

THE CARD COLLECTOR'S BULLETIN

Volume VII

August I, 1944

Whole No. 31

Early in June we enjoyed a weeks vacation in New York City and were glad to again meet our many friends in the metropolis, including the three leading dealers, Messrs. Burton, Rothschild, and Warshaw, each of whom found a few things needed in our collection. Mrs. Landauer was busy caring for visiting grandchildren, and Mrs. Hills we found in much improved health. She told us she would like more of our personal opinions and discussions in the Bulletin (like this maybe) and fewer of the long baseball checklists. We'll try to please that way, although we fear it will draw fire from a large group of baseball fans who will defend any baseballiana to the last drop.

We also met Lt. Kurzrok and his charming wife. The Lt. was resplendent in his white summer uniform and as enthusiastic as ever about all kinds of cards. Mr. Bray also came to town and spent an evening with us. He accompanied his son, Carter, who is entering New York University Medical College. We did not call on the Liliens because we thought both were in the Army, but Sidney since writes that he was home, although expecting to leave shortly. Harry is now in New Guinea, and his friend Lionel Carter is in the same locality.

Our efforts at historical research in cards was not so successful. Staffs on the various trade magazines are short handed and overworked and it will probably be impossible to do much along that line until after the war. We had been told that the New York Public Library housed two large card collections but diligent search failed to locate them. We are not sure whether the reports are wrong or that the cards are stored awaiting better times. There is one small collection of cards in the Library, and also a small one of actors and actresses in the theatre section of the Museum of the City of New York.

We had a nice visit with Mr. George Arents who, incidentally, is well known in Syracuse, being vice chairman of the Board of Trustees of Syracuse University. Mr. Arents, a retired executive of the American Tobacco Company, knows all angles of the tobacco business. Major Lewis Ginter, of Allen & Ginter, was his great uncle. Major Ginter repeatedly said that he originated the cigarette card and that the first set, packed in Richmond Straight Cut Cigarettes, was the Flags of all Nations. He was referring to lithographed cards as the photo types preceded these by some time. Bulletin #15 shows that the Flags of All Nations appeared in April 1888. Other lithographed cards also preceded this set also, as Buchners #386 are marked "Copyrighted 1887" although these came with Gold Coin chewing tobacco and not cigarettes. The popular Goodwin baseball photos and the Kinney Military appear to have started in late 1886 or early 1887.

Mr. Arents collected what is probably the largest library in the world on the history of tobacco and its use through the centuries. This material occupies a room in the N.Y. Public Library, and includes the Allen & Ginter Albums, privately bound in beautiful full leather.

MAIL SALES

Naturally, a prime topic of conversation was the Mail Card Sales which Mr. Bray is now conducting. Both he and the writer have also received many letters from collectors throughout the world pertaining to these sales. Both of us are glad to receive such letters and learn of any criticism or ideas that collectors may have. As has been said, no method of selling can be entirely satisfactory to everyone, especially in things like these cards where there is not enough to go around and fill everyone's wants all the time. Collectors will realize this, we

are sure, and we want them to know that these sales are an honest effort to place before them as much of the available card material as can possibly be assembled.

The major complaint seemed to be about the policy of telling bidders what the existing high bid was. Mr. Bray immediately changed that policy, as noted in this issue, and we trust, eliminated the complaint. This plan was originally instituted, not to get the largest amount from bidders, but to assist them in bidding. In short, to give them somewhat the advantages of floor bidders at an ordinary auction. However, we are told that it is not customarily done that way in mail sales, and our suggestion that distant bidders engage local agents has not worked out due to inability to contact anyone with sufficient time and ability to carry out this work. Many bidders, though, do need assistance in formulating bids, and Mr. Bray will continue to give general assistance where needed if asked for early in the sale. In addition, the Bulletin will carry more such information. The second change brings these sales in accord with standard policy wherein the second high bid regulates the final price, although the high bidder always gets the lot.

In this Third Sale, now in progress, we believe the values as mentioned in the Sale Catalog represent a fair figure for all TOBACCO CARDS and albums in each lot IN GOOD CONDITION. Any deduction for poor condition is something each bidder must decide for himself. Some will undoubtedly decide that a lot is worth the figure mentioned or even more even if there is some damage. A lot which will largely go into a collector's own collection would normally be worth more to him than one which nets him but a few cards. A bidder must figure out such things largely from his own viewpoint. The only possible advice is to bid whatever the lot is worth to you. We also suggest placing bids on all lots of interest and then, if desired, stating a Purchasing Limit on the total amount to be purchased. This issue of the Bulletin goes into the mail on July 23 and should reach most bidders in plenty of time to enable them to enter or change bids before the Aug. 12 closing date.

The Third Sale includes lots of Silks, Blankets, Coffee, Soda, and Gum cards. The cloth inserts have not attained the popularity of cards and have sold as low as one third catalog, but are undoubtedly worth more, especially large sized lots which would include many scarcer items. Coffee and Soda cards are worth full catalog in good lots, but average condition would bring down value, and in the Philipp sale they brought about two thirds list. Gum cards in that sale brought only about one third catalog, although the baseball items averaged over three quarters list. All these things are not sufficiently appreciated by collectors at this time. Few realize their great interest. We predict that they will increase in popularity and value in coming years, as in fact, they are already beginning to do, both here and abroad. A leading collector recently remarked to us that he guessed he would take up Silks and Rugs as card additions were coming too slowly for him. This is what we have repeatedly advocated. The card field is sufficiently broad to sustain the interest of practically anyone, but it cannot do it if a collector limits himself to a single type or group of cards.

WANT LISTS

We have always been a firm believer in want lists and spend considerable time and money keeping one up to date. We think the cost is worth while in view of the benefits received. However, want lists will not do everything. They should be supplemented by the purchase of mixed lots, sets, and collections. Most collectors are glad to do whatever is possible in filling the other fellow's want lists, and much really is done, but it is obviously not practicable to break complete sets to get a few cards and many similar situations continually arise. In buying lots, the collector can often improve condition of many cards which he already has and so raise the value of his collection. If he does not

wish to sell or exchange his duplicates himself, he can enter them in a Mail Sale and quite likely realize their full value. Most advanced collectors will not hesitate to spend hundreds of dollars for a collection of cards, principally to get the few they need themselves. Often that is probably the only way that many cards will ever be obtained.

THE COLLETTIN

This issue is the first in the new larger size which has been adopted due to the great saving in cost and labor. Note that six pages in this size contain more reading area than ten of the former pages. Nevertheless, we liked the smaller size and held up the change as long as possible. But we think the new size will prove satisfactory, and we hope that all readers will think as does Mr. M. A. Hicks of Asheville,

WANTED

Old Exhibit Cards of Ballplayers, Fighters, Western and Movie Stars.

JACK ZERANSKY

(new address)

623 Barclay Ave.

Pittsburg 21, Pa.

WANTED - #180 Kinney Military Cards, Burdick's List #29

Twenty-five cents each paid for the following numbers: 1-2-3-26-28-29-42-48-87-153-162-207-239-302-596-305-314-315-316-387-417-418-419-421-423-461-462.

Fifteen cents each paid for the following numbers: 5-7-17-46-49-51-53-65-69-120-121-128-138-141-388-398-408-478-479-480-481-497-501-548.

Ten cents each paid for the following numbers: 75-76-82-83-91-92-93-94-96-98-99-100-102-105-106-107-151-158-164-167-182-183-186-189-190-600-196-197-198-201-203-601-205-208-209-219-220-221-223-225-606-228-229-230-231-232-233-234-246-274-275-611-597-306-307-598-599-311-312-313-599-613-617-318-609-612-320-323-324-325-327-328-329-330-332-335-336-337-338-602-341-342-344-345-346-349-350-352-353-354-355-356-359-360-362-363-365-368-370-371-372-373-610-381-383-384-385-386-435-436-438-460-446-448-603-452-453-456-457-458-465-466-470-471-473-499-500-506-509-511-512-513-516-517-523-525-533-535-540-541-555-556-557-560-567.

I will pay twenty-five cents for good clean copies of following:-
A&G #32 World's Champions - Bennett-Comiskey-Glasscock.
A&G #33 World's Champions - Carter-Carrigan-Harradon-Fogarty-Ives-Lange-MaCormack-Sears-Temple.
Duke #79 Civil War Generals (booklets) Butler and Magruder.
Goodwin #120 Champions - Andrews-Dunlap-Glasscock-Keefe-Prince-Rowe-Stevens-Wood-Murphy-Albert-Mitchell.
Goodwin #121 Dogs - Dachshund-English Setter.
Kimball #155 Savage Chiefs - The American Indian Cards. The others ten cents each.

Will buy at Burdick's Catalog prices the following albums:-

Allen & Ginter #A3-A6-A7-A34-A2-A13-A24-A26-A30-A31-A32-A33-A37.
Goodwin:-A120. Kimball A155. Kinney A186. Consolidated #316.

I would like to buy from 2 to 6 copies of each of the following sets, any titles:

SMALL CARDS: Allen & Ginter #7-#8-#12-#14-#44-#26-#30-#37-#39.

LARGE CARDS: Allen & Ginter #L1-L3-L6-L24-L26-L33.

SMALL CARDS: Duke #71-#78-#84-#110. Duke LARGE: #64-L79.

SMALL CARDS: Marburg Bros. #387 & 414. ALSO some Lion coffees.

C. G. STURTEVANT

2343 Ramona Street, San Antonio, Texas.

North Carolina who, in renewing recently, wrote: "I wouldn't be so apologetic in that renewal notice if I were you. That is a big 30¢ worth; even in depression times." Next issue we continue with the checklists, including baseball. The best item in Catalog additions of late is a new Kimball album WAYSIDE INN AND SNOWBOUND, being illustrated poems of Longfellow and Whittier. As previously stated, additions to the Catalog are not now being published as a rule, but we hope all such things will be brought to our attention for possible future use. Only about 30 catalogs now remain, but any new edition will depend on the return of normal conditions, which may be some time in the future.

NATHANIEL ANDERSON, BOOKSELLER

New Address: 938 Clement St., San Francisco 18, California.

Wants Tobacco Cards, and other Trade Cards of interest to collectors.
Also all similar items.

WANTED

A&G FRUITS complete Dukes VEHICLES complete
A&G WORLD'S SOVERIGNS complete Goodwins GAMES & SPORTS comp.

For above four sets in good condition I will pay

\$100.00

THOS. LAWSON
c/o Mr. Forsyth

538 82nd Street, Brooklyn 9, N.Y.

WILL BUY

1. Collections and accumulations of all kinds of cigarette, tobacco, gum, candy, baking soda, bread, coffee, and old Advertising cards. Also Rugs, Flannels, Leathers, Silks, Celluloids, Bible Cards, Rewards of Merit.

19th or 20th Century

U.S. or FOREIGN

2. Want Albums, Banners, and Cutouts of the above.
3. Precancelled Stamps.
4. U.S. Stamps and Covers.
5. Railroad and Military Pictures, Photos, Postcards, Books and Magazines.
6. Playing Cards. Match Covers. Cigar Bands.

LIEUT. L. KURZROK, M.C., U.S.N.R.

New Summer Address - until November:
155 Beach 138 Street
Belle Harbor, L.I.
New York.

WANT LIST - J.R. BORDICK, 420 SO. CROUSE AVE., SYRACUSE 10, NEW YORK.

ALBUMS: Goodwin Baseball Album	Kinney: National Dances
Kimball: Beacon Lights	Hess: Great Poets
" Galaxy of Vienna Beauties	" Modern Statuary
" Haunts & Memoirs Lake George	" Photograph Album
" Homes of Favorite Poets	Buchner: Defenders & Offenders
" Tales of Wayside Inn & Snowbound	Hall: Gallery Albums (2)

SMALL 19th CARDS - 5 MAIN ISSUERS:

ALLEN & GINTER: EDITORS-#26,38,39,49. FRUITS-Concord Grapes, Strawberry.
WORLDS RACERS-Firenzi, Insolence. RACING COLORS-(no white edge) Baldwin.
WORLDS SOVERIGNS-King or Pres: Costa Rica, Germany, Honduras, Russia, Siam,
Sandwich Isl, Queen, etc: England, Germany, Japan, Sweden, Portugal.

STATE CAPITOL-Michigan. SET 56 & LITTLE BEAUTIES: send for selection.

DUKE: GYMNASIAC EXERCISES-name in blue: Indian Clubs. Name in brown:
Forward wheel swing, flying trapeze leg fly. MUSICAL INST.-Concertina.

JOKES-A pot boiler, End Man, Ground hog, He stoops to conquer.

PLAYING CARDS (no corner symbols): Clubs K,8,6,5. Spades K,Q,10,8,
Diam Q,5,2. Hearts 10,6,5. also Joker with corner symbols.

PERILIUS OCCUPATIONS- many wanted for different background colors.

TINTED PHOTOS-many wanted in both types, send for selection.

VEHICLES OF WORLD-(List 64): Calicut cab, Elephant carriage, Laplanders
Sleigh, Truika Russia, Central Am. Team, Victoria, #50?

GOODWIN: FEMININE OCCUPATIONS-(Old Judge or Am. Eagle) Apprentice, Body-
guard, Fireman, Herald, Lawyer, Policeman, Postman, Photographer, King of
Amazons, Sweep, Minister, 49-50?. Also any Frishmouth. (List 57).

Old Judge Sepia cards- send for Selection. Vehicles as for Duke.

KIMBALL: ANCIENT COINS(List 169)#3,6,15,20,29,32,34,48,51,52,56,63,65,-

CONDESSES OF GREEKS & ROMANS-Bellona, Fauna, Terpsichore, Uranca. (67,68.

CHAMPIONS GAMES & SPORTS:(no firm name on face)-Freeman, Hanlon. (with
firm name on face)- need many, send for selection.

KINNEY: ACTRESSES- b) Set #2: 2,5,6,10,13,14,15,23,25.

JOCULAR OCULARS- need many, send for selection.

MAGIC CHANGING (List 171) #1,21,22, & 26-50?

MILITARY SERIES: Capt. Rifle Brigade, England. Huzzar of France, 1853.

Military Orders: Order of the Garter, England; Iron Crown, Austria.
State Seals, plain edge-Pa, Vt. blue edge-Ohio. Cutouts-N.Y., Ohio, Vt.
White bkgd-Multer, Spain; Soldier of Line, Sweden; & any unlisted.

NOVELTIES- a) thick round, send for selection. c) irregular die cut
plain, Easel, white goblet. d) rectangular card, camera, clock, white
goblet, lantern, serving tray, shovel, sewing box. e) irregular die cut
embossed (List 35), #1,2,8,9,17,20,27,29,35,36,48,51,53,59,62,71,70,37,

NATIONAL DANCES (without white edge)- send for selection.

RACEHORSES-George M. Patchen, Hopeful, Johnson, Maxy Cobb, Smuggler.

LARGE 19th CARDS - 5 MAIN ISSUERS

ALLEN & GINTER. EDITORS #1,3,12,15,19,29,31,34,35,36,37,38,39,42,44,45,
INDIANS-Sitting Bull. (47,48.

BIRDS OF AMERICA-Albatross, Balt Oriole, Car. Parrot, Eagle, Chickadee, King-
fisher, Magpie, Mother careys chickens, Snowbird, Wood warbler.

BIRDS OF TROPICS-Afr. Flamingo, Cassowary, Crimson Topaz, Fes. Green parrot,
India peacock, Notornis, Sun bittorn, Swinhoe pheas, Yell. Crest. Cockatoo.

GAME BIRDS-Great white swan, Pintail duck.

QUADRAPEDS-Beaver, Giraffe, Grizzily, Hippo, Jaguar, Lynx, Orangoutan, Porcu-
pine, Polar bear, Rhino, Walrus, Zebu.

FISH-Blackfish, Blowfish, Bluefish, Catfish, Eel, Haddock, Herring, Mackerel,
Moonfish, Perch, Pickerel, Red Snapper, Sawfish, Seabass, Striped bass,
Sturgeon, Swordfish, Triggerfish.

WORLDS CHAMPS-Bibby, Carter, Clarke, Morrell, J. Murphy, Paulsen, Ross, Temple,

SONG BIRDS- send any for selection. (Webb.

DUKE. COMIC CHARACTERS-Put up or shut up. COWBOYS- The Round Up.

FISHES AND FISHING (top card with girl)-John Dory Fish, Loach. (over)

DUKE-STATE GOVERNORS (HLC thick cards); Dakota, Del., DC, Fla., Kans., Mich.,
Mo., NH, Tenn., Texas, Vt., W. Va. TALK OF DIAMOND-Going for 3d base.
ALSO many from following large series: PUZZLES-#3, 4, 10.

ACTRESSES #60 (three to card)	MUSICAL INSTRUMENTS
ACTRESSES #166 (triple folders)	HISTORIES OF GENERALS
FAIREST FLOWERS	STARS OF STAGE, 2nd Series.
FANCY DRESS BALL	TERRORS OF AMERICA (send any of
GREAT AMERICANS	YACHT COLORS these for selectn)

KIMBALL- BATHERS (List 179) #19-20? WOMEN (#492 etchings) send all.
PRETTY ATHLETES (List 118) want any not listed.
KINNEY- INTERNATIONAL CARDS - send any for selection.
HORSES (Ex. Lg) Kingston, Diablo, Raceland, Dexter, Goldsmith Maid, Johnson,
Maud S, Jay eye see, Maxy Cobb, Phallas, St. Julian. HARLEQUINS-send all.

OTHER 19th ISSUES

LORILLARD. ANCIENT MYTHOLOGY-#3, 16.
TYPES OF STAGE-Ballet (Military), plus 2? List III.
ACTRESSES IN OPERA-Kitty Blanchard, Carmencita, Lillian Russell, ? List I 15.
211a-PLAYING- Hearts 654, Diam 4, Spades AK 10 85, Clubs KJ9765432.
215 ACTRESSES (List 126) want #72-75? plus others for brand variety.
Other Lorillard sets- wants in all except Circus and Prizefighters.
BUCHNER. Am. SCENES (List 157)-#2, 3, 8, 9, 13, 24, 30, 31, 32, 33, 35, 36, 38, 38.
MUSICAL INST-Banjo, Indian Cym, Pandean pipes, Tambourine, any above #18
N.Y. CITY SCENES (List 158)-#1, 8, 9, 10, 11. YACHT COLORS-above #12.
256 POLICE INSP (List 159)-#Carroll, Purroy, McCabe, Murray, Robbins, and
all additions to list. COSTUMES OF MONTHS * February.
267 SPORTS COSTUMES-Ballet, Barber, Charmer, Dude, Football, Hay maker,
Mail carrier, Masquarade, Skating, Student, Yachting.

Wants in all other Buchner sets, send for selection.

MAYO. COSTUMES OF WARRIORS-silver bkgd: Egypt, Greek, Roman, Mexican, Earl
of Warwick. gold bkgd: Spanish Count, French Knight 1st Crusade.

Wants in all other Mayo sets, send for selection.

LONE JACK. FLOWERS (List 97) #1, 7, 26, 43, 44, 48, 49, 50. INVENTORS-send all.

ELLIS. DOGS-Poodle. GENERALS-Early, Halleck, S. Johnson, Meade, McClellan,
Sherman. Wants in other Ellis sets.

MOORE & CALVI. TRUMPS LC PLAYING-(List 154) type a) Diam 10, 7, 4. Clubs
9, 6, 4. Hearts 9, 5. Spades 4. Type c) Clubs 6.

Hard-a-port playing-(List 155) Type a) send for selection. Type b)

Diam Q, 10, 6, 4, 2. Clubs 9, 8, 5, 2. Hearts J, 8, 7, 6. Spades K, 10, 5, 3, 2.

Type c) Clubs Q, 10, 8, 6. Diam 3. Spade 2. Wants in other M&C sets.

HALL. Additions to Lists 130 & 131 and many in other Hall sets.

NATIONAL. Women (List 66) Gaul, Norse, Syrian, Roman, Moslem, Viking, plus ?

VENABLE, CONSOLIDATED, SPAULDING & MERRICK, HESS, BECK, AM. EAGLE,
DRUMMOND, MARBURG, ROSE, BANNER, CAMERON & SIZER, RITCHIE, AND ALL
UNCLASSIFIED - many wants in all sets, send for selection.

OLD PHOTO TYPE CARDS- ACTRESSES, bought in lots - write for rates.

Non-actress sets- many wants in all sets at colored card rates.

FAMOUS SHIPS (List 139) want #8, 16, 17, 19, 30, 43, 44, plus any unlisted.

TOBACCO ADV. CARDS* at double cat. for listed, similar rate for others.

ORDINARY OLD ADVERTISING-bought at selected rates, in lots, albums, etc.
values according to quality, condition, desirability, etc.

COFFEE CARDS. Arbuckle sets: #2 Cooking: #13. #3 National Maps #72, 85.

Jokes: #3, 4, 7, 9, 12, 13, 14, 16, 17, 21, 29, 30, 33, 36, 38, 41, 42, 48, 53, 54, 55, 60
61, 62, 64, 65, 67, 74, 75, 81, 82, 86, 89, 96, 99.

Set #9-GENERAL SUBJECTS (numbered cards) #51, 52, 53, 56, 60, 67, 69, 70, 75,

77, 79, 80, 81, 83, 84, 86, 91, 93, 94, 96, 98, 100. (unnumbered cards-List 52)

#3, 5, 6, 3, 26, 29, 33. Other wants in all sets but Albums and Booklets.

WILL PAY the usual want list rate of 4 times catalog with 10¢ minimum
for all U.S. tobacco wants except photo actresses. Not less than 25¢
for last 3 cards needed in a set. (\$2. each for Kinney Military wants).
Want list of 20th century cards will appear in an early Bulletin.

TURKISH TROPHY AND HELMAN GIFT SLIPS

Backs of cards #548g show a facsimile of these slips of 1913-14 and a list of the tremendous array of premiums for which they were exchangeable. There were 6x8 cards, 7x9 silks, and 10x12 leathers. Twelve series of designs are listed: 25 Hamilton King Girls, 25 Baseball players, 25 National Flags, 20 Actresses, 20 Kink Series, 10 Actors, 10 College Mascots, 10 College Shields, and 5 each of Generals, Indians, Cowboys, and Animals. Only the King Girls and the Kink Series came on cards and both are uncommon, especially the Kink "Tales of the Turkish Trophies" comics. Silks included these two and also the Ballplayers, Flags, and Generals. The Ballplayers are not known; the Flags are probably part of #35s but cannot be positively identified; and the others are all very scarce. All were supposed to come on leather, and 40 in a giant 6 sq.ft. size, but none have been seen and they probably were not made. Who has any of these things?

WANTED.

COMPLETE SETS OF THE HASSAN LIGHTHOUSE SERIES, INDIAN LIFE IN THE 60's, COWBOY SERIES, and PRIZEFIGHTER SERIES. Only clean, undamaged cards desired. Will also buy odd lots at usual prices. What have you?

K. Baardlag
1507 East West Highway
Silver Spring, Md.

CAN YOU HELP ME?

BASEBALL -

(will pay 75¢ each or will trade A&G #32 Album & #127 cards)

A&G #33 Champions - MORRELL.

GOODWIN #120 Champions - Andrews, Dunlap, Glassock.

ANY BASEBALL CARDS IN THESE SETS:

Goodwin #130	Gross #416	#623 ExLg. Old Mill
Hess #347	Kimball #146	#628 ExLg. Obak
Mayo #293	Ruchner #386	#527 Domino Discs
Hess #352	#523 Fireside	
Beck #371	#592 Fatima	

#521 - O'HARA, St. Louis

#522 - HIGGINS

BASEBALL - (other wants):

#520 - Sweeney, Collins (mo. open), Breshahan (mo. open), Shean (Cubs), Joss, Grant, Suggs, Dahlen, Spanlon, Wilhelm, McAllister.

ANY BASEBALL CARDS IN THESE SETS: Goodwin #127;
Adv. #15; Bread #2,5,6,7,12,13,16,27,43,44;
Miscellaneous #33,41.

MILITARY - Recruit #559: U.S. Capt. of Marine, Marine, Midshipman, Submarine, Stoker. ENGLAND - Admiral, Flag Lt., Sailor. FRANCE - Admiral, Sailor, GERMANY - Sailor. Italy - Sailor.

WIRT GAMMON

812 Mt. Vernon Circle,

Chattanooga 5, Tennessee.

CONNIE MACK

Charles Bray recently spent an enjoyable afternoon watching the Athletics as a guest of Connie Mack at Shibe Park, Philadelphia. Connie took a trip back to his early baseball years by going through Mr. Brays album of Goodwin Baseball cards - photos of the leading players of 1886-1889, including two different photos of Mack himself when he was catching on the Washingtons. His mind today is as keen as ever and he recognized the players even before he read their names. He knew them all and managed many of them himself. There was "Grasshopper" Jim Whitney for whom Mack caught in 1888 as a Washington player, Adonis Bill Terry whom he caught at Pittsburg, and Umpire Fessenden whom all the old players remember due to his vain habits and love of personal applause. Don Basenfelder wrote up the meeting for a fine article in the PHILADELPHIA RECORD of July 10, including a picture of Connie and Mr. Bray as they thumbed their way through the album. It was a fine item and Mr. Basenfelder is doing grand work for collectors.

IMPORTANT NOTICE!

- Two changes in Mail Sale procedure have been made, as follows:
- 1.-ALL BIDS ARE STRICTLY CONFIDENTIAL. No information on the amount of high bids will be given out. Assistance in judging lots and formulating bids will be given to those who ask for it, but such inquiries should be made not later than a month before sale closes.
 - 2.-EACH LOT WILL GO TO THE HIGHEST BIDDER AT A SLIGHT ADVANCE OVER THE SECOND HIGH BID.

These changes are made after considerable discussion and correspondence with bidders, some of whom thought the previous practices were not fair to a large percentage of bidders. While no unfairness was intended or realized, I can see their point of view, and am glad to eliminate the difficulties as much as possible. I want to make available as much material as possible, to the largest possible number of collectors, and in the most fair and satisfying manner possible. I am glad to have collectors write me their ideas and criticisms. No standard policy for these sales has yet been adopted and further changes may be made before the best plan is found.

These changes will apply to the THIRD SALE now in progress. It is regretted that a change has to be made in mid-sale, but this works no disadvantage to anyone as it was decided on soon after the sale was announced and before any bid information had been given out. Any unfairness must be eliminated regardless of the time. This notice should reach most bidders so that they can enter bids or change present ones if they so desire. Elsewhere in this issue is given additional general information on bidding, but this information cannot be exact as much depends on the bidder's personal opinions and estimates, and these vary considerably. You are urged to bid the highest amount you would be willing to pay for a lot. If your bid is highest, you will get the lot for a slight advance over the next highest bid.

I hope to continue these sales with another starting Oct. 1st. but it will depend on the amount of material on hand. They are impractical for small amounts. If you have anything suitable for a lot, write me about it. To get in the sale, lots should be in my hands by Sept. 9th. There is no standard lot, but one should consist of the same type of material and have a selling value of about two dollars or more.

Write about it today to

CHARLES R. BRAY

EAST BANGOR, PENNA.