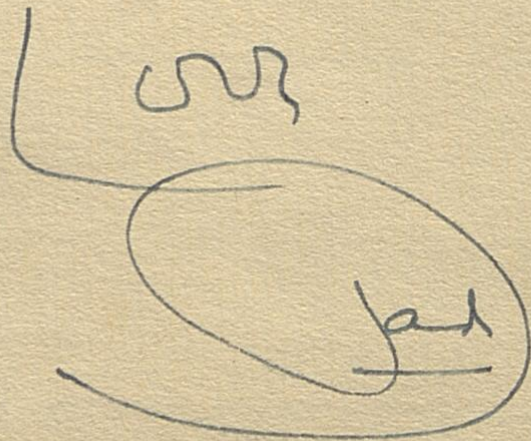
Leon Freeman has
some nice items
but his forces are
high. I am eating
with him later on
and will try to
do a deal on
memo but nobody
seems anxious to
put saleable goods
out, which is sense
I got a lot of
stuff from Vines
agent, he says
they will cut out

4

National Silver but
I doubt if the
agent knows what's
Cooking

It's nasty hot
weather, I have
been rusting round
too much so will
slow up a few
days.

Hope you are well
and busy

Love

Pat



ESSEX HOUSE

160 CENTRAL PARK SOUTH

NEW YORK

C. H. 1/10/40

Dear Corp

Letter of 12th to hand
today. I guess we will
work something out about the
show case.

I shall not buy
much more antiques. I
guess prices are down $33\frac{1}{3}$
that is why To bet a Hymen
reduced prices. We shall
have to reduce our prices

Vict Teasels are now \$120 which
is not bad. I might
get Veg Dishes at \$25 each
which also is not bad.

I have a hunch that
He decides on gambling
on the exchange rate.

New York was closed today
hundreds of stores and
all the silver people
were shut down. It
is depressing.

I guess we have a good
inventory and we can't
afford either to go out
of the antique silver
business or to lose on
our merchandise. It's
a problem and I guess
we shall be wrong
whatever we do.

I will try and get some
goods from Freeman
but he wants to sell
now. They need
money.

will please you before we learn how
pay the money on Thursday



Home of the famous



LEXINGTON AVENUE AT FORTY NINTH STREET • NEW YORK 22, N. Y. • WICK. 2-1200

EXECUTIVE OFFICE

DIRECTION: EMIL H. RONAY
CARL F. JOHNSON, MANAGER

Dear Bob,

I got me 3 more nice Tea Urns
\$110 \$120 \$130 @ Fienbergs.

Want to see Tobert, their business
is bad and they will sell at any price
and quite openly tell the customers to
do the same on Victorian Plates.

I am getting from them only those things
I can't get cheaper or better elsewhere.
Egg Boilers, chased star will cost \$15
(we will sell them at \$24 in tax)

Veg Dishes will cost \$25 - \$30 each

Revolver Turkeys \$45. \$45. C'abras \$100.

\$125. He offered to sell me
anything at 1/3rd off what I paid
last time. I don't overbuy.

Fienbergs & Shrubsole have big stocks
Fienberg has a nice pair of wine cabs 0.5
@ \$175.00 set of 4 0.5 c'abubs 10' \$140
P2 0.5 c'abras nice ones \$200 a large
oblong tray about 26" 0.5 \$280.
his prices are lower than before and he
is anxious for business. Write me
what you want but I haven't seen any
Shrubsole prices yet.

They say Goudeau's is selling his stuff
cheap. has he offered it to you?
I don't buy much and won't buy for
cash. so don't you

I am spending too much money and
may need some soon. I hope
to move my hotel and will tell
you tomorrow

Dora has a lawyer and I hope
the two of them will get some
action. Ralph Hyma part
the paintings will fetch \$2500
topo maybe only \$1500.
The dealers are all going to
England to buy.

I saw the exact replica of the
pair of Entres we sold Olivia
de Havillands in Robersons on
Fifth Ave by Paul Stoor but their
had silver warmers

price \$1750 the pair including tax
in Canada Pyries had a 4 piece silver
cupperet all matching very ^{can} \$810
more like Henry Blacks \$900 retail.

We shall
have to keep our prices very
competitive even if it is hard
to replace, but profits will
be down, the squeeze is on
in N.Y. will write again soon

Love
Dad