

A PUBLICATION OF THE IVES TRAIN SOCIETY

March 2018



IVES TRACKS

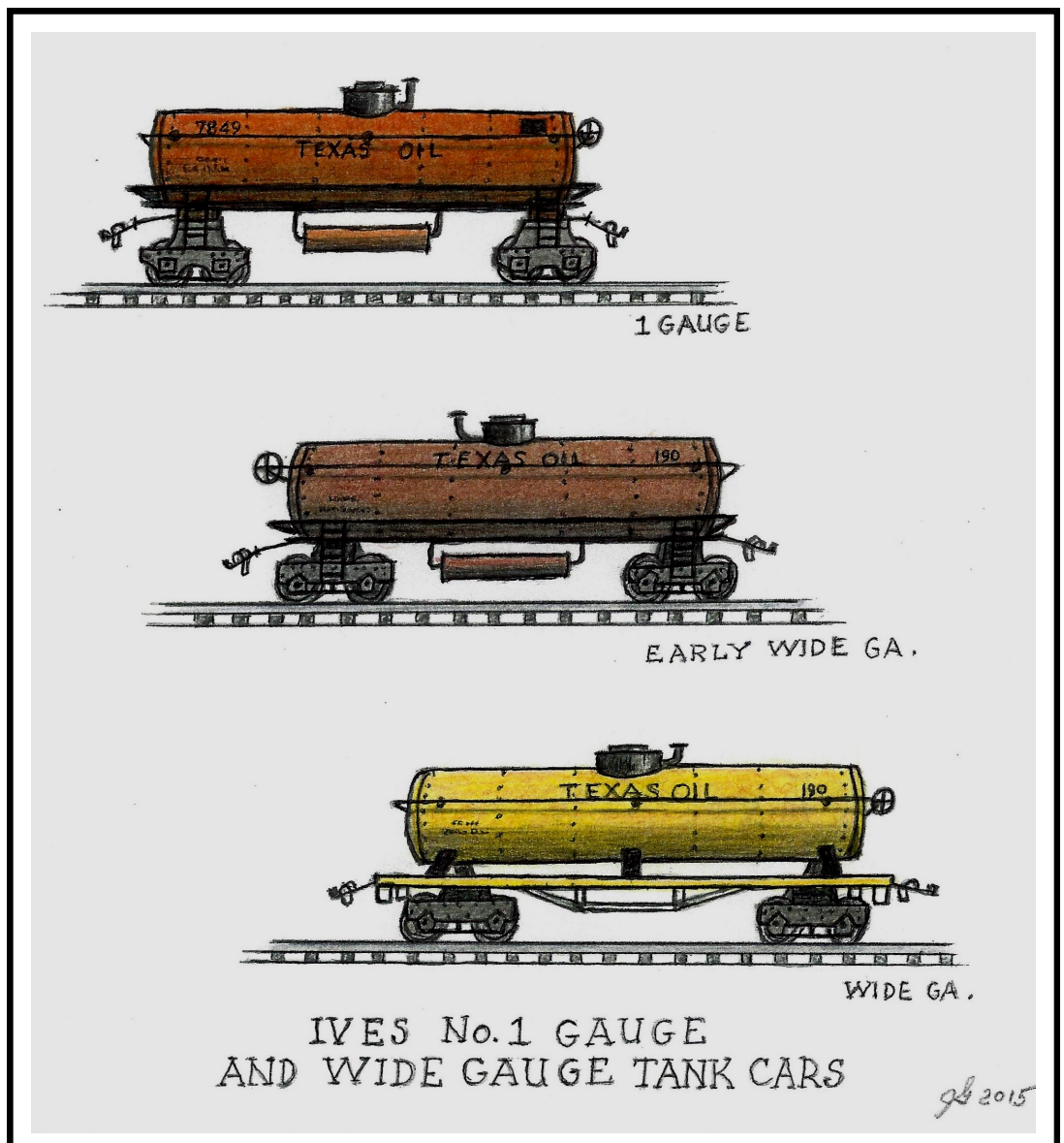
Donald J. Lewis
President

Directors

Dave Bashline
John Basile
Randy Berger
Rod Cornell
John DeSantis
Martin Fasack
Dave McEntarfer
Peter Primiani

TIES Editor
John Basile

TRACKS Editor
Martin Fasack



THE IVES TANK CAR

By: John Gray I-6662

(COVER ILLUSTRATION)

It was not until 1906 that IVES introduced a line of freight cars to its 1 gauge toy train selection; however for some reason they did not appear in the IVES catalogue until 1910. They were numbered the 70-Series freight cars, and yet no tank cars accompanied them.

In 1915 Ives remodeled its outdated 70-Series freight cars, and numbered them the 7000-Series, which included the new 7849 tank car. This new line of No.1 Gauge freight cars were the most prototypical of any toy trains being produced at that time. The IVES 7849 tank car was the most interesting of the new line; it included embossed rivets, a center dome with a fill, an attached vent pipe, a walkway around the tank body, and an air tank suspended underneath from a metal strip to which were also attached the wheel trucks. A ratchet brake wheel was also mounted at one end of the tank, which very much enhanced its appearance. But the most unusual feature of the 7849 tank car was the ladders, positioned at all four corners, just above the trucks, and soldered to the walkway. The tank was lettered "TEXAS OIL" on the sides, with the number "7849" appearing at each end. This series of freight cars also had the new "automatic couplers." The tank car was 11 inches long. The 7000-Series freight cars were produced up until 1920. In 1921 IVES switched from the European 1 Gauge (1 $\frac{3}{4}$ inch) to the Wide Gauge (2 $\frac{1}{8}$ inch) track width, and re-numbered the Wide Gauge production the "190" Series. Ives continued to use the Type 1 (high M style) 1 Gauge trucks, but modified them to fit the new Wide Gauge tracks. The tank car itself was re-numbered "190", but little else was changed.

In 1923 Ives changed to the Type II trucks (Wide Gauge), and mounted the tank on a standard Wide Gauge frame with support struts soldered underneath each side.

In 1926 Ives changed from the Type III trucks to the Type IV trucks by adding brass journal boxes to the axle ends. Over the years, the 7849/190 tank car colors varied from the earlier gray to the early brown, to the orange-brown color, to the later brighter orange-yellow color. From the beginning to the end of IVES pre-Lionel and American Flyer production, I have seen no toy train tank car more prototypical and interesting than those produced by IVES from this period.

PRESIDENT'S COLUMN

By: Don Lewis

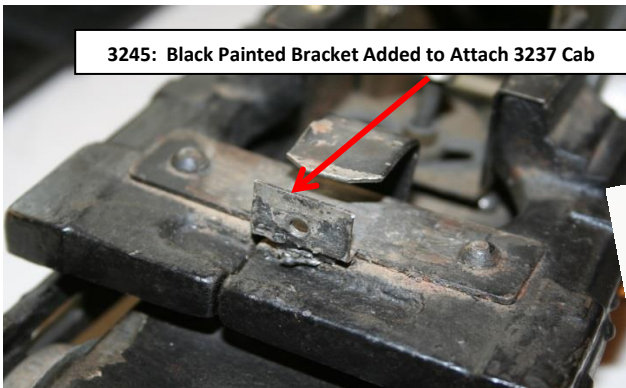
Short Cab 3245 on Cast Iron Frame from the Mike Vargas Collection: By: Martin Fasack



We are not aware of another short cab 3245 on a cast iron frame. The first frame picture below is not from the 3245 but comes from a 3243. It is included to show the difference in the side casting between the two.



From the picture above you will note that two brackets have been added to allow the motor to be fastened to the frame



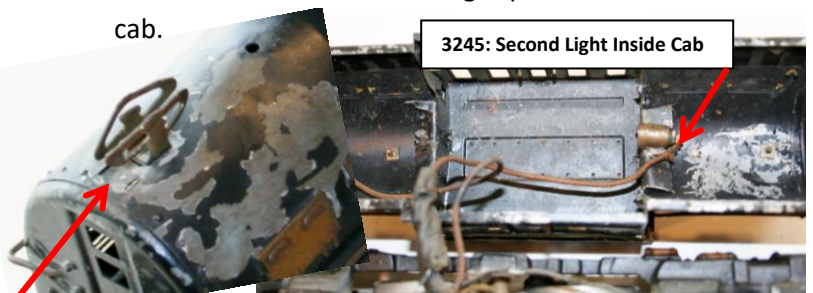
These 3237 cab support brackets were painted black along with the frame when it was produced. The side of the frame has been modified by the elimination of the cast "tip" that would normally hold a screw for a 3243 cab (see picture on left). Another frame modification is the addition of two metal brackets that were screwed into the frame to support the motor of the 3245 (see picture on left and on page 4).



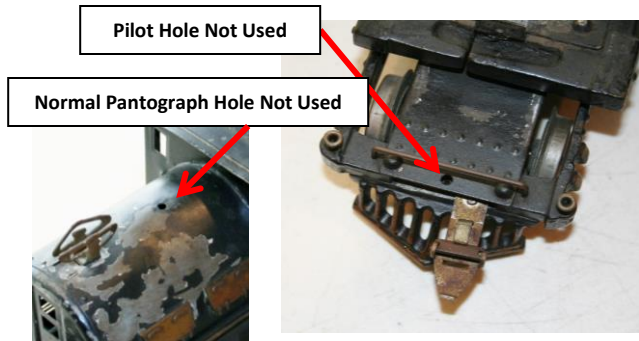
From the picture above this 3245 frame supports an IVES wide motor, which can also be found on some 1927 apple green 3243 cast iron frames.



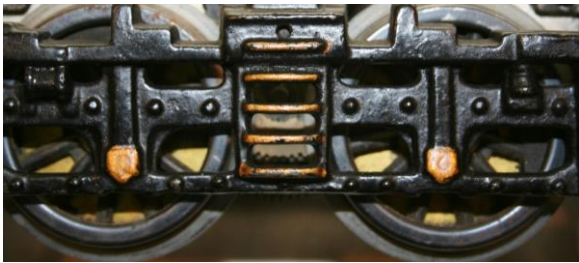
Also note from the above how the coupler is extended and supported differently than a normal 3243. Not sure why they did this but maybe it is to blend in with the snake track pull coupler merchandising concept. Removing the second light from the top of the cab and soldering it inside the body presents a unique difference from the normal light placement for a 3237 cab.



Note the hole that would normally hold the second pantograph has not been used; same for the holes in the pilots that normally hold the couplers.



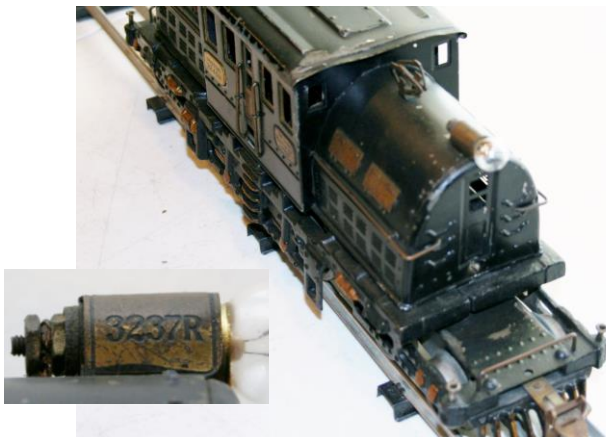
The gold detailing on the frame is similar to the detailing done on 1926 frames as witnessed on 3236's and 3242's.



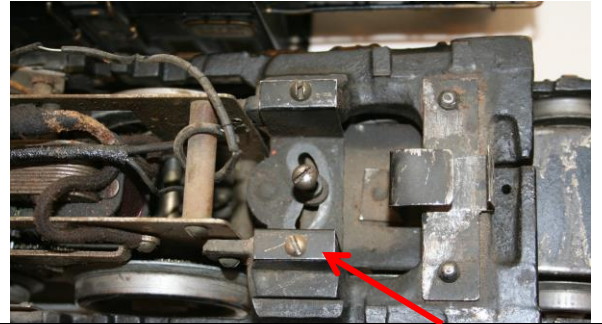
The drive wheels are black and original IVES manufacture. The pilot wheels are also original and red in color.



The 3245 cab light is actually a 3237 embossed light. They were using any parts available to produce this locomotive.



Below a close look at the pilot assembly and its attachment to the locomotive's main frame

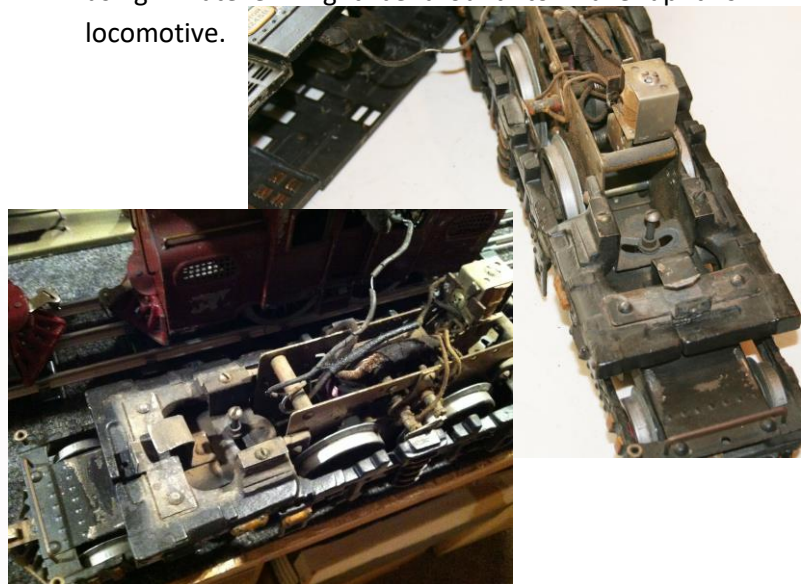


3245: Another View of the Motor Support Casting Screwed to Frame

The locomotive originally had blank nameplates but Mike had the correct nameplate installed. Also note from the picture below the embossed door has cutouts to support a brass door, but none was installed.



This is a very interesting piece. The use of a Lionel "E" unit, gold painted trim enhancements, non-traditional trim placement, multicolored drive and pony wheels tends one to believe this is an IVES desperation piece using whatever might be around to make up this locomotive.

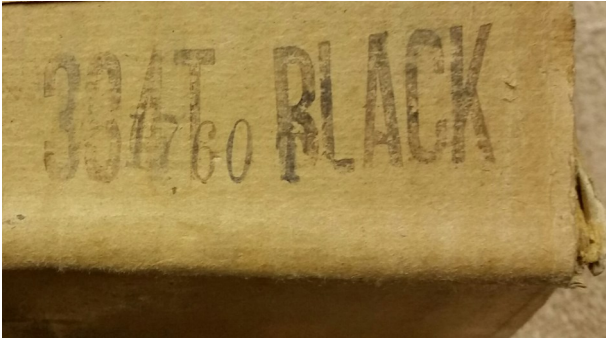


LATE UNIQUE 1760-TX TENDER

This article was started with an email from Tom Migut to Don Lewis on a very unique IVES tender that he acquired. The flow of the dialog follows;

Tom Migut to Don Lewis

I found this tender that baffles me. The box is double stamped 1760 T over the 384T Black. I know the box does not match the tender.



The tender has 1760-TX rubber stamped on the bottom, 200 series trucks, and an IVES Corporation Label. It does not have the TX draw bar, or brass plates for the tender's die cast body. The frame and all parts look to have been together since inception. The frame and the tender casting are definitely 1835 style. The mounting holes in the frame will not line up with the die cast shell. The IVES casting is too long by about a 1/2 inch and has 2 more holes. Could this tender have been the last ones that Lionel put with the final 1134's that were made? Can you shed any light on this?

Don Lewis

What you have is something I believe is from 1931-1932 when all IVES production was Lionel product with either plates or decals. I would say they made this tender to cover a customer need/desire (although the 200 series trucks pose a question). The only freight car that had 200 series trucks was the 199 crane which also had Lionel latch couplers. The 1835 shell is similar to the 1134 but not exact. This would also answer why there isn't any side plates as they were no longer available. They surely wouldn't have run out of 384 tender's at this time. Very interesting IVES piece from 1931-1932.



Fasack

My guess this tender was used for the 418, 419, 490 passenger cars and married to an existing 1134 locomotive or even a pure Lionel 1770 loco. I believe Lionel used up any existing IVES inventory they could.

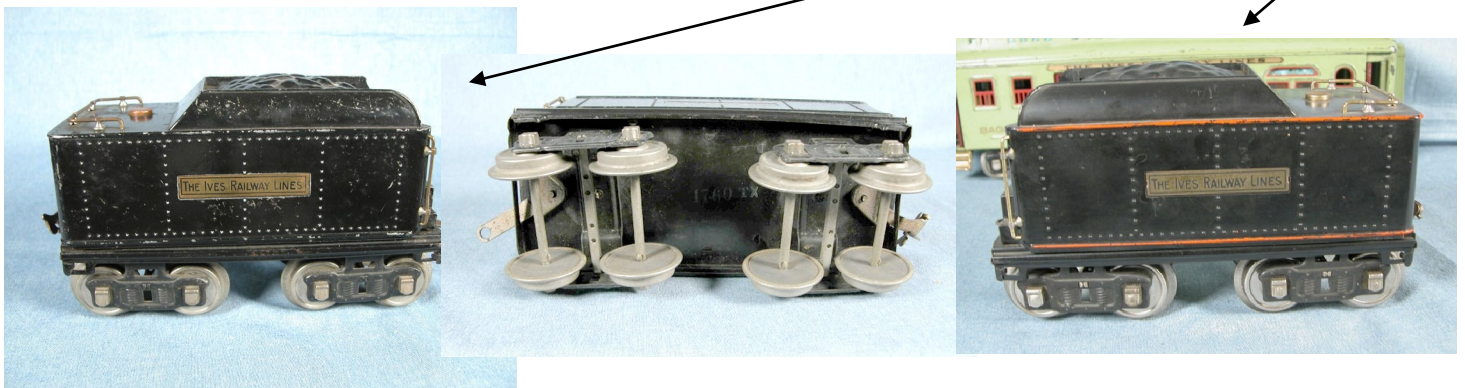
McEntarfer

I believe there's a picture of this tender on the website that one came with an 1134 and the Lionel bodied 400 series cars in green with Ives decals I'm not at home and couldn't pull up a picture of the tender

McEntarfer (Some time later)

I just got home and saw the actual photo's attached is the 1760-TX I was talking about, it has the Lionel body, not the Ives casting. and here's the other one marked 390-TX, this is the one that came with a 1134 and 400 series cars.

Actually there's two pictured on website one marked 1760-TX and one marked 390-TX



Lewis

We should load Tom's photos on the website as his tender is totally unique. Another IVES anomaly. (Editor) If you would like to join a discussion using one of your rare or unique IVES items just send an email to fasttrack@rcn.com

INTERESTING 3254 SET

This email was sent from Jim Kenney to Dave McEntarfer

I recently attended the TCA Western Division meet and picked up a rather interesting IVES set. The set is similar to the 1928 Interstate Limited O gauge set with a #3254 dark Red or Maroon locomotive. "UPSTATE WESTERN LINES" IS rubber stamped in white under the roof lines above the four windows on each car. My IVES book indicates that the Interstate Limited set was only produced for one year, 1928, and the #137 passenger cars were offered for separate sale also. This set has no observation car which would be a #138, I guess. So, my question is whether this set was a special set for a department store or did some one buy the engine and cars separately and rubber stamped the name "Upstate Western Lines" on each car?

The rubber stamping on the cars looks professionally done, so maybe the factory added the railroad name to the cars. The loco has a manual reverse lever on one side of the loco toward the lighted end of the frame. In addition there is no reverse lever on the top of the loco where the slot is located next to the light. Please review the photos of the set. Any information you can provide would be appreciated, and feel free to pass this on to other members or add to the Ives Society mailer. IVES sure made some interesting stuff!!



Dave McEntarfer

First of all the 3254 appears to be from 1927 in that it has an etched headlight and the slit for the reverse; the pantograph is a replacement, it's standard gauge. The motor is from 25-26 the frame 25-27 with the reverse on its side

The cars are 1928 and the lettering is unlike any IVES ever used. From

what I can see I'd have to say it was put together but anything is possible. If any member can add some insight on this set then please email us at fasttrack@rcn.com and we will publish your comments.



Toy Trains and Tariffs, Part II - *The Chicago Way*: By Eric W. Cook

William Ogden Coleman's testimony before the Senate Finance Committee, 1921

I wanted to let Harry Ives do as much of the "talking" as possible in Part I, because it is so rare to encounter his voice. In Part II we will focus on the testimony of William Ogden Coleman, Jr. of American Flyer. In many ways it is very different testimony, and, after summarizing it and looking at a few interesting moments, we shall return to Ives' testimony and compare the two men and their approaches and see what we can glean about the world of 1920's American toy trains.

A few things quickly become apparent, Coleman preferred to be called by his middle name, and was hard of hearing (he repeatedly asked for something to be repeated or missed hearing a detail). Coleman appeared on his own. It would be interesting to know how he came to testify, he had apparently written Senator Penrose of Pennsylvania, but regardless, he, like Ives, supported the proposed tariff legislation. He reported that "Last year our factory produced 875,000 complete trains." Coleman also acknowledged that as of 1921 American Flyer only produced toy trains. He then gave a short history of American Flyer, "We went into the toy business in 1907. It was a side line. Gradually, from 1907 to 1914, we built up a little line of trains. In 1914 the war came along and gave us our opportunity. We discarded all the other lines of goods we were making and devoted our energies entirely to toys." Train production had grown from 90,000 trains in 1914 to 875,000 in 1920. Coleman also claimed that Flyer's policy had been to constantly reabsorb the firm's profits into expanding production and lowering costs.

From 1914 to 1920 practically every cent of profit which we made—and it was only small—went into the improvement of our product and into making special dies and special machinery to meet the keen competition which we felt sure was coming.

That we were successful in doing this is illustrated by the few parts that I have brought here to show what we have accomplished. These are what we call ties. They fasten the tracks together.

In 1914 it took three machines and three operators, each operator performing a separate operation, to make 20,000 pieces a day. To-day after having spent \$10,000 in experimenting and making special tools one operator, using one machine, is producing over 40,000 pieces. Our idea was to get the cost of production down; that is what we tried to do.

Coleman had a habit of exasperating the committee members by going on about the details of toy train production when they were more interested in the issues of valuation and protection, or by thinking out loud in a slightly roundabout way. In some ways he came off as far less polished than Ives, but also, more likable and more knowledgeable, or at least willing to discuss the nitty-gritty of his own industry. Coleman also indicated that he and American Flyer took a much more rigorous, or ruthless way of dealing with the economic malaise than Ives who had asked his people to accept cut-backs in pay and work and make a team effort to weather the storm.

As to our factory, at the beginning of the year, in order to keep our people employed, we started with 3,000 trains per day. We kept that up until April, when we got down to 2,000 trains per day. In June we cut the number down to 1,000 trains per day, and on July 1 we stopped production. ...A year ago at this time we were employing 400 people. Our average weekly pay roll was approximately \$12,000. To-day our plant is completely closed down. It has been closed since the 1st of July, and it will probably be closed for at least another month. ...In spite of this fact, however, that we are closed down, I am confident

that our concern is able to meet foreign competition if you put us on the real basis that we should be placed upon.

There was some levity in the testimony.

The Chair: Are any German trains coming in?...

Mr. Coleman: They started to come in last year, but only a very few. They have been coming in since the first of the year.

Senator McClean: All of them are on time, I take it?

Mr. Coleman: Yes, sir.

The Chair: That would be a novelty in this country. Are they coming in in great amounts now?

Mr. Coleman: Yes, sir; they are. You can find them on sale practically every place in New York, and gradually they are getting farther and farther west.

Coleman reported that formerly loyal customers at both the wholesale and retail level were hesitating, declining to order, or even canceling orders to pick up German trains at lower costs, he quoted a letter to the effect from a customer. American Flyer's wages rates were a standard of 50 cents per hour for the majority of his 400 employees at the height of the 1920 production season. As the details of the tariff were hashed out, Coleman produced several samples of German and American Flyer products for comparison. Coleman argued, and seemed to sway several on the committee, or at least confirm their own convictions, that the American consumer and manufacturer were at a loss. Americans couldn't produce a product of the same quality at the same price as their German competitor, and in spite of increased innovation, diversification, and a 300% increase in national production of trains, the American firms were facing a tremendous inability to compete without an increased tariff on German trains. As the discussion was moving into toy train minutia, the following took place:

Mr. Coleman: Yes, a German train. There are two cars, four pieces of track, and this engine has an automatic brake on it. Our engine has no brake at all.

Senator Watson: The members of the committee are all too old to be interested in toy trains.

Senator Smoot: I take exception to that.

Coleman also presented a personal letter from William F. Hafner (1870-1944), former founding partner of American Flyer, written to Coleman after a visit to the New York Toy Fair in January of 1921. Apparently Hafner had called on John Bing at his office, at the Bing Brothers Showroom in New York. The exchange according to Hafner did not go well,

"...Mr. Bing produced the price list of your company, the Ives Manufacturing Corporation, and my concern, the Haffner [sic] Manufacturing Co., and boasted that his prices on direct competitive numbers of toy railroads were a little lower than the lowest prices of the American trade manufacturers, and he could have sold at considerably lower prices than he did if it were necessary to get the business.

I believe you realize fully the seriousness of such competition, which, of course, is possible only because of the depreciation in exchange of the German mark.

Several of our customers stated to me on a recent trip that their German toy importations cost them landed at United States ports, duty paid, less than 3 cents per mark.

In other words, they are underselling us now in order to get the business. He was out to get the profit."

Coleman used Hafner's letter to launch into a passionate defense of American manufacturing from the lower wages and devalued German mark, and at the excuses of retailers to abandon them to foreign firms. A lengthy exchange about the fairness and rightness and difficulty of ascertaining the ability of the government to evaluate these claims followed. Issues included the failure of other international firms to mark their toys as "Made in X" as well as the cheap copying of American components and entire toys (a Japanese knock-off of the Daisy air-rifle was discussed). Senator Simmons countered in a lengthy digression that he feared that American toy train firms would join together as a combine or monopoly to drive up the price of trains! Oh, that Ives had done so in 1921. The discussion ended and Coleman was asked about American Flyer's export business.

Senator Walsh: Of course, during the war that business increased?

Mr. Coleman: Yes.

Senator Walsh: How much?

Mr. Coleman: Our total export business last year was over \$150,000. I am including Canada.

Senator Walsh: What was it in 1914?

Mr. Coleman: Nothing.

Senator Walsh: To what countries did you export?

Mr. Coleman: Practically every country on the globe—South America, South Africa, China, etc.

Senator Smoot: How many foreign orders have you now?

Mr. Coleman: We have none, with the exception of one order from England.

Senator Smoot: Does that amount to very much?

Mr. Coleman: Approximately \$5,000.

Senator Walsh: That is the amount of this year's business?

Mr. Coleman: Yes.

Senator Walsh: This year's business?

Mr. Coleman: That is practically all we have to-day. We have had a few sample orders. We still have some of our Canadian business.

Senator Simmons: Have you made an effort to put goods on the foreign market?

Mr. Coleman: Yes: during the war and up to the present time, we have spent over 810,000 [likely a typo for \$81,000, Coleman's testimony seems to often result in an extra zero being added to many figures, and this

is commented on in the record] *in advertising. We spent \$3,000 in making special design cars.*

Senator Simmons: Did you sell any to England during the war?

...

Mr. Coleman: You probably know that they had an embargo part of the time. You could not take toys into England. In 1915 we shipped approximately \$7,000 or \$8,000 worth of goods into England. Last year we had orders for over \$30,000 of goods for England. Subsequently, their order was canceled, when German goods began to come into the market.

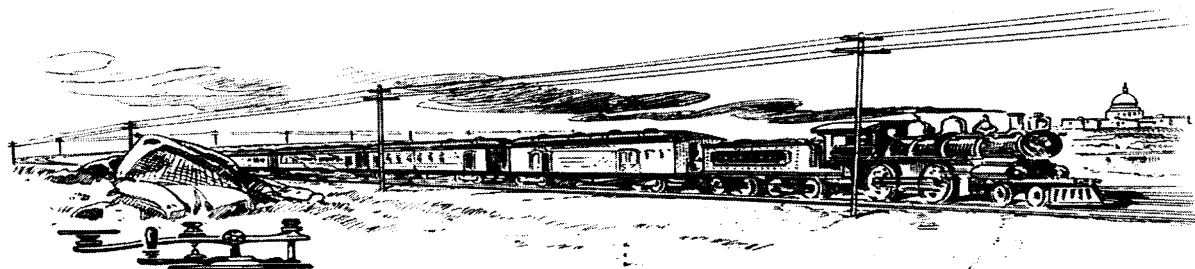
Coleman's testimony ended and the committee adjourned for lunch.

It is interesting to note that Coleman was a generation younger than the Senators interviewing him or Harry Ives; in fact, Ives was older than Coleman and William Hafner. Ives was poised and presented himself well as the representative of an industrial trade association, and was clearly prepared to give very detailed remarks on the large scale political and economic issues at stake. He seemed competent to talk on that level, but was strangely clumsy with information and questions related to the operation of his own firm. One wonders if this is in some ways representative of Ives' personal management style, and what repercussions this may have had on the company. One thing that seems consistent with the firsthand accounts of the Ives Manufacturing Company, especially as presented by Louis Hertz in his seminal, if slightly hagiographic account of the firm, is Ives' sense of responsibility to his employees. Coleman felt the necessity of scaling back production and going into a complete shutdown to save money, and also, if what Coleman states is accurate, a high willingness to pour company profits into increasing both production volume and efficiency. Again, the contrast with Ives is telling. Consider the soldering and piecing together of Ives equipment. Coleman is employing more people to produce more trains at a lower cost, and is willing to shut down production to stop the bleeding of profit. He is also constantly looking for ways to reduce costs and increase production. This might indicate that Ives, while perhaps more humane in his approach to his employees, was either unwilling or unable to understand the actual costs of his operation. Alternately, he may have wanted to avoid discussing these details in front of a major competitor. The detachment in his testimony, however, struck me, and I wonder if in some ways his dedication to the company never truly included a firm understanding of actual production and cost accounting. How else does one explain the loss of money in what should have been Ives' best years? There is a sense that Ives saw his company as a team or family, and hoped that they would be able to make sacrifices and pull through together, and one could imagine that, having survived the economic turmoil of 1920-21 by doing so (at least in part), this led the Ives management to make a similar calculation about the problems they faced in 1926-28. If we pull together, make concessions, and produce a superior product we will weather this, but by 1928 the company's debts and lagging sales could no longer survive the demands of its creditors. It is easy to see why American Flyer survived the depression, although just long enough to be sold to A. C. Gilbert. Perhaps if Ives had understood the fiscal dangers differently in 1920, things might have taken a different turn in 1926-28.

Sources: United States Tariff Commission. *Summary of tariff information, 1921, relative to bill H.R. 7456*. Washington: Govt. Print. Off, 1922. Retrieved from the Library of Congress, Oct. 22, 2016-June 18, 2017.

<p>KEY SOCIETY POINTS OF CONTACT</p>	<p>Donald J. Lewis, President 35 Harwood Drive Danbury CT 06810 (203) 792-5090 (203) 417- 7783 (Cell) dorfan@comcast.net</p>	<p>David McEntarfer Director Membership Chairman PO Box 72 Forestville, NY 14062 (716) 679-5782</p>	<p>Martin Fasack Director/Tracks Editor PO Box 937 Plandome, NY 11030 (516) 627-8804 Fax (516) 627-6632 fasttrack@rcn.com</p>
---	---	--	--

The IVES Train Society publishes "Tracks" 3 times per year and its publication TIES once per year. The IVES Train Society copyrights all material. No part of this publication or format may be reproduced or transmitted in any form or by any means, electronic or mechanical, including photocopying and recording, for any purpose without the express written permission of the President. Neither the IVES Train Society nor the Editor is responsible for content of articles nor is the quality of items offered or reviewed guaranteed or warranted by the IVES Train Society. Information published herein is with written approval. **WEB SITE: www.ivestrains.org** - Also visit the IVES train society on Facebook

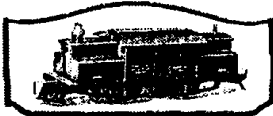


**THE IVES TRAIN SOCIETY
PO BOX 72
FORESTVILLE, NY 14062**

FOUNDED IN 1935

ADDRESS SERVICE
REQUESTED

**FIRST CLASS MAIL
U.S. POSTAGE PAID
PHILLIPSBURG, NJ
PERMIT NO. 409**

Ives  Toys
Make Happy Boys