Alfred Bader fonds

Correspondence

Young, Barry 1992-9

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#### Dr. Alfred Bader

924 East Juneau, Suite 622 Milwaukee, Wisconsin 53202 Phone: 414/277-0730 Fax: 414/277-0709

A Chemist Helping Chemists

April 30, 1996

Mr. Barry Young 12 Morris Farm Road Lafayette, NJ 07848

### Dear Barry:

I am sorry that two lecture tours to Illinois and San Diego have delayed my replying to your delightful letter of April 15th.

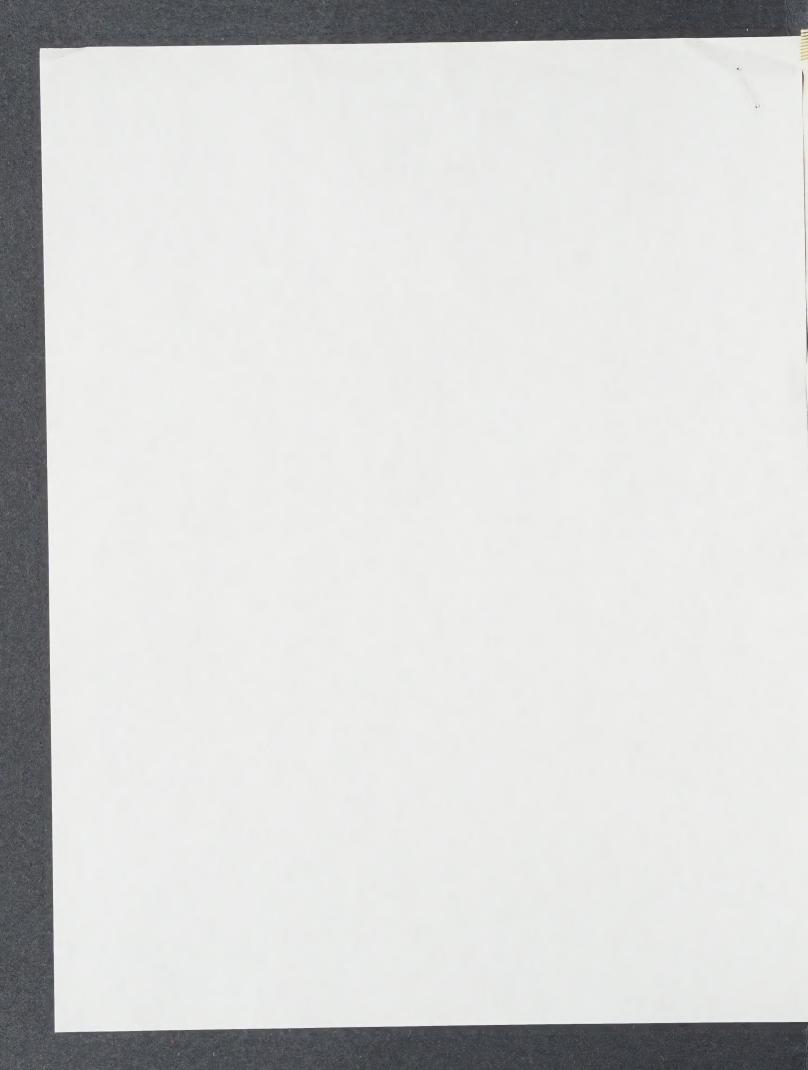
I wish that you and Lynn would come and visit us and pick up a few paintings on consignment for sale.

I am absolutely certain that Sigma-Aldrich has been trying very hard to purchase Lancaster and a phone call from Woody Fischbach just this morning expressed his fear that it was about to be announced.

The most worrisome development at Sigma is that management decided to forego analyses of many products, just relying on their suppliers' technical data. Dan Broida would turn around in his grave if he knew. This, of course, is one way to cut down on back-orders and also on expenses, but it is terribly short-sighted.

With all good wishes, as always,

AB/cw



#### 12 Morris Farm Road Lafayette, New Jersey 07848

April 15, 1996

Dr. and Mrs. Alfred Bader 924 East Juneau, Suite 622 Milwaukee, Wisconsin 53202

Dear Alfred and Isabel:

Hope this finds you both in good health.

So many things have happened in my life that I don't know where to begin. Lynn and I are no longer in the restaurant business. We purchased the restaurant at the Antique center last July, and did very well. However, it takes so much time, and the stress level is more than we both needed at this stage of our lives, that when the opportunity came literally "knocking at our door," it was hard to resist.

We now just do the antiques and are opening another antique shop in a few weeks.

Two more of the Sambrook paintings go off at the Illustration House Auction on May 4th in New York City. This will be followed by an exhibit in their gallery, titled "The Apple-Pie Illustrators," June through October. Besides our 16 Sambrooks for display and sale, will be four other illustrators' works. We now own 35 of Sambrook originals, and are working hard at buying the 10 remaining.

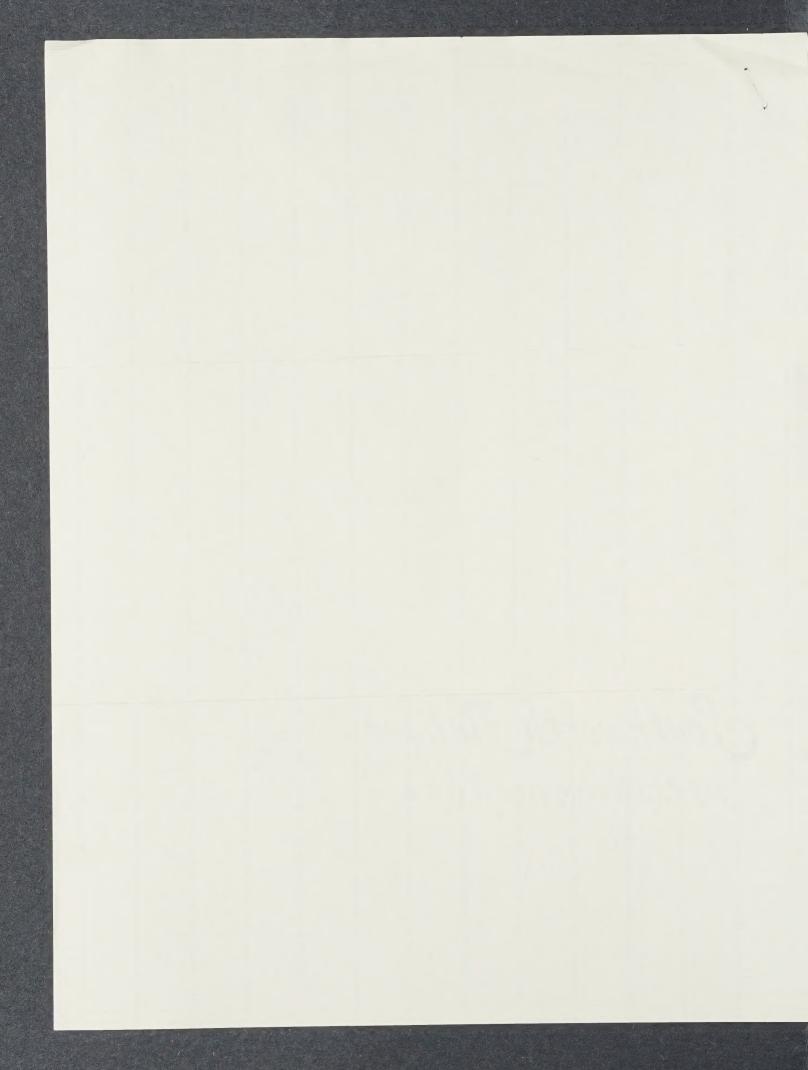
I am finally going to be a guest at Max Gergel's villa in Jamaica in June. Max has been after me to visit the villa since I was a buyer at Sandoz - that dates back to the 60's and early 70's - WOW!! Time does slip by quickly.

Fluka US is closing down its office in Long Island, and moving to Allentown, PA, where Sigma and Aldrich have their East Coast operation. I guess the Aldrich-Lancaster hoopla may have been put on hold (maybe it never started??). I don 't believe Aldrich has any competition out there that can make a dent in their sales. I still often think how much fun it could have been if we had kept the Aldrich Chemical Company one unit with all of us a big family. The Sigma merger sure changed the lives of a whole bunch of good people. Oh, well - life goes on.

God bless you both,

Barry

P.S. I am on the 5th reading of your book!





## ALFRED BADER FINE ARTS

DR. ALFRED BADER

ESTABLISHED 1961

February 1, 1996

Mr. Barry Young L'afayette General Store L'afayette-Meadows Road L'afayette, NJ 07848

Dear Barry:

I haven't heard from you in the longest time and miss you. Any plans to come to Milwaukee?

We're here until the end of March and then have several lecture trips in April. We'll be back in Milwaukee in May and then in Europe in June and July.

Some of the enclosed will amuse you.

Fond regards, as always,

AB/cw

Enclosures

By Appointment Only
ASTOR HOTEL SUITE 622
924 EAST JUNEAU AVENUE
MILWAUKEE WISCONSIN USA 53202
TEL 414 277-0730 FAX 414 277-0709





## ALFRED BADER FINE ARTS

DR. ALFRED BADER

ESTABLISHED 1961

August 21, 1995

Mr. Barry Young L'afayette General Store L'afayette-Meadows Road L'afayette, NJ 07848

Dear Barry:

Thank you for your letter postmarked August 17th.

Isabel and I are well and very busy because essentially we have three jobs. One is buying and selling paintings, about 200 a year; the second is working on books and speeches; and the third is consulting for several chemical companies and also investing in some small such.

Sadly, Marilyn Hassmann is not at all better, and I'm sure she would love to see you when next you come to Milwaukee. She is in a home which is very comfortable, but she is paralyzed on one side and can say only a few words. Her address is c/o Brookfield Regency, 777 North Brookfield Road, Suite 221, Brookfield, WI 53045, and her phone number is 414/780-0321.

Of course, we would like to meet Lynn. Will you bring her with you? When?

I am so glad that you enjoyed my book; have you sold most? Fred Zucker sent me his, asking for an inscription, which I will give him in Chicago later this week.

Fond regards, as always,

AB/cw

By Appointment Only
ASTOR HOTEL SUITE 622
924 EAST JUNEAU AVENUE
MILWAUKEE WISCONSIN USA 53202
TEL 414 277-0730 FAX 414 277-0709



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My two sisters who I love very much. are both Dern again Christons and they are, very un laggery and un forguing for what Indent. Inscrip they went except Lynn and will not pray for our happiness. I hope time will bring ten back to my side as I miss the good relatively we had in the post. - I'll king you posted on any Tuen of invite. Your book as I told you before is great reading I've read it may be three times and still pet post, -- con we wake a Movie out fit How is Marylyn doing? Can I wonto her, call her or see her IF I troud next years I AM still working with More Corgel in the surplus clearals + equipment. It not much work but the extra cach comes in handy to buy Antiques. I sabel's garden must more time to tinker than in the part,
more time to tinker than in the part,
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That can there you both.

May can there you both. Lafayette General Store Lafayette - Meadows Road Lafayette, New Jersey 27849



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# ALL BADER FINE ARTS

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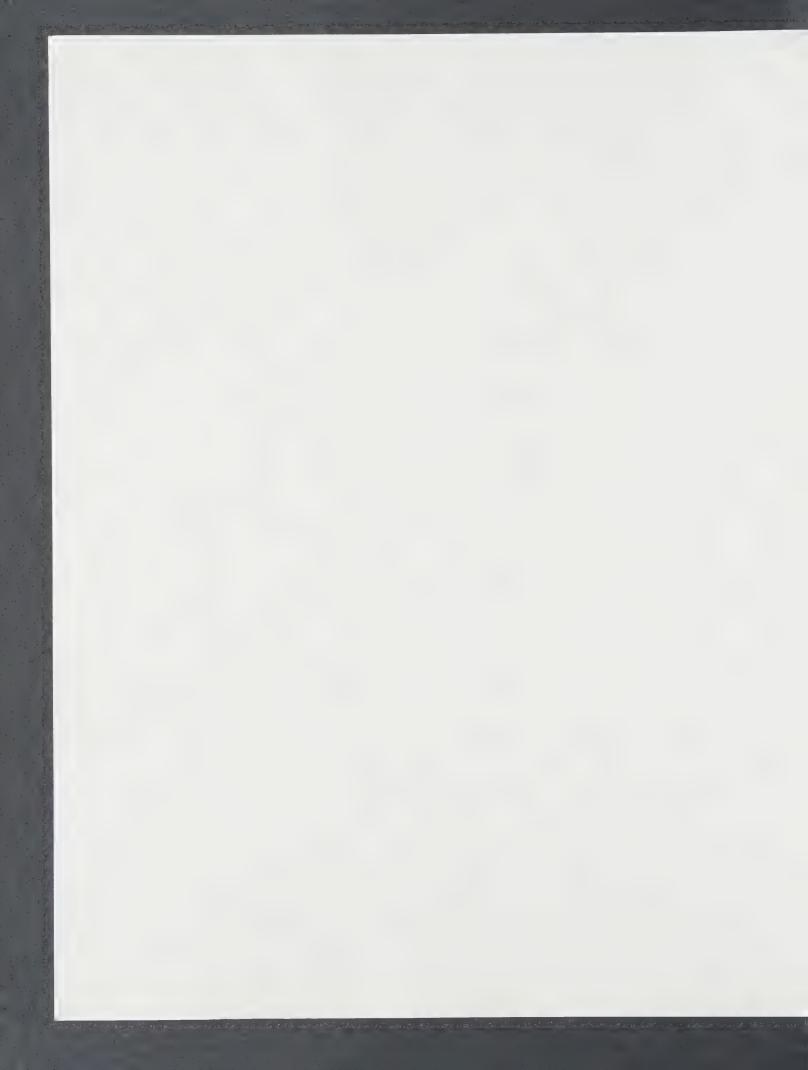
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2 pages 9 1111 Dear Barry: There is No 17 en Re top of your fax. The Bupiners Journal is wrong. Keasons for earnings decline are (1) Lots of SA7 pules at loss (1) Many fewer vens groducts (3) Many, many Bos in 84. Louis (4) Poor morale at Supelco -85 400 fixed! (5) Coris arrogance. I gold regards

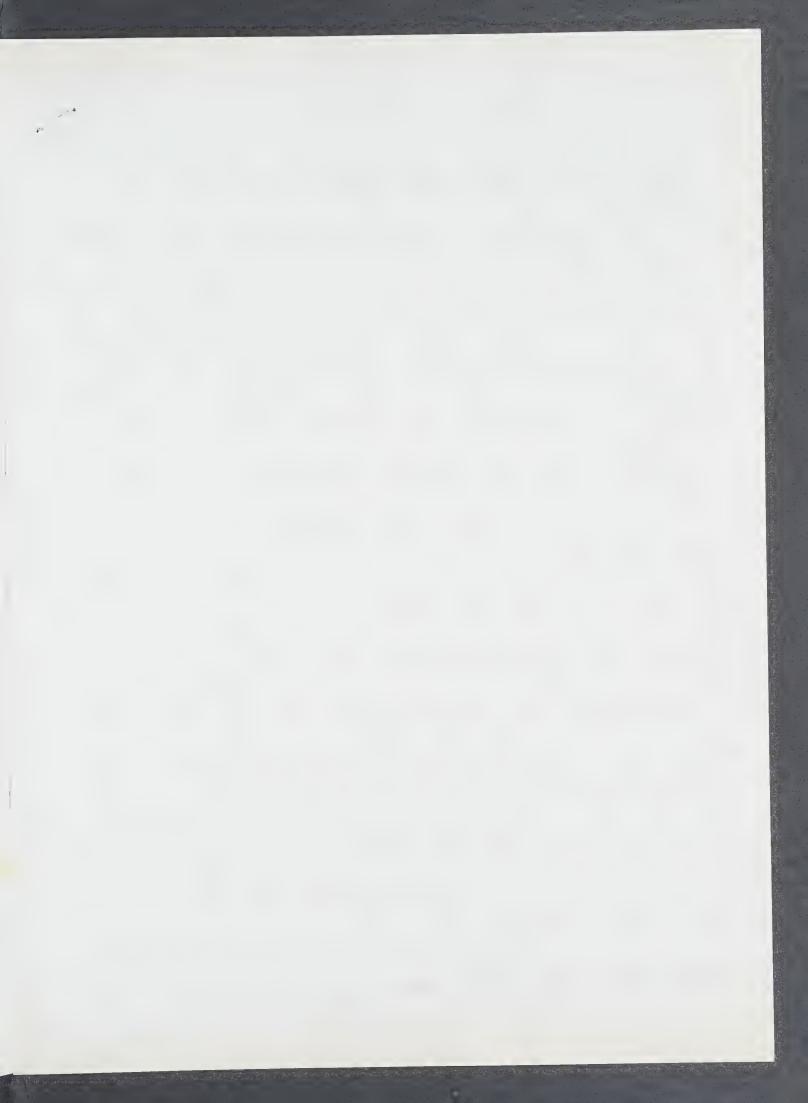


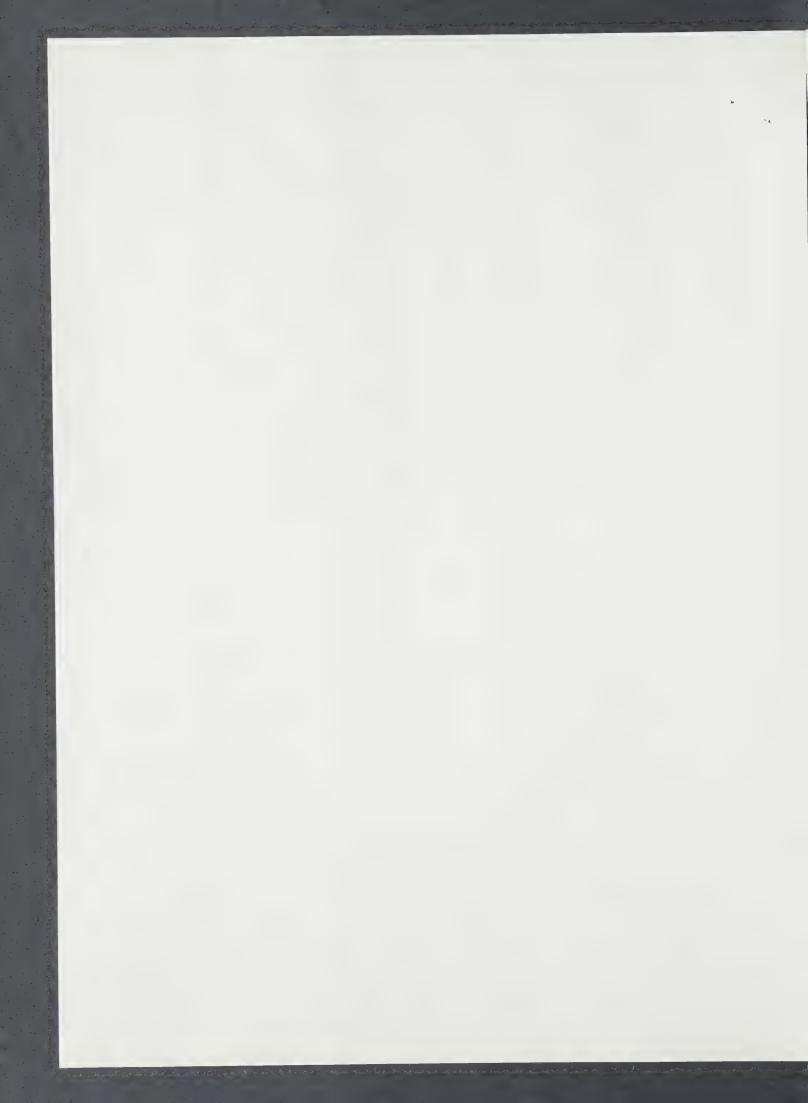
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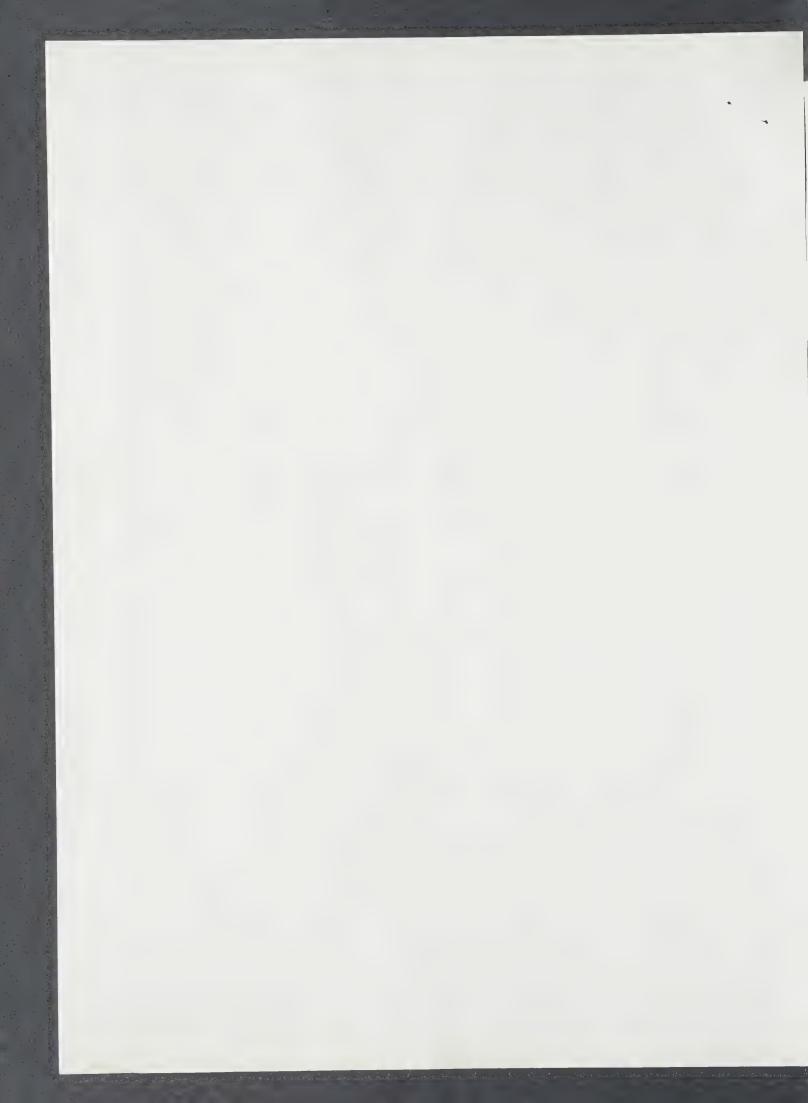
Darry you fay made in fier po yourd! I am not realing working " Citing, puter computering. The 15 & Vp in change, Det dan Penn in our of my older friends - we Started Alarich - Europe together. He asked me to help They realey know how to gradua peptides. I have now found a quiblisher for my united way state out hope you will enjoy it. Look in the index mudi Young, Barry







11 - HA II I'M SOUTH HE - ---Mark tests and the second seco 7AX 201 235 2814



July 29, 1994

To: Barry Young

908 852 6288

Dear Barry,

In response to your fax of yesterday, the gift to Mark Del Mauro is worth a few hundred dollars, and he should certainly enjoy it in his office.

I am now working with a large chemical company, Cilag in Switzerland, part of J & J, which is superb in manufacturing even the most complicated peptides.

Do you know of any American pharmaceutical company needing peptide syntheses on a large scale.

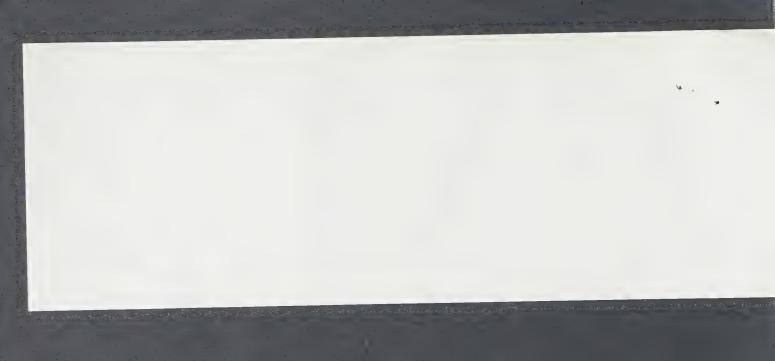
Fond regards from house to house.

As always,

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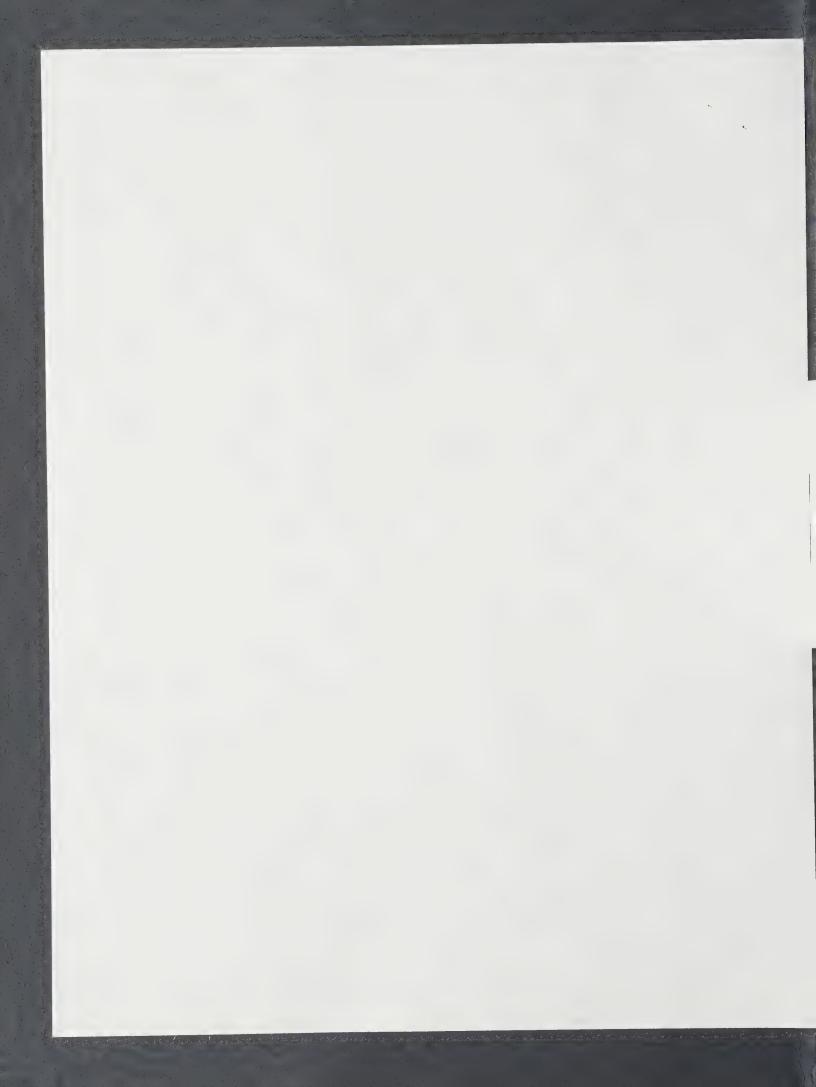


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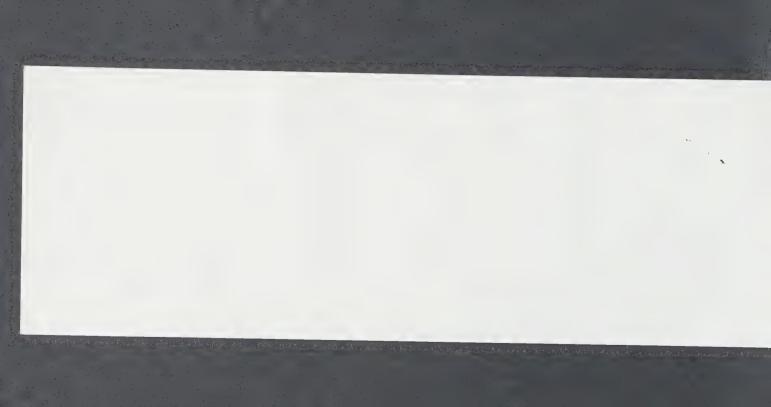
To:

Dear Barry: Most interesting. Unfortunacily your fax cui off at page 5, just under compliance flease revend pages \$ 5 to end " for hundly, work people Know what is right and wrong .... and good judgment usually prevails From Tom Cor. ! Then would be funny, if it wasn't po pad 000

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#### YOUNG RETIREMENT OROLF !

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And the second second

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FAX FROM

DR. ALFRED R. BADER

Suite 622

924 East Juneau Avenue

Milwaukee, Wisconsin 53202

Telephone 414-277-0730

Fax No. 414-277-0709

To:

908 852 6788

Dorry 1 could not reach you.

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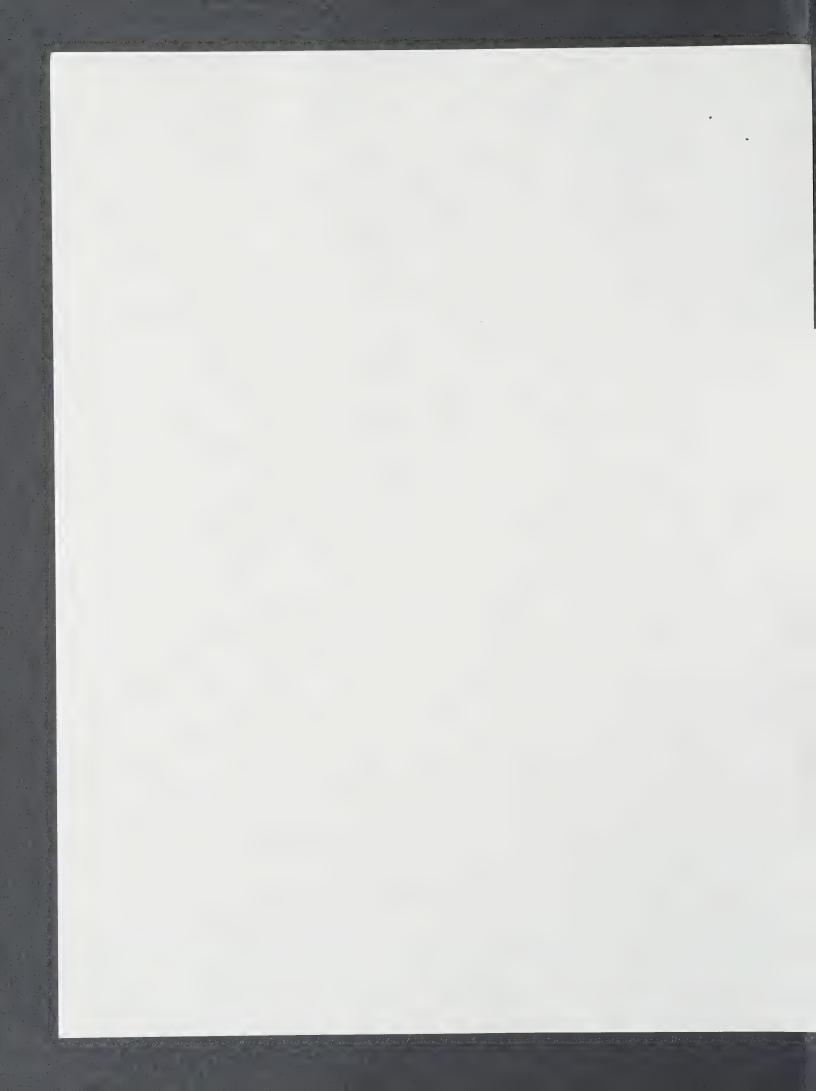
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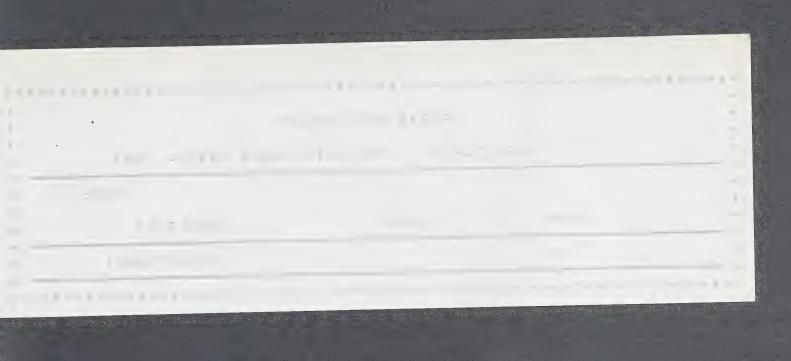
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Love

G. a

4/19







DR. ALFRED R. BADER
Suite 622
924 East Juneau Avenue
Milwaukee, Wisconsin 53202
Telephone 414-277-0730
Fax No. 414-277-0709

To: parry Joung 20, 36, 1584

Thi again - Talked to AB this p. m.

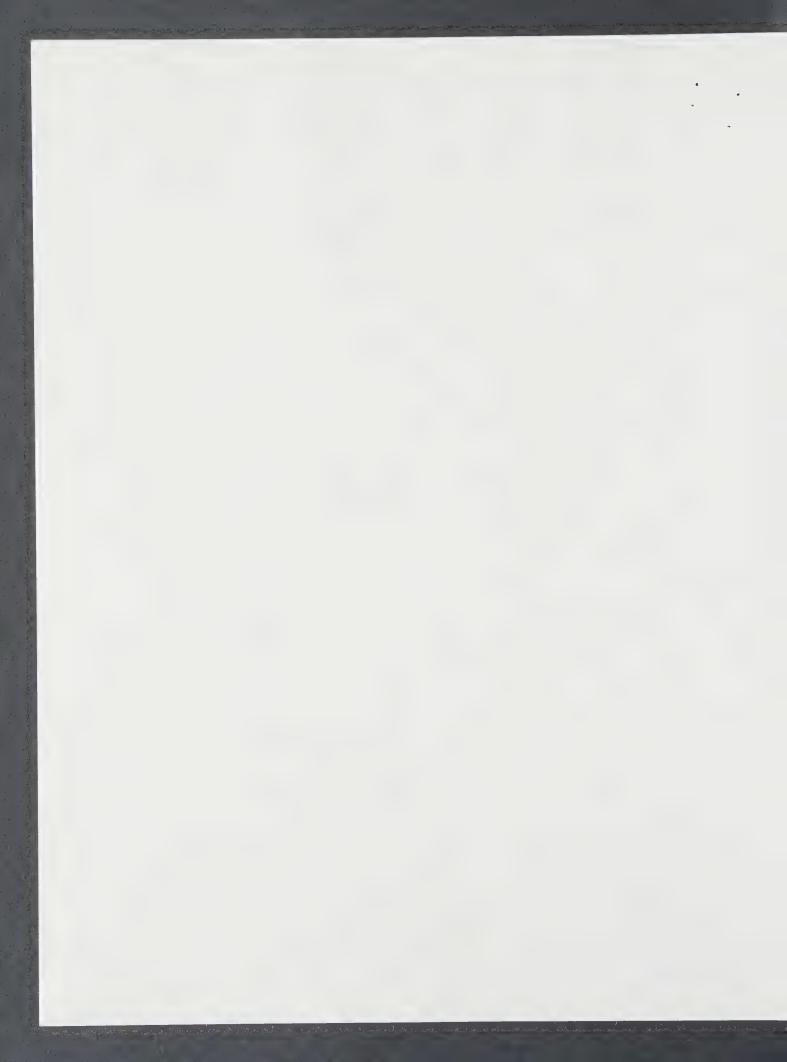
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Som Core anonymously, please.

Olso, best regards from him

H Isabel, and me, again, too!

Marilyn



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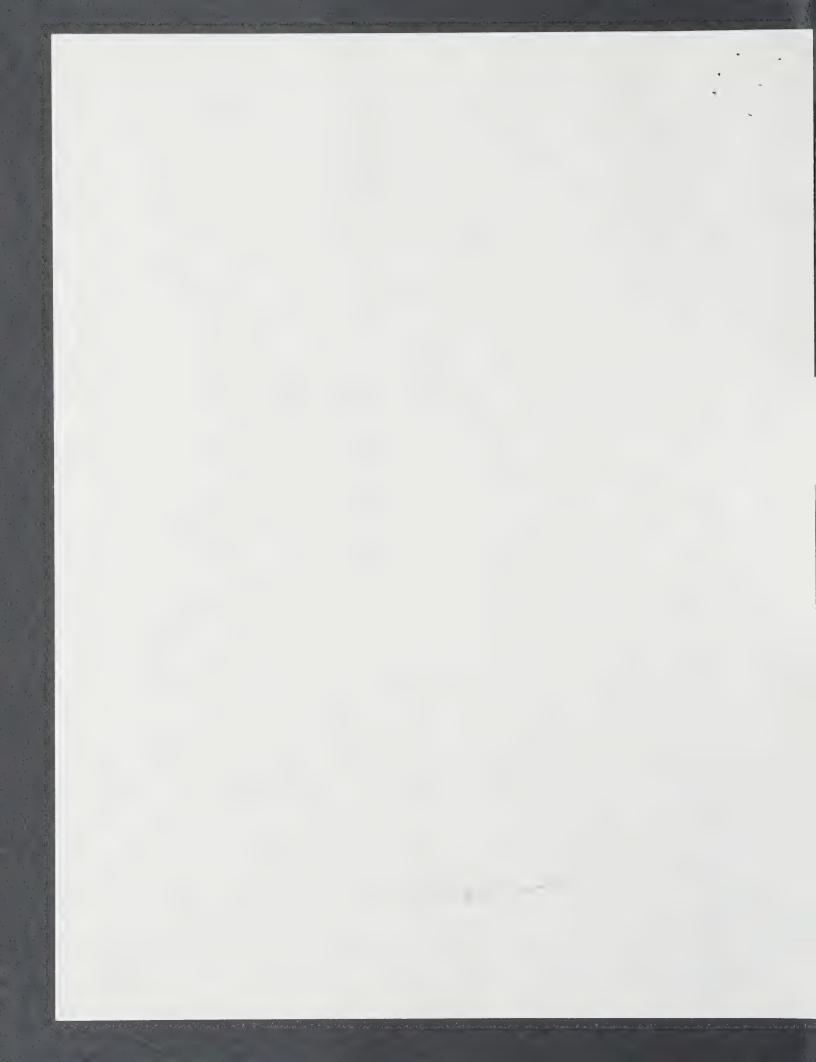
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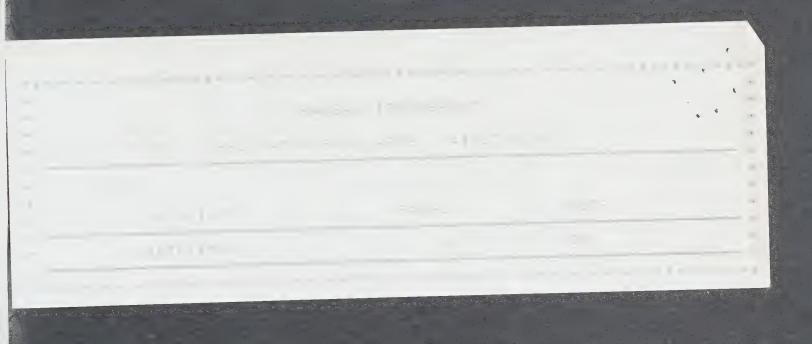
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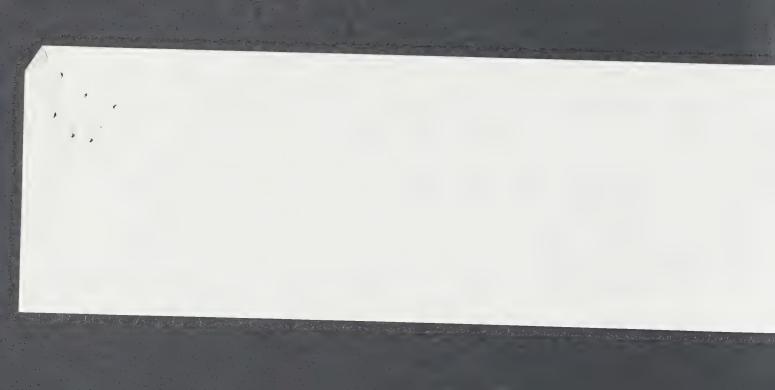
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**FAX FROM** DR. ALFRED R. BADER 908-852 Suite 622 924 East Juneau Avenue 6288 Milwaukee, Wisconsin 53202 Telephone 414-277-0730 Fax No. 414-277-0709 Cepr. 12, 1994 To: Barry Jourg Di Barry - At is travelling three Tennessee this week on an ACS fecture "tour" - Memphis to Kingsport! If I talk to him, I'll ask the question. He returns to office on Monday the 18th. There all is well with you and yours. I'm muddling thru! It would be good to see you of you get "out! This way. Dest always, Mariga







DR. ALFRED R. BADER
Suite 622

924 East Juneau Avenue
Milwaukee, Wisconsin 53202
Telephone 414-277-0730
Fax No. 414-277-0709

To:

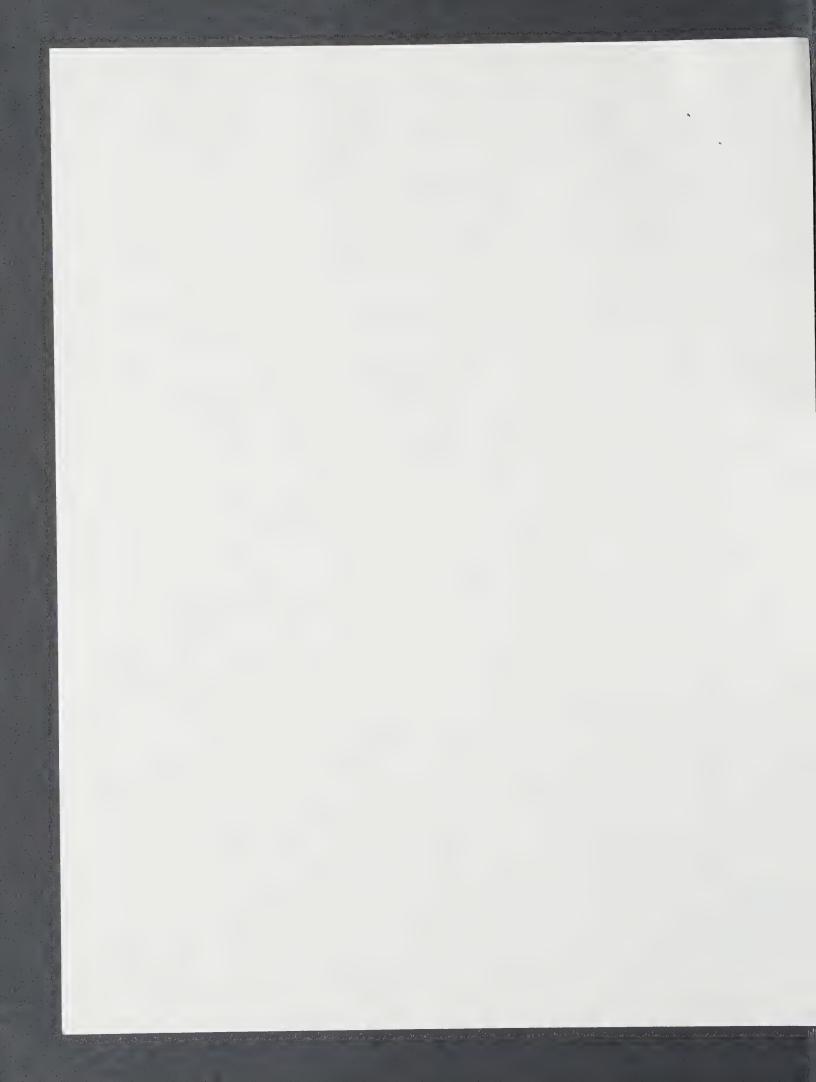
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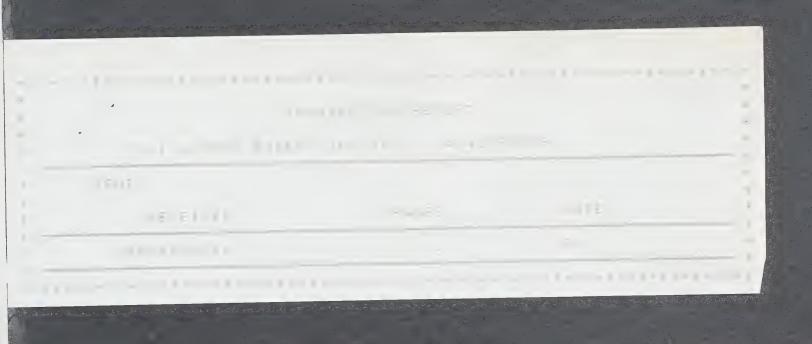
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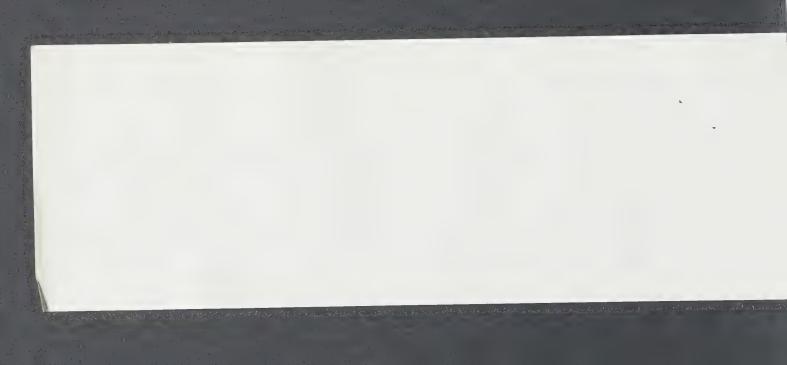
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# VOING RETIREMENT GROUP I

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MARKY M. YOUNG

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# YOUNG RETIREMENT GROUP I

(MEMBERS WANTED)

BARRY M. YOUNG BOX 517 DEER TRAIL STANHOPE, NJ 07874 FAX 908-852-6288 HOME PHONE 908-852-4424

MAJOR SPECIALTIES: Antiques, Furniture Restoration, Appraisal Services, Auctioneering, Estate Liquidations, Bulk Chemical Specialist, Surplus Chemicals and Equipment Liquidator, Custom Chemical Manufacturing Consultant.

MINOR SPECIALTIES: Gourmet cooking, Sumo wrestling, Aerobics, Racquetball, Chocolate and cheese tastings, and diet consulting.

Heartbroken about Marilyn's condition. I'll

pray for her recovery.

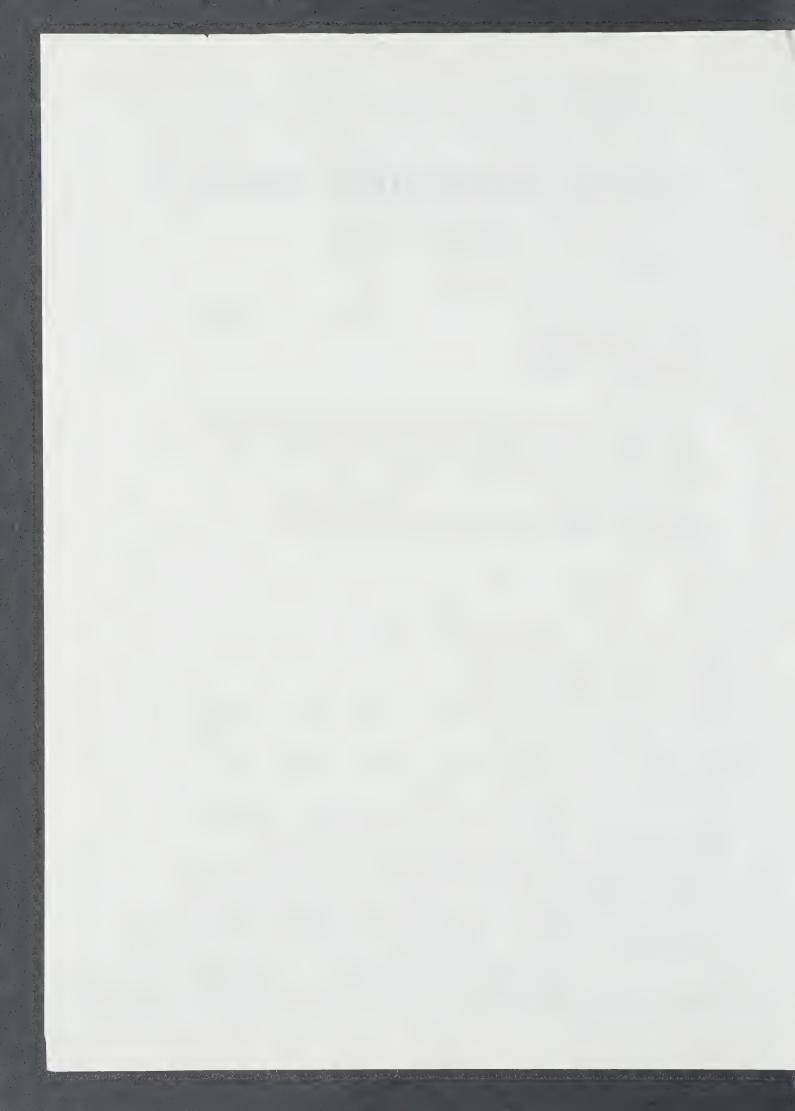
How do you plan to advertise it?

Be great to get it in the ACTA. HA

C+E News book review. - Post card

Mariling. ctz - Call you to large.

Give my love to Isabel. We Barre



## YOUNG RETIREMENT GROUP I

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MAJOR SPEC ACTIES: Annual Familie Restmation Approach Services.

Another entire Estate Englishmore made Chemical Specialists our plus Chemicals
and Equipment Liquidator, Custom Chemical Manual Engineering Consulting

MINOR SPECIALTIES: Downton cooking, Suno wrestling, Acrosics, Ranquetball, Chocolom and chiese formers, and they consulting

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Happy to hear you net with Khuris -- Can't want to get your book - I'll hill push for sales - Carl Djerassi, signed and sold his book et ACS neeting. I love to see Bader do the same. So would all you Friends. I love to see Bader do the same.

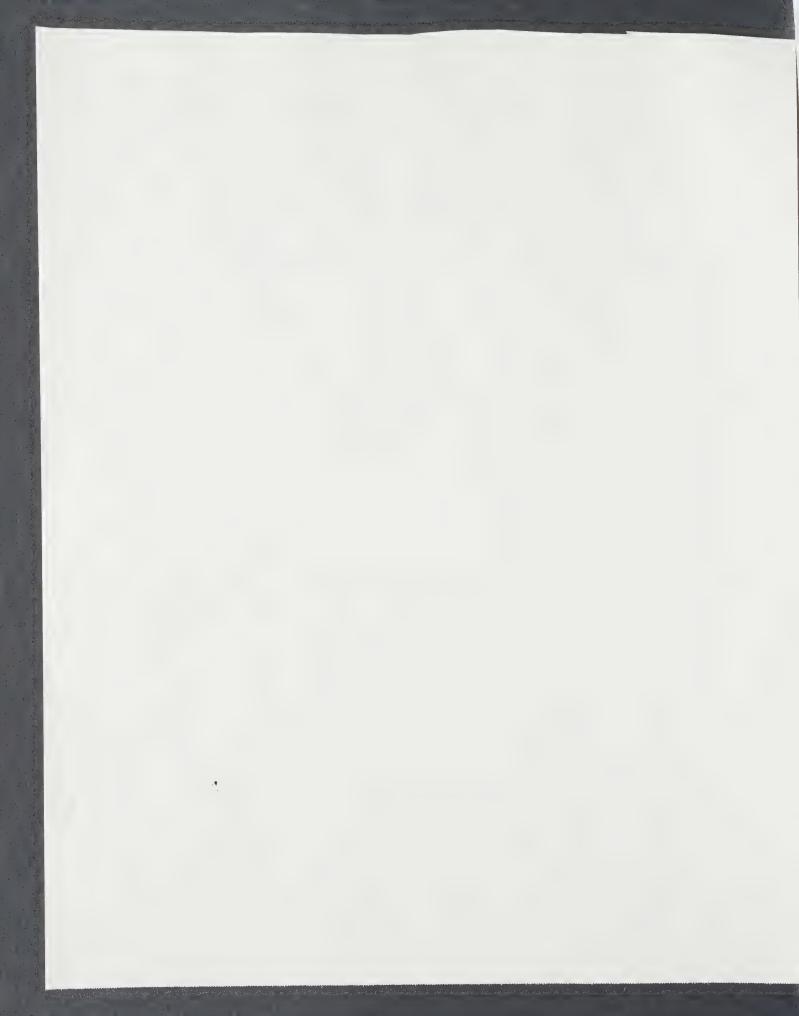


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check is in the mail-5/15/95 -Just opened THIS Envelope Bory =

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Sent to our Friend at SIBMA INFO AT REQUESTED.





#### ALFRED BADER FINE ARTS

DR. ALFRED BADER

ESTABLISHED 1961

May 4, 1995

Mr. Barry Young Box 517 Deer Trail Stanhope, NJ 07874

Dear Barry:

My Adventures of a Chemist Collector will arrive in Milwaukee by truck next week.

If you would like to gamble and buy 10 books for \$125.00, I will be happy to send these to you, but need your assurance that you will not sell them below \$25.00 each.

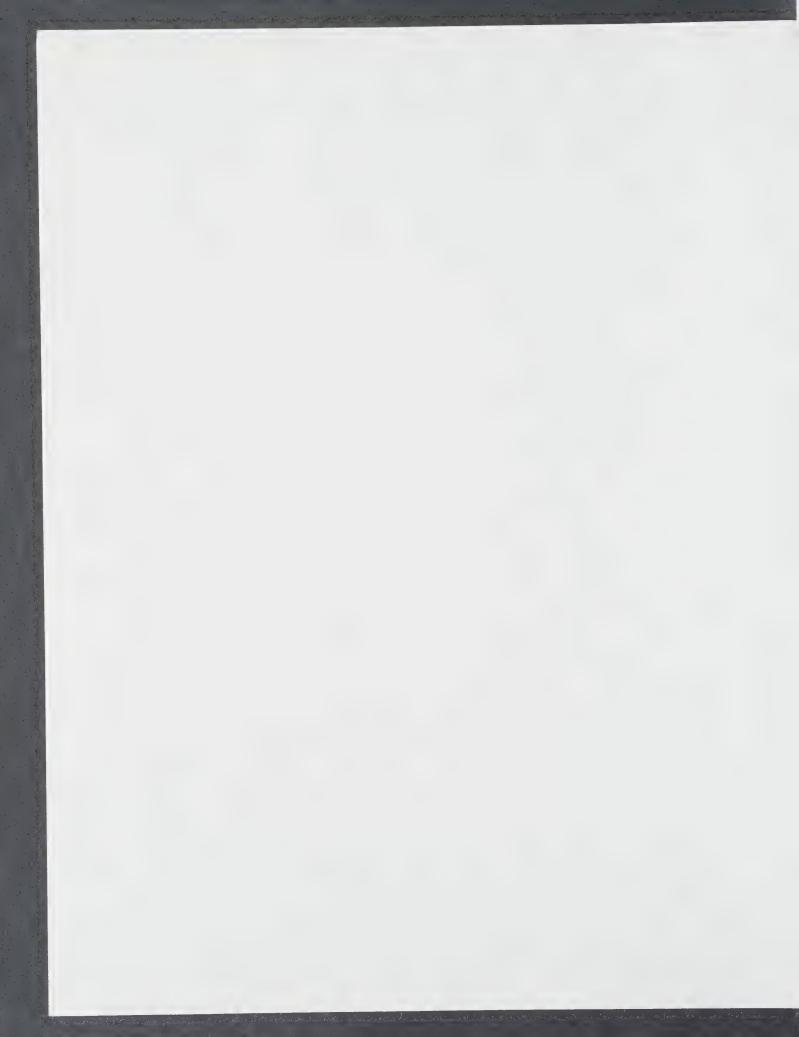
I have a literary agent, a very competent fellow, who wants his cut on everything, understandably so. But I got his permission to sell anywhere from 10 copies up at a 50% discount.

Fond regards, as always,

AB/cw

Enclosure

By Appointment Only
ASTOR HOTEL SUITE 622
924 EAST JUNEAU AVENUE
MILWAUKEE WISCONSIN USA 53202
TEL 414 277-0730 FAX 414 277-0709

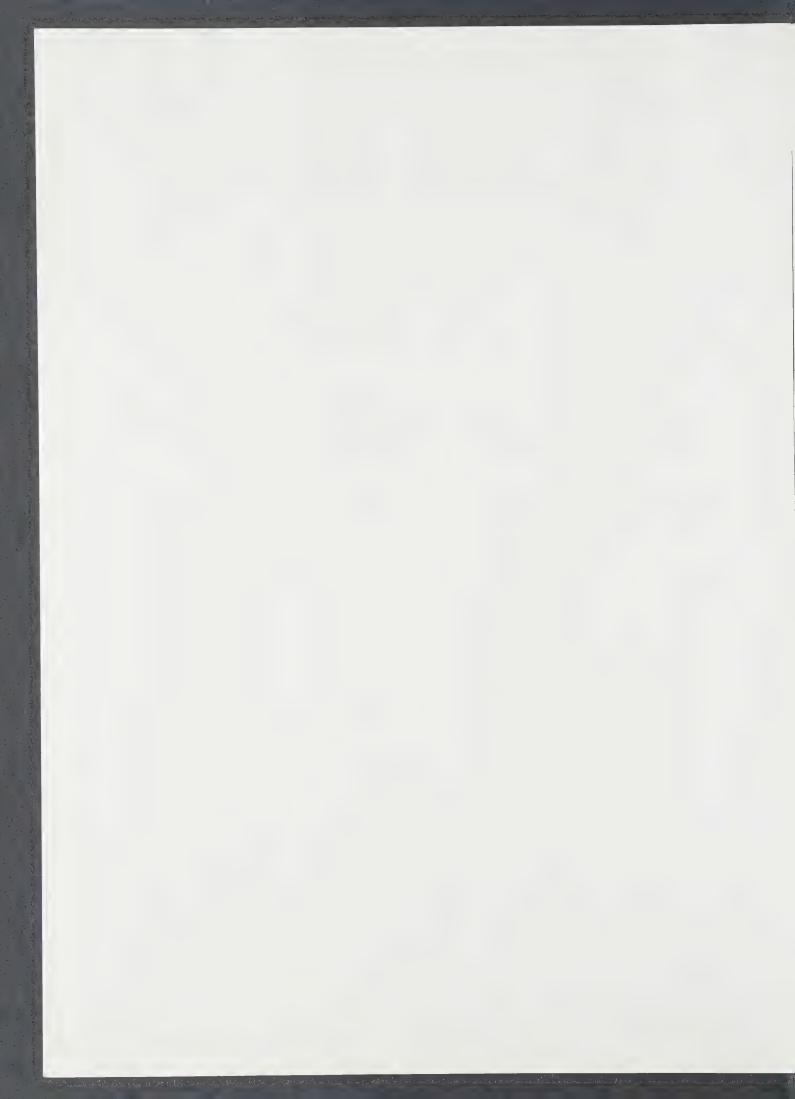


### YOUNG RETUREMENT GROUP I

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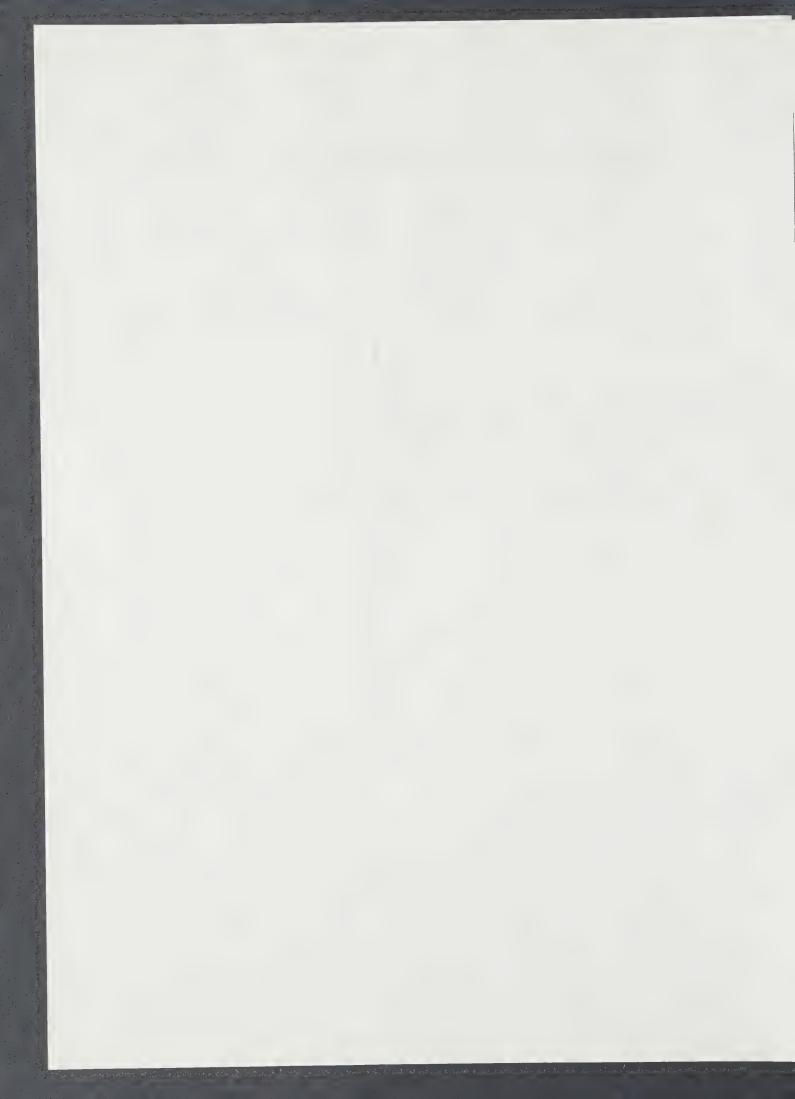
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## YOUNG RETIREMENT GROUP I

(MEMBERS WANTED)

BARRY M. YOUNG BOX 517 DEER TRAIL STANHOPE, NJ 07874 FAX 908-852-6288 HOME PHONE 908-852-4424

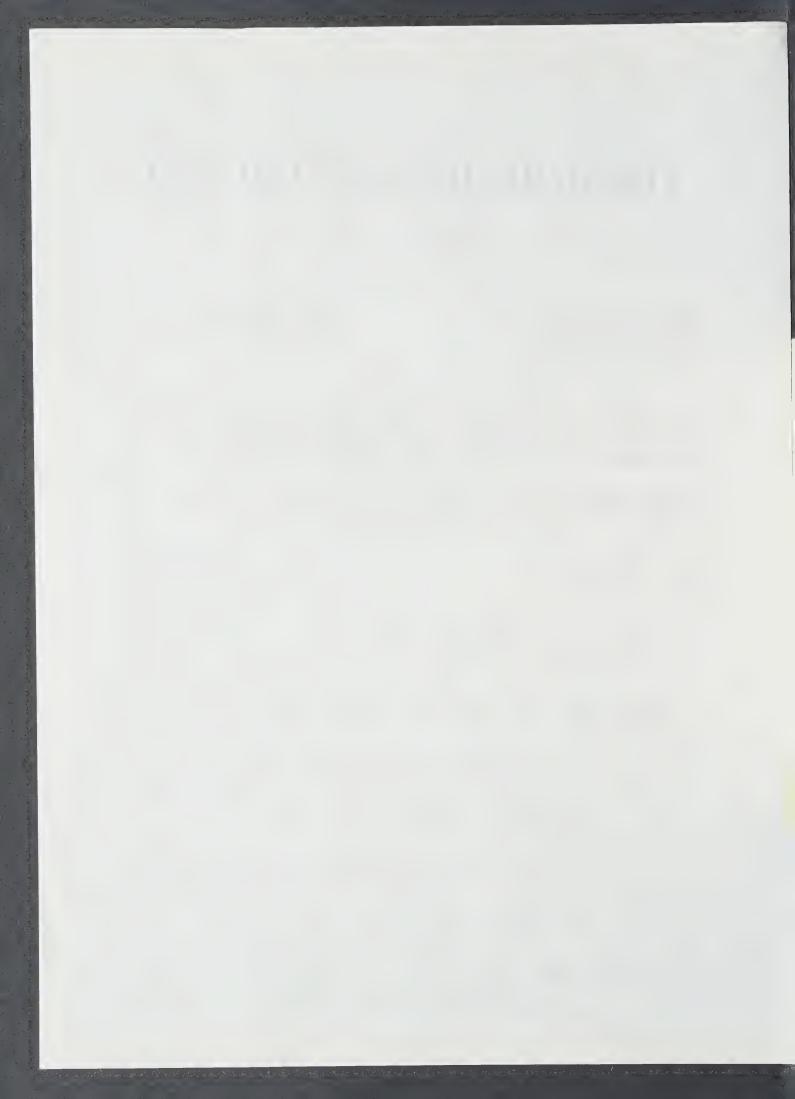
MAJOR SPECIALTIES: Antiques, Furniture Restoration, Appraisal Services, Auctioneering, Estate Liquidations, Bulk Chemical Specialist Surplus Chemicals and Equipment Liquidator, Custom Chemical Manufacturing Consultant.

MINOR SPECIALTIES: Gourmet cooking, Sumo wrestling, Aerobics, Racquetball, Chocolate and cheese tastings, and diet consulting.

Hope All is welf a your orde of the tracks. Had a good show this weekend. Sound about of furniture.

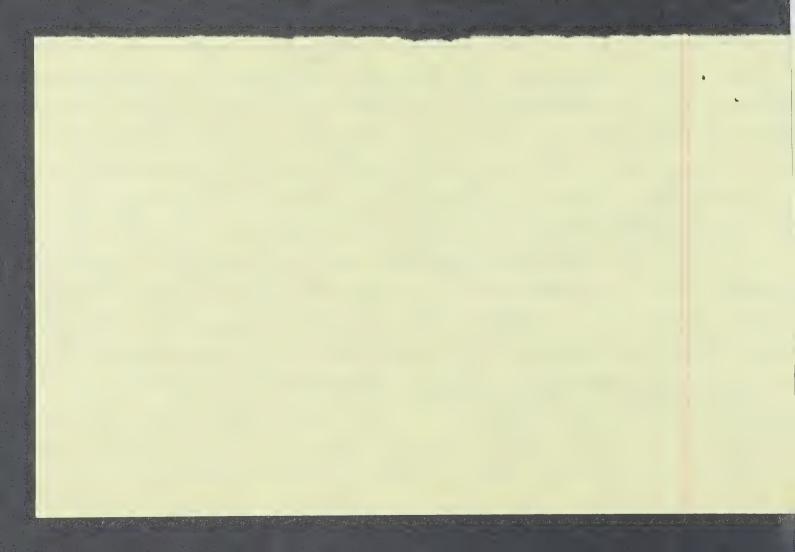
Weekend. Sound about of furniture.

One of the Sandbrook's painting went off at the Illustration House went in N.Y - estamated 1200-1600 Auction in N.Y - estamated 1200-1600 Sound for Form happy.



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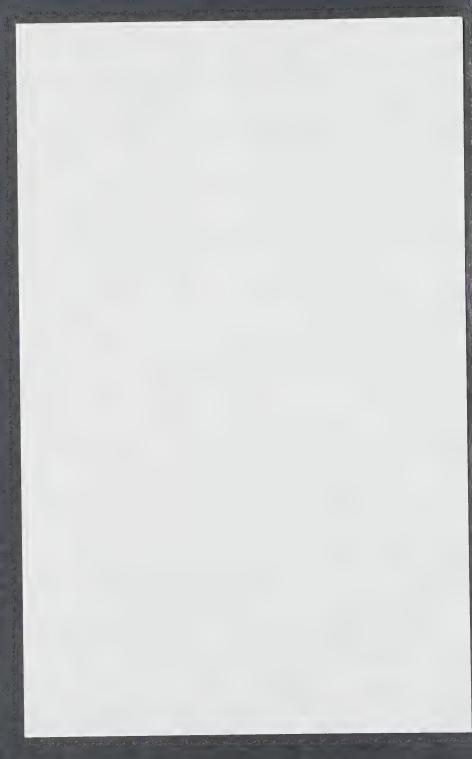
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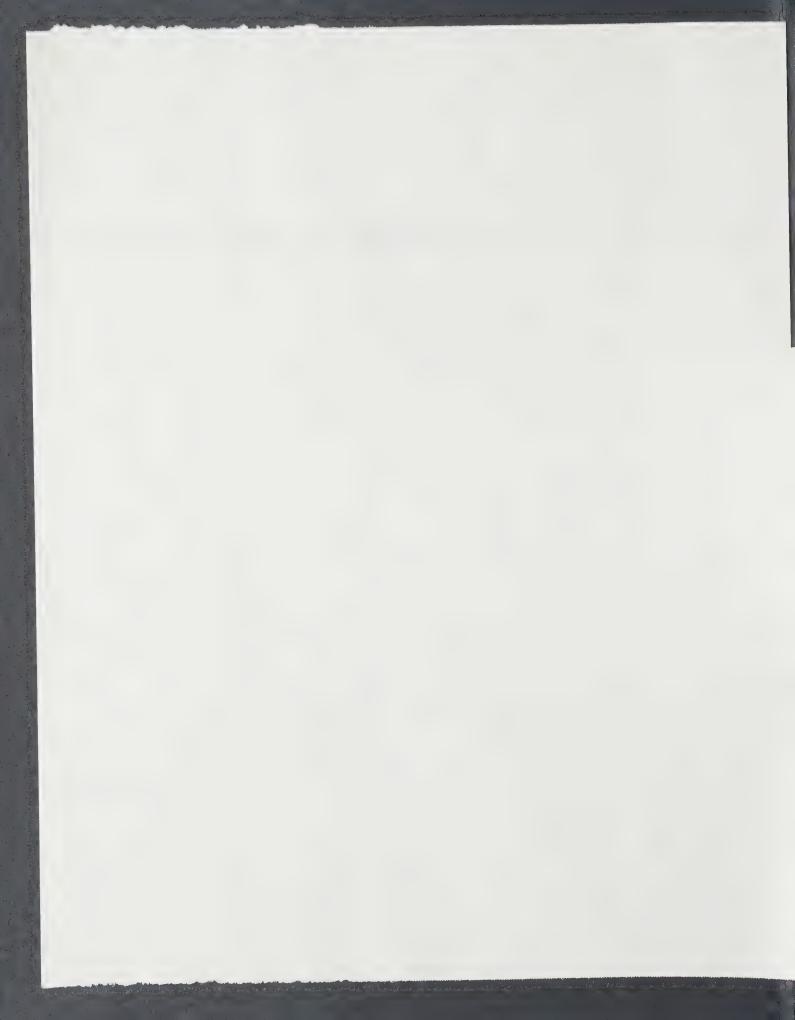
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#### FAX FROM

9 / 95

DR. ALFRED R. BADER

Suite 622

924 East Juneau Avenue

Milwaukee, Wisconsin 53202

Telephone 414-277-0730

Fax No. 414-277-0709

To: Dear Borry The Samprooks look wice. What are

you arking for the 16 ? Ip he listed

any where ?

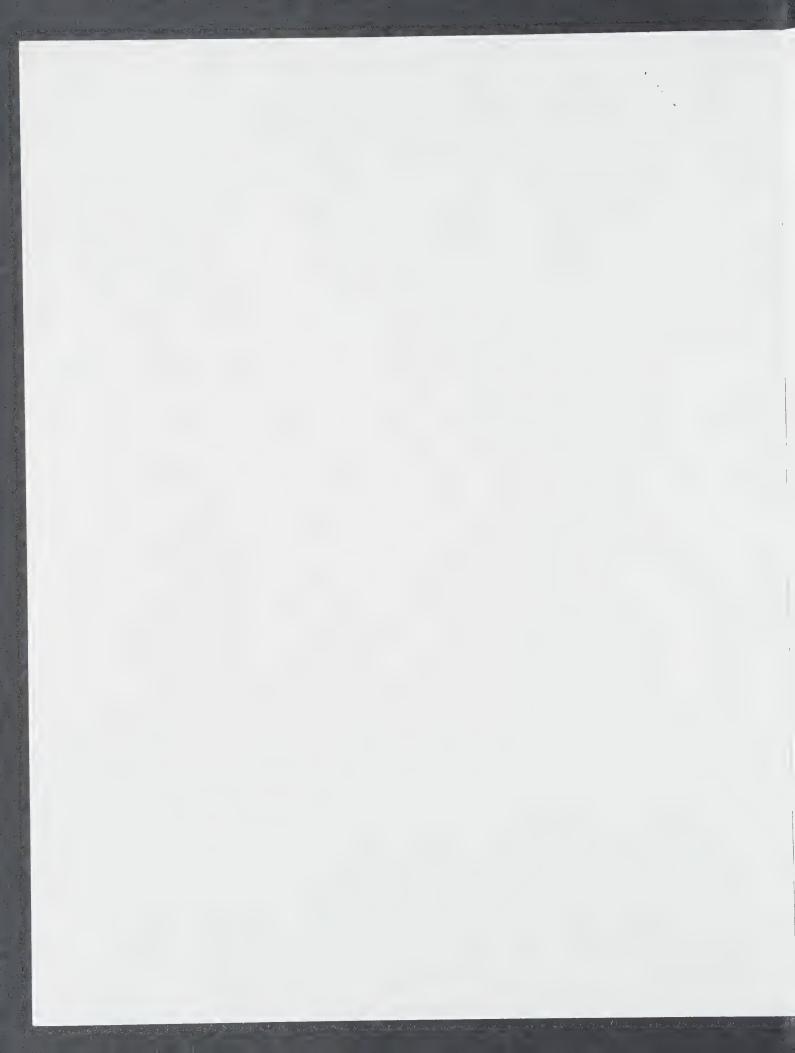
I spend two happy hours with Paul

Külmis at the zürich airport.

The book is at the growth - out

in March.

Land regards



### YOUNG RETIREMENT GROUP I

(MEMBERS WANTED)

BARRY M. YOUNG BOX 517 DEER TRAIL STANHOPE, NJ 07874 FAX 908-852-6288 HOME PHONE 908-852-4424

MAJOR SPECIALTIES: Antiques, Furniture Restoration, Appraisal Services, Auctioneering, Estate Liquidations, Bulk Chemical Specialist, Surplus Chemicals and Equipment Liquidator, Custom Chemical Manufacturing Consultant.

MINOR SPECIALTIES: Gourmet cooking, Sumo wrestling, Aerobics, Racquetball, Chocolate and cheese tastings, and diet consulting.

I recently purchased 16 oils from a relative

P Russell Sambrook a 20 contory Mostrator,
who did severals covers for seturday Evening Post
back in the mid 30' to early 40's. - MISO did Ad
posters for Alka Setzer + Eveready Batteries etc. How would I estimate or find a value to his
How would I estimate or find a value to his
works? Any help or suggestions would be as
works? Any help or suggestions would be as
Protas enclosed. Sent today
always appreciated. Photos enclosed. Sent today

P.S. did you get to see Kuhnis?



## YOUNG RETIREMENT GROUP 1

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#### ALFRED BADER FINE ARTS

DR. ALFRED BADER

ESTABLISHED 1961

November 9, 1994

Mr. Barry Young Box 517 Deer Trail Stanhope, New Jersey 07874

Dear Barry,

Thank you for your fax of today.

I am just leaving for England this afternoon, will be in Switzerland in December and will contact Paul Kühnis. It would be lovely to get together with him.

I hope you will like the book described in the enclosed. It will appear in April, and of course writes much about you and our many friends.

Aaron Fischer died last Friday, unmourned by me.

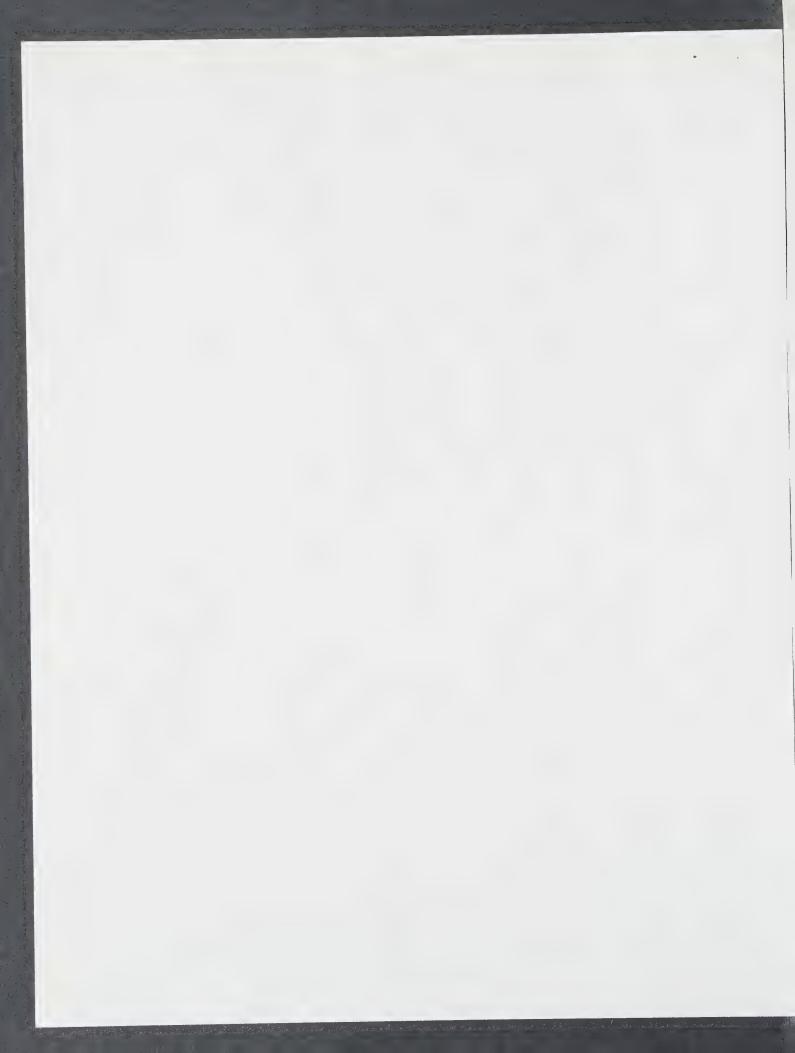
Fond regards.

As always,

Enclosure

(Dictated by Dr. Bader and signed in his absence)

By Appointment Only
ASTOR HOTEL SUITE 622
924 EAST JUNEAU AVENUE
MILWAUKEE WISCONSIN USA 53202
TEL 414 277-0730 FAX 414 277-0709



## YOUNG RETUREMENT GROUP I

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#### **FAX FROM**

DR. ALFRED R. BADER
Suite 622
924 East Juneau Avenue
Milwaukee, Wisconsin 53202
Telephone 414-277-0730
Fax No. 414-277-0709

August 4, 1994

To: Barry Young

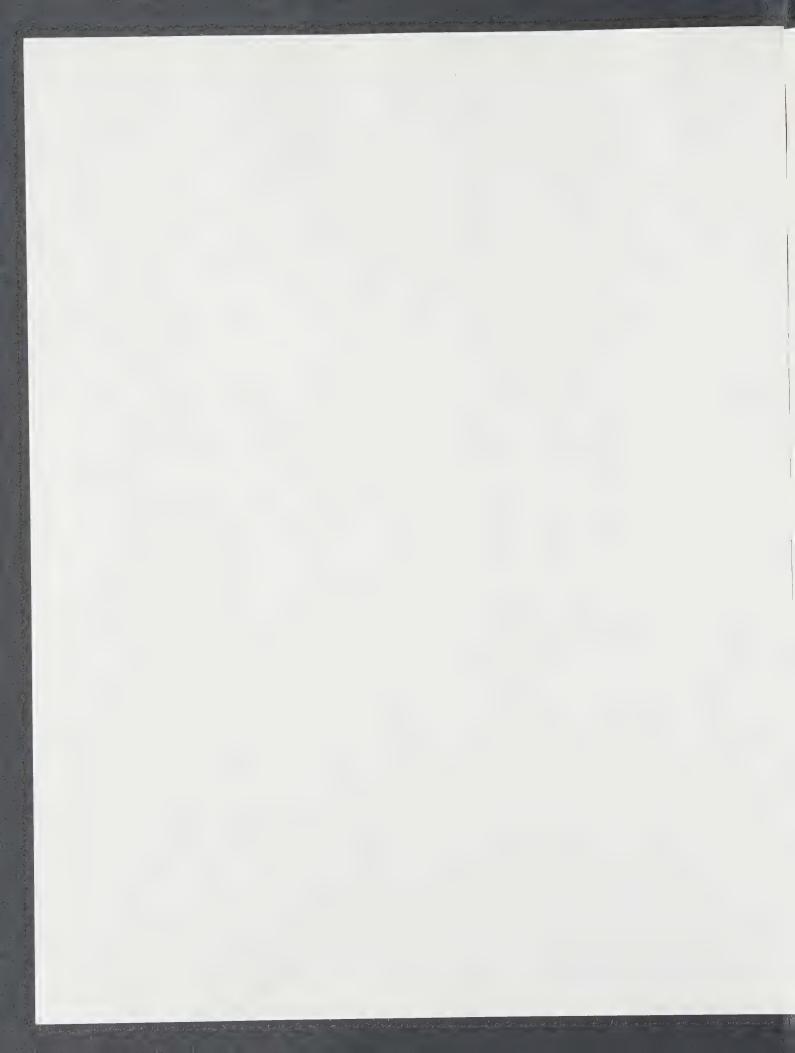
Dear Barry,

I am sad to have to report to you that Bob Gorzek, Vice President of Operations, resigned earlier this week. He was the most reliable co-worker, and he just got discouraged by all the pressure.

Best regards.

Sincerely,

Mend





#### ALFRED BADER FINE ARTS

DR. ALFRED BADER

ESTABLISHED 1961

November 5, 1992

Mr. Barry Young Box 173 Deer Trail Stanhope, New Jersey 07874

Dear Barry:

From the many paintings you could have on consignment, Isabel and I have selected five, keeping in mind that they should be attractive, all relatively low cost, and varied. They are going out via UPS this week. Could you please just send Marilyn a note when they have arrived safely, and she will forward that information to England, where we will be until December 22nd. The five are as follows:

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  - 4. Broken down <u>Farmhouse</u>, oil on board, 15 x 19", American c. 1930, artist unknown-cost \$80.00.
  - 5. <u>Indians Attacking a White Encampment</u>, oil on board, 20 x 30", Amdrican c. 1900, artist unknown--cost \$360.00.

I purchased these paintings over a period of many years, which explains some of the very low prices.

By Appointment Only
ASTOR HOTEL SUITE 622
924 EAST JUNEAU AVENUE
MILWAUKEE WISCONSIN USA 53202
TEL 414 277-0730 FAX 414 277-0709



I want to leave the selling prices totally flexible and entirely up to your discretion. The paintings are all in good condition, all are framed and ready to hang.

If you do well with these, I will then send you more such consignments. Please make payment at my cost plus half of the profit when you know that the check which you have received in payment has cleared.

Good luck, and all good wishes,

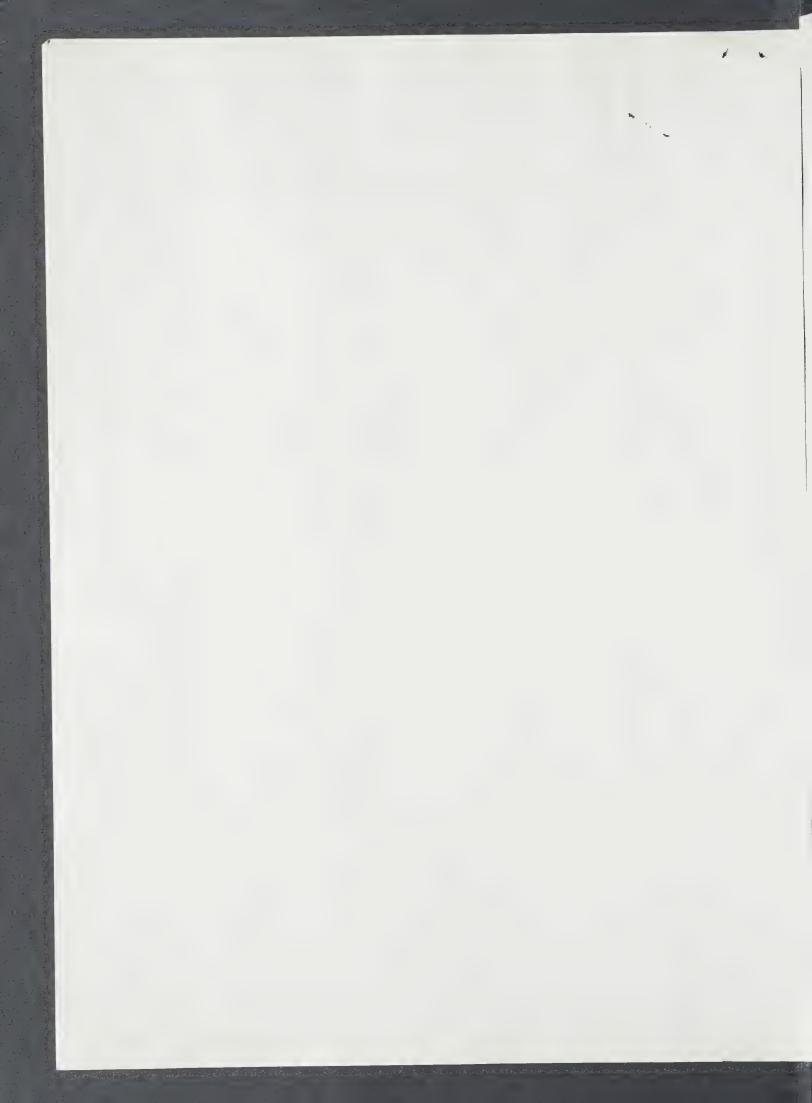
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# YOUNG REDIKEMENT GROUP I

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FAX FROM

DR. ALFRED R. BADER Suite 622 924 East Juneau Avenue Milwaukee, Wisconsin 53202 Telephone 414-277-0730 Fax No. 414-277-0709

Tred yucher

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Jaguege pien " ( ) - June 8.35 am Wednerday Room 100

Adventures of a Chemia ( Collector

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#### ALFRED BADER FINE ARTS

DR. ALFRED BADER

ESTABLISHED 1961

February 10, 1995

Mr. Barry Young Box 517 Deer Trail Stanhope, NJ 07874

Dear Barry,

Your illustrations look fine but you probably have a much better chance of selling them then I would. Hence I return the photographs.

I think you will enjoy reading Adventures of a Chemist Collector.

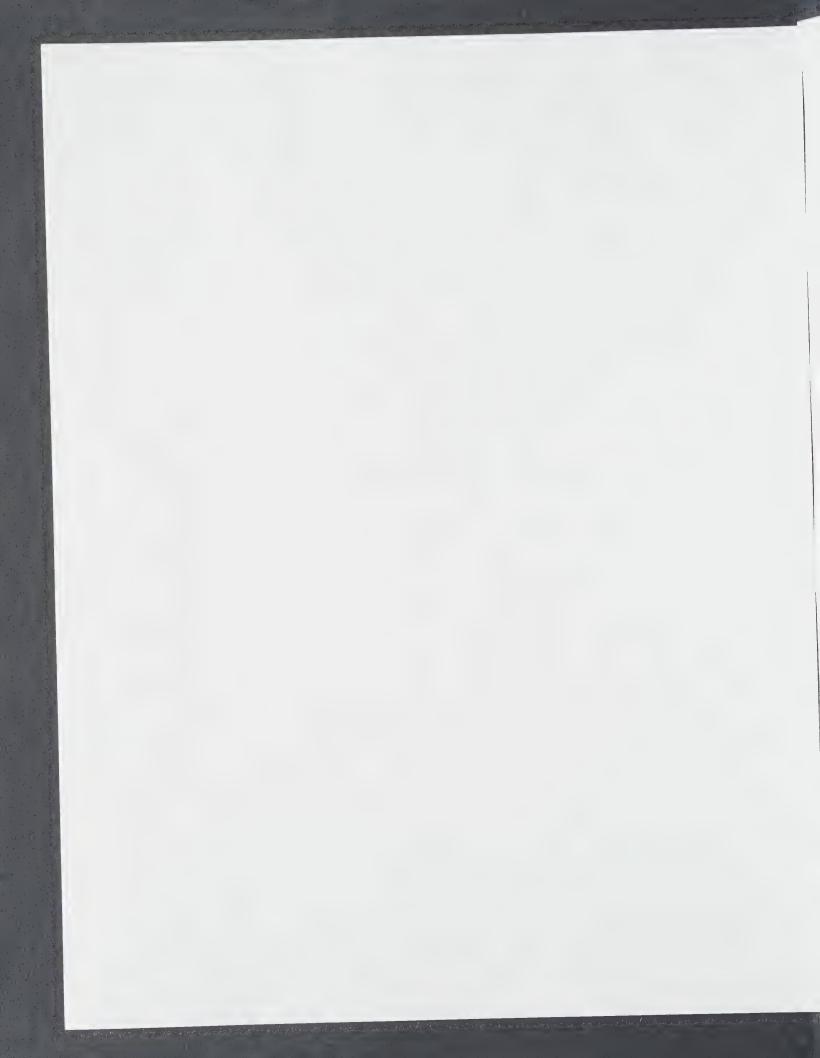
Fond regards as always,

Sincerely,

Alfred Bader

AB/df Enclosures

By Appointment Only
ASTOR HOTEL SUITE 622
924 EAST JUNEAU AVENUE
MILWAUKEE WISCONSIN USA 53202
TEL 414 277-0730 FAX 414 277-0709



1615 California Avenue White Oak, Pennsylvania 15131 February 6, 1995

Dear Alfred,

It's been far too long since I last wrote, but I've been hoping that for once I could send you some good news, which would probably be conveyed by telephone. However, there's still nothing particularly positive to report. I know I haven't been in touch since my trip to Detroit in late May to interview for the paintings curatorship there. You will have heard at some point that George Keyes got the job, and my reading of the situation is that he and Sam had worked well together in Minneapolis and that when the post fell vacant in Detroit, Sam naturally wanted to bring George along there. Certainly, my interview was the most unpleasant experience of its kind that I've gone through. Sam was never there (I spoke with him only briefly by telephone) and the interview proper was a three-hour grilling by a committee of five -very like a doctoral examination. The young curator of decorative arts was extremely hostile and aggressive, and, I'm sorry to say, did manage to rattle me pretty thoroughly a couple of times, which didn't help my cause. I did learn much later by the grape vine that in the part of the examination that required identification of unknown paintings brought out of storage I had done very well, better than any of the other candidates, so I take some satisfaction in that. I didn't hear until well into October how the search had been concluded and, of course, was thoroughly depressed. All in all, I'd rather have three interviews with Curtis Carter than go through the Detroit experience again.

Minneapolis has just announced a search for a new paintings (both European and American) curator, and I intend to apply. If you're on sufficiently close terms with any one there that you could take the initiative in putting in a good word for me, I'd be grateful. Certainly, even if the collection might not be of the quality of that in Detroit, which is truly noble, I'd much rather live in Minneapolis, having found Detroit grim and frightening, and I wonder what Keyes' motivations were. I've heard rumors that there's some instability in the upper levels of administration at Minneapolis so perhaps that explains his moving.

I'm also applying for a general European curatorship, which includes paintings, sculpture, prints, and drawings, at the High Museum in Atlanta. It's been years since I was last there, and my recollection is that the collection is small and spotty, but that may have changed. Neither the director nor the chief curator has any expertise in anything European or old so it might be a very interesting position. I confess to not having much hope in either of these situations, but I can't think what else to do except try.

I continue to regret not seeing you; perhaps we'll run into one another in New York. In the meantime, all warmest regards.

573 my



#### FAX FROM:

DR. ALFRED R. BADER
Suite 622
924 East Juneau Avenue
Milwaukee, Wisconsin 53202
Telephone 414-277-0730
Fax No. 414-277-0709

**TOTAL PAGES: 1** 

DATE:

February 17, 1995

TO:

Mr. Barry Young Box 517 Deer Trail Stanhope, NJ 07874 Fax No. 908-852-6288

FROM:

Dr. Alfred R. Bader

Dear Barry,

I visited Marilyn yesterday evening and we were delighted to see she is no longer so completely sedated and recognized us.

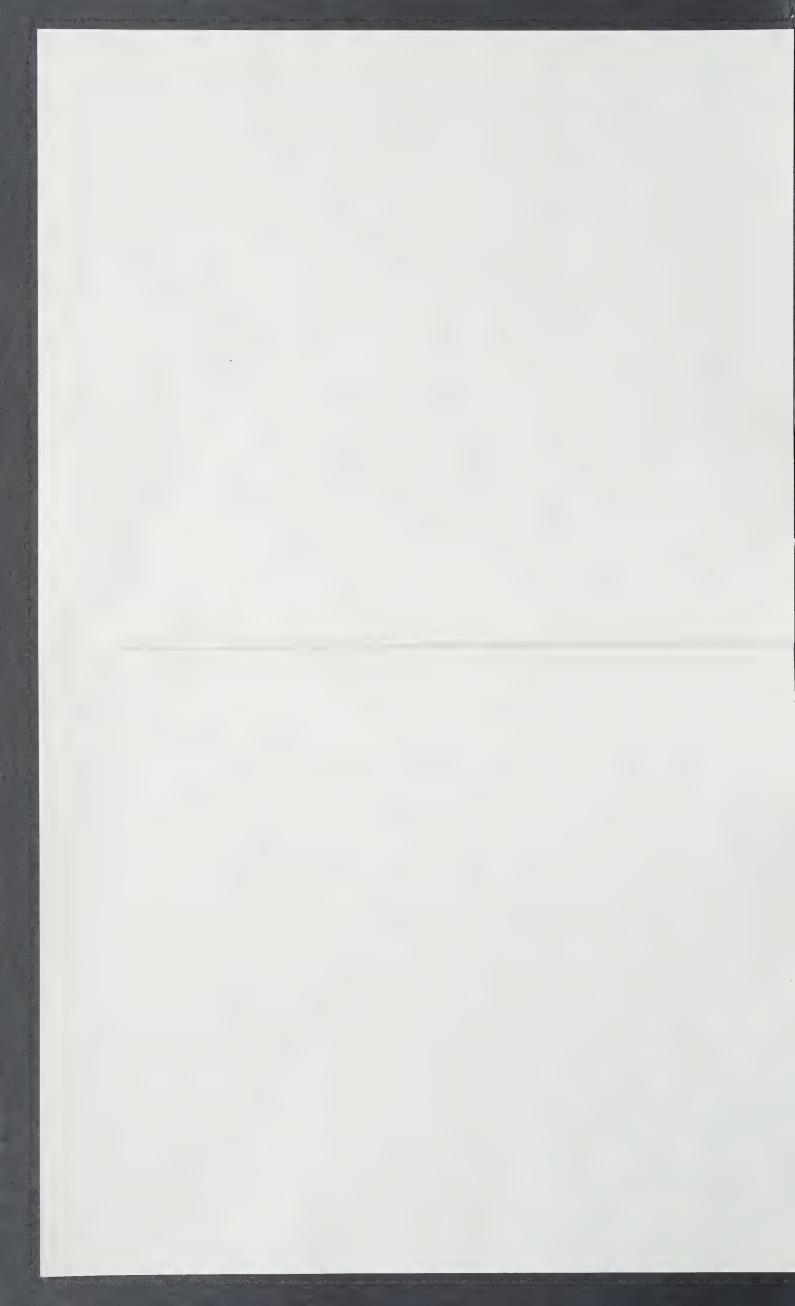
During the operation she had a mild stroke, which impairs movement on her entire right side as well as her speech. Recovery will be very long.

She is staying in room N208 of St. Joseph's Hospital located at 5000 West Chambers Street, Milwaukee, Wisconsin, 53210.

Fond regards as always,



EAKFRO! 1) 1 Low







DR. ALFRED R. BADER Suite 622 924 East Juneau Avenue Milwaukee, Wisconsin 53202 Telephone 414-277-0730 Fax No. 414-277-0709

August 15, 1994

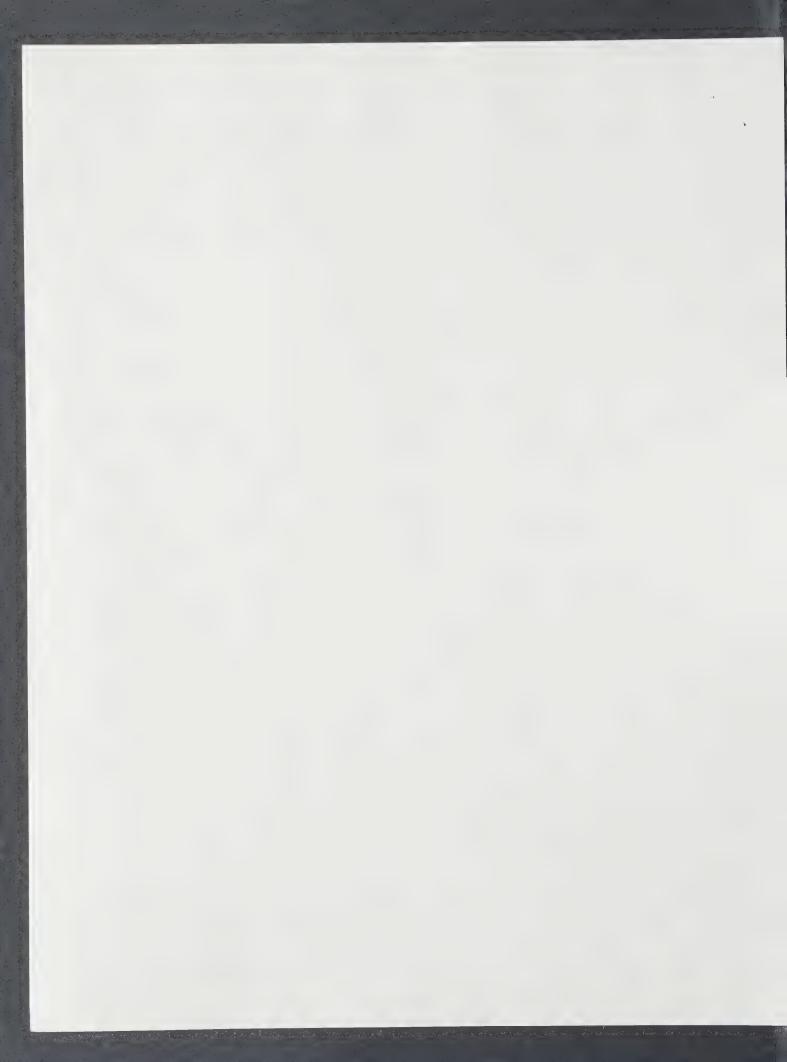
To: Barry Young, Esq.

Dear Barry,

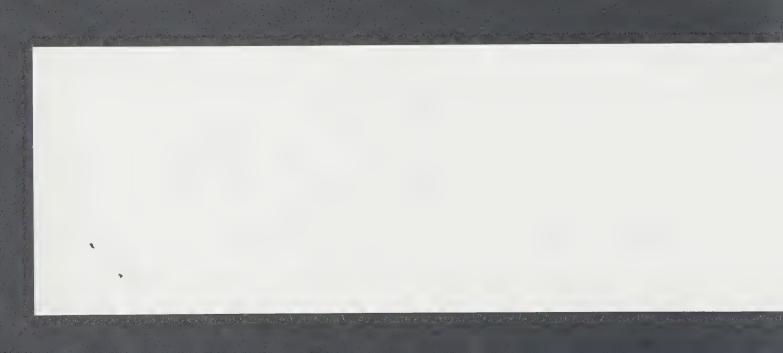
Alfred and Isabel left for England and Spain yesterday (Sunday) and will return on Labor Day, September 4th. As they now have a fax in England, I sent your message to them, and reply follows:

Please tell Barry that I do not need the profit, will accept \$550, with anything over to Barry. Tell him we love him.

How are things at the service station? Love and a hug from me,







DR. ALFRED R. BADER
Suite 622
924 East Juneau Avenue
Milwaukee, Wisconsin 53202
Telephone 414-277-0730
Fax No. 414-277-0709

May 27, 1994

To: Barry Young

908 852 6288

Dear Barry,

Thank you for your fax. From the various memos from Tom Cori, Peter Gleich and Phil Ottiger, I see that Peter Gleich still remains CEO of SAF. Why, I don't know. He knows neither chemistry nor any languages.

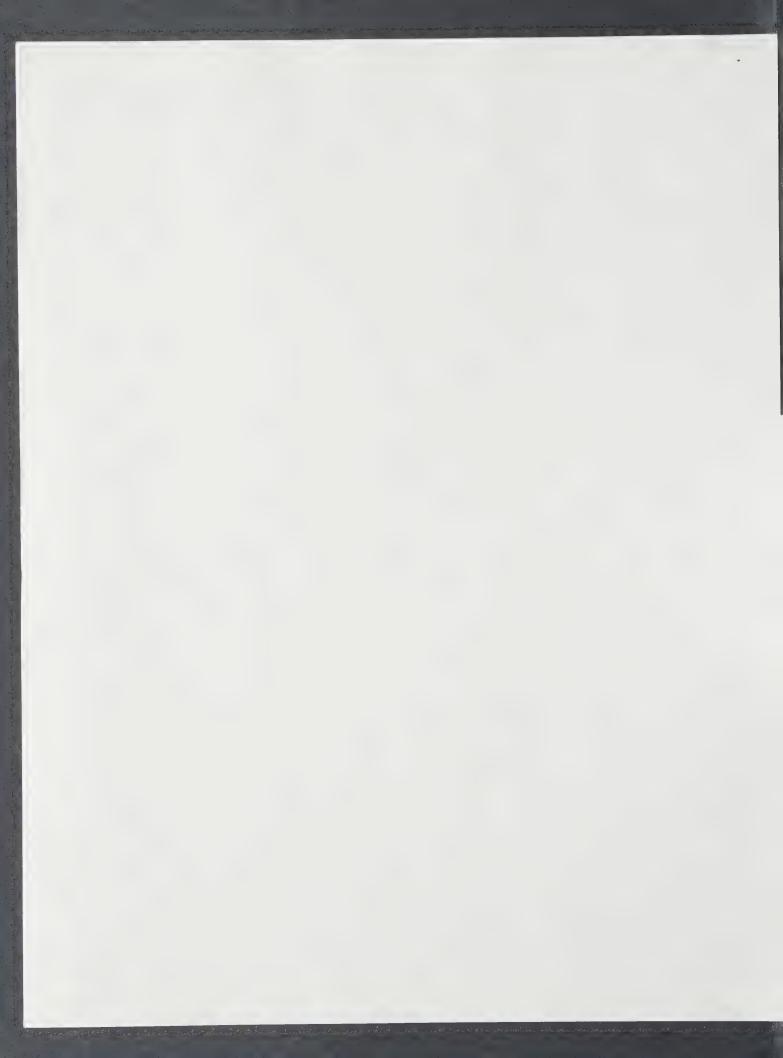
I also understand that Phil Ottiger is very good, indeed, although in a way it's a pity that he is located in St. Louis and not Milwaukee.

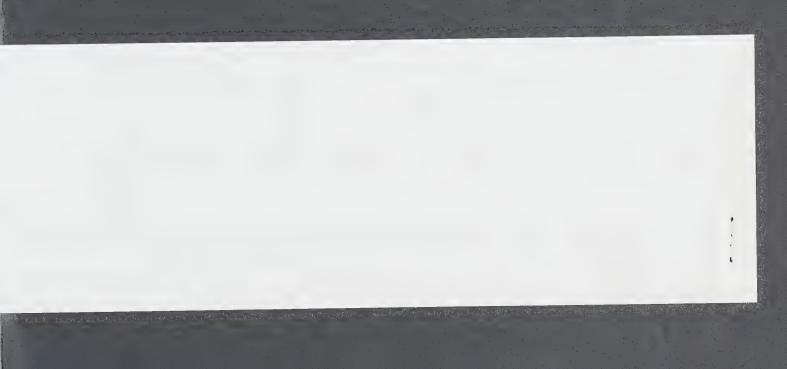
John Haynes is a party hack, certainly not incompetent but plodding rather than brilliant. You know Bill Sazbo, he is very good. I don't know Steve Smith, but I understand that he also is very good.

Anyway, on balance, SAF should be better directed now than it has been.

Fond regards from house to house,

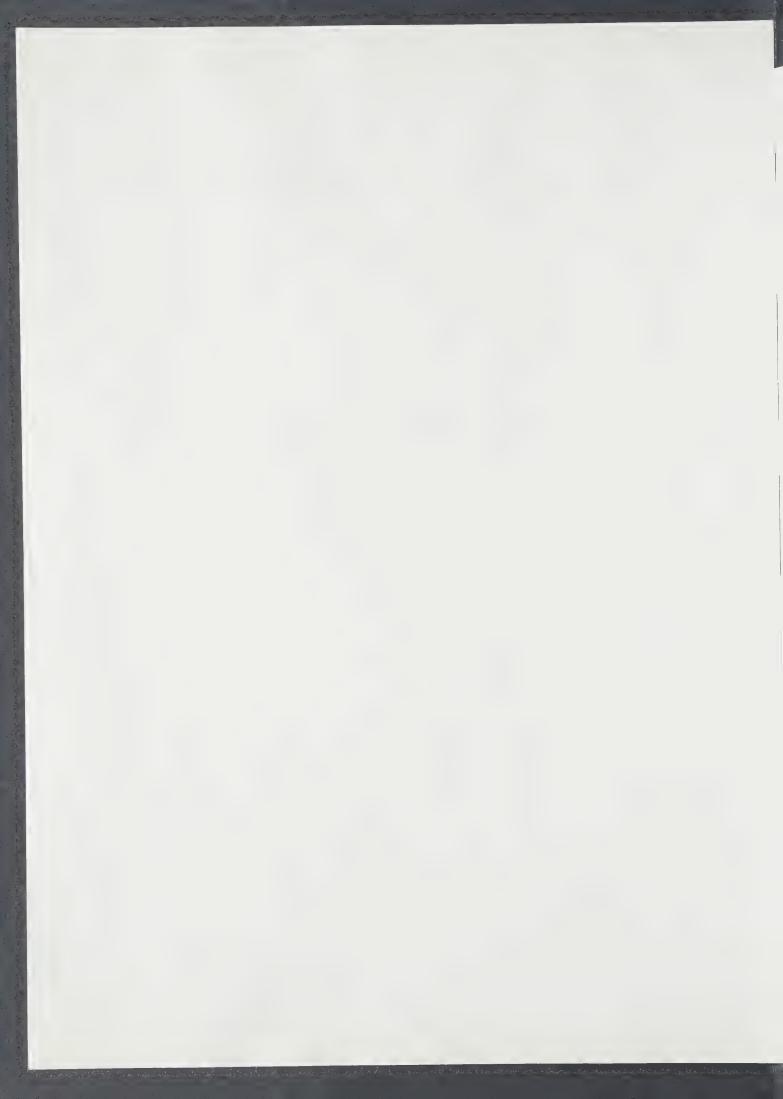
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DR. ALFRED R. BADER Suite 622 924 East Juneau Avenue Milwaukee, Wisconsin 53202 Telephone 414-277-0730 Fax No. 414-277-0709

August 24, 1993

To: Barry Young 908 852 6288

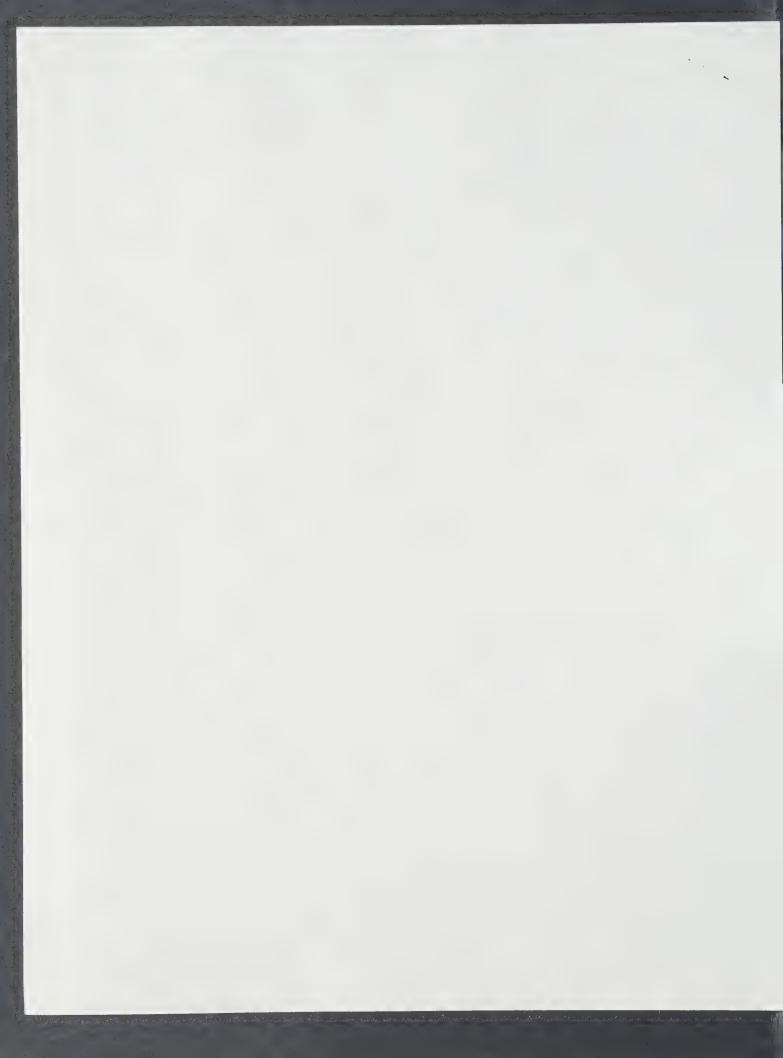
Dear Barry,

Thank you for your fax on the Young Retirement Group. How do I join? I am all for chocolate tasting.

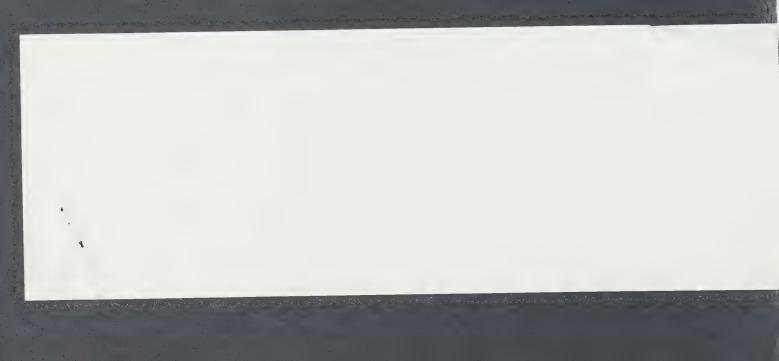
Thank you for pointing out that my essay on John Whalley should have a correction, as I am referring to Andrew Wyeth and not John Wyeth. Just goes to show how little I know about modern painters.

Did you know that when Sigma-Aldrich purchased Supelco they fired some 80 people within the first two days! What a way to live.

Love (2)











### (MEMBERS WANTED)

BARRY M. YOUNG BOX 517 DEER TRAIL STANHOPE, NJ 07874 FAX 908-852-6288 HOME PHONE 908-852-4424

MAJOR SPECIALTIES: Antiques, Furniture Restoration, Appraisal Services, Auctioneering, Estate Liquidations, Bulk Chemical Specialist, Surplus Chemicals and Equipment Liquidator, Custom Chemical Manufacture Consultant.

MINOR SPECIALTIES: Gourmet cooking, Sumo wrestling, Aerobics, Racquetball, Chocolate and cheese tastings, and diet consulting.

TO: Allred - CVew

DATE: Mon eur Sept 20

MESSAGE: Iwould like to get in touch with Floyd Green - An you help with an address?

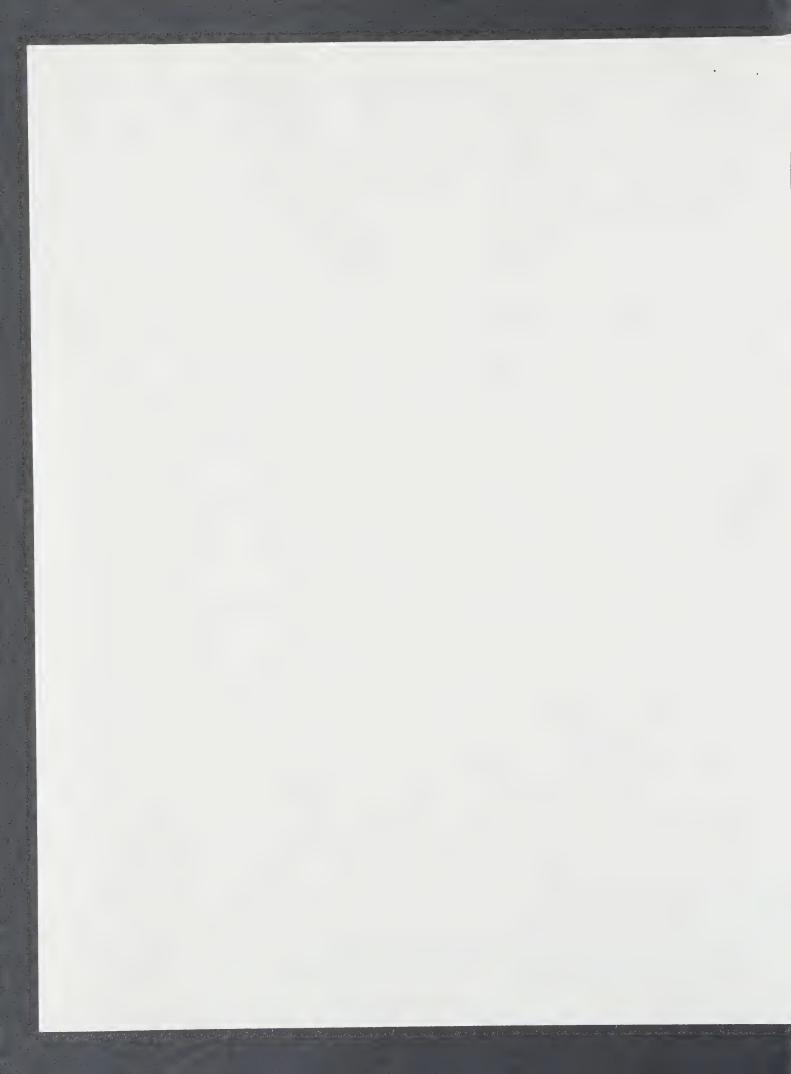
Dr. Floyd J. Green 240 Colony Court Poinciana, FL 34758 407 933 5842

Fondest regards

Hi Barry - See following page from AB.
Big hug from me. Be well.

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Saw blandy derring Heswerk. The Cambey from in Heswerk. The Cambey from Chicago



happy. "Perhaps its the relaxation I derive from my new-found passion for the malt!" said Brian, who plans to institute wide-ranging changes in the running of this 'illustrious' dept. Brian is well-known at IC as our inorganic External Examiner, and he has clearly learned a great deal on his visit to the metropolis. He says he is going to try out some of our wonderful schemes in Edinburgh, and in particular our way of assessing students. Over a sixth or seventh malt he confided to the Mole that big changes were

Westminster School. Yemon is keen to do science but has to make decisions about which subjects to do next year. He's keen on maths, chemistry, physics and biology, and Kathy said that he hopes maybe one day go to Oxford or Cambridge. But he has to drop one of his science subjects. "Which should it be?" asked Kathy. Naturally the Mole told her.



Poor castle-buyer Alfred Bader! Founder and former president of the world's leading research supplier, Sigma-Aldrich, Alfred was ousted in a board-room coup in 1991, and to console himself he went on a spending spree and bought a Rembrandt, a Reuben and Medieval castle. Last month saw him weilding a sword and surrounded by knights in armour at the official opening of Herstmonceux Castle, which is his £6 million gift to his old university, Queens (Kingston, Ontario) who will use it as their European campus. And speaking of Sigma-Aldrich, the Mole came across a neat money-making wheeze of theirs the other day. They are now charging £10 for their Structure Index, which they once gave away free. Not only that, but it appears to have become a treasury of errors. It has scores of wrong chemical formulae within its pages, including such important ones as that of the female sex steroid estradiol. Whatever will Sigma-Aldrich do next? Perhaps they'll even start charging their customers for chemicals catalogues.

It's always nice to hear from IC's network of friends around the globe, especially when they come across little reminders of *CDN*. And so it was that we received a curious item from our eagle-eyed American readers, dark-haired *Science Watch* editor **David Pendlebury** and his colleague **Chris King**, who describes himself as "boy-friend to the super-models". They sent the Mole a small advert for a Florida establishment calling itself *The Mole Hole* and which claimed to be able to supply 'unique gifts'

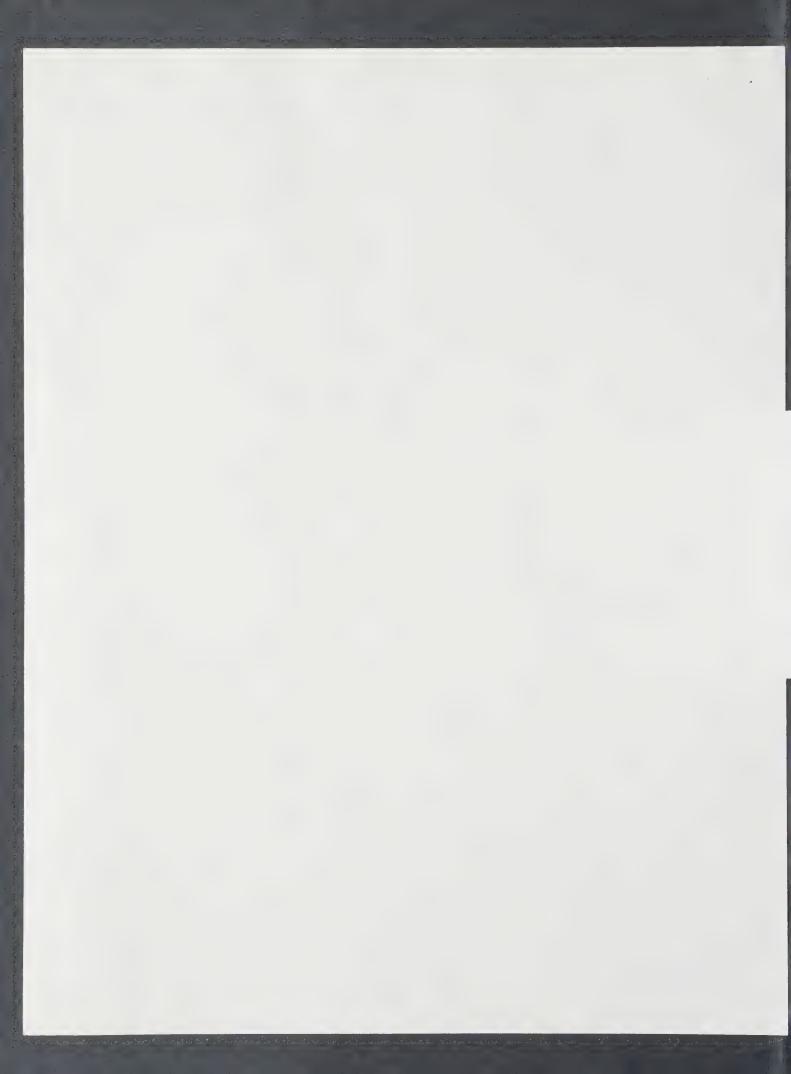


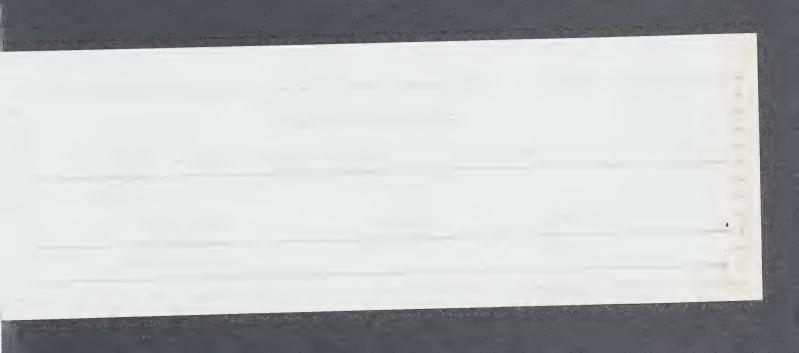
"Say, who the hell's been writing this stuff?"
It comes perilously close to the truth."

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ART

And yet more signs of culture at IC by the look of the books they are stocking in the IC Union Bookstore these days. Shelves packed with interesting volumes, and not just recommended texts. There are even some novels being stocked! The Mole decided to investigate. There he came across dark-haired Kathy Choi who is the store's book buyer. Kathy has been at IC for almost 20 years, is married to Peter who works in Physics in the plasma section, and has a 16-year old son Yemon who is about to enter the sixth form at







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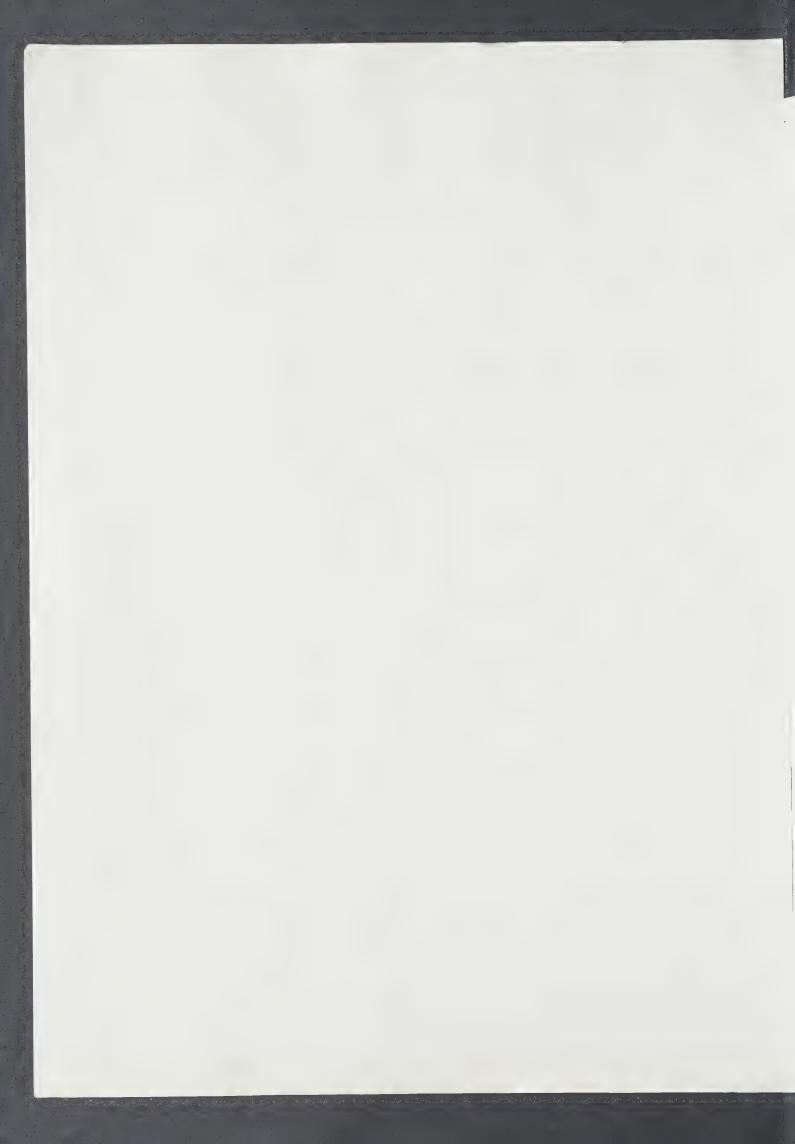
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The Art (MOSIA) (P. 1997)

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DR. ALFRED R. BADER Suite 622 924 East Juneau Avenue Milwaukee, Wisconsin 53202 Telephone 414-277-0730 Fax No. 414-277-0709

To:

Barry Young

201 852 6288

Dear Barry,

First of all, best wishes from the three of us, Isabel, Marilyn and me, to you and Toshi for 1993.

The important thing when selling your paintings is for you to develop a clientele of customers who will come back to you time and again to find more good paintings at reasonable prices. Keep in mind that there are dozens of paintings I could send, and I will send you the next lot as soon as you have sold the first three paintings.

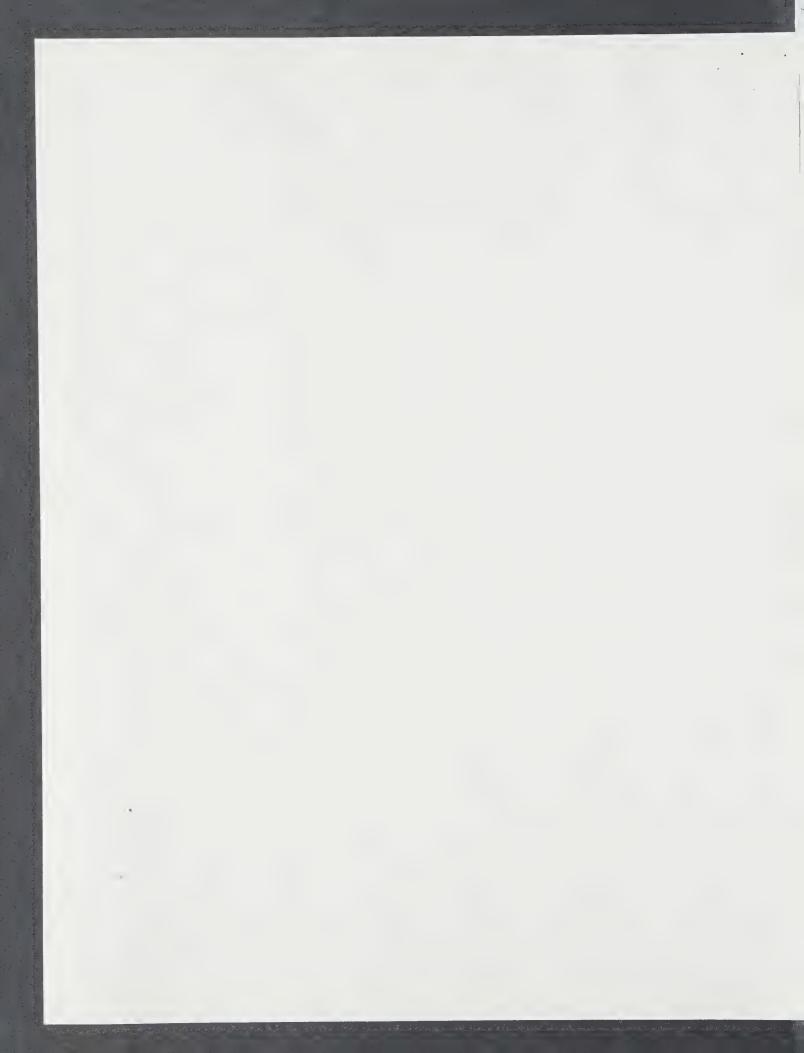
It isn't so important that we each make 50% of the purchase price, and if you have a potentially good customer and want to sell a painting to him or her at a modest profit, that will be fine with me. Lillian Genth is a fairly well known American artist and some of her paintings have sold for thousands of dollars. I wouldn't cry if you sold the painting for \$700 or \$800; just don't sell any at a loss.

I like the broken down farmhouse, but I don't know who painted it, and any price above \$80 will be fine with me. I just love buying paintings and unless I can also sell some, we will have to move out of house and gallery.

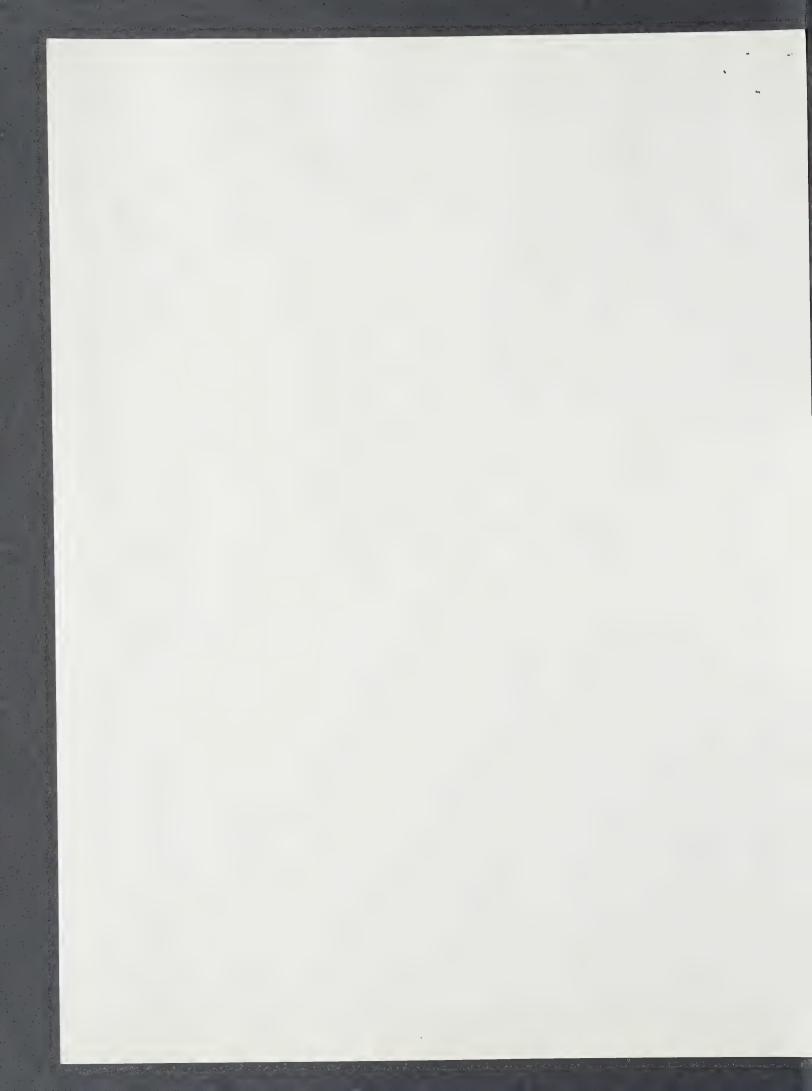
Actually, business here has been very good. I sold the Rembrandt to the Rijksmuseum, and on December 11 boutht a magnificant Rubens at 12:30 p.m. and sold it at 7:00 p.m.

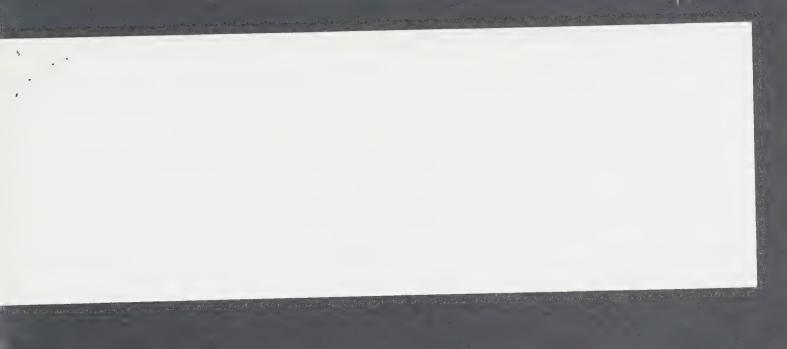
Fond regards.

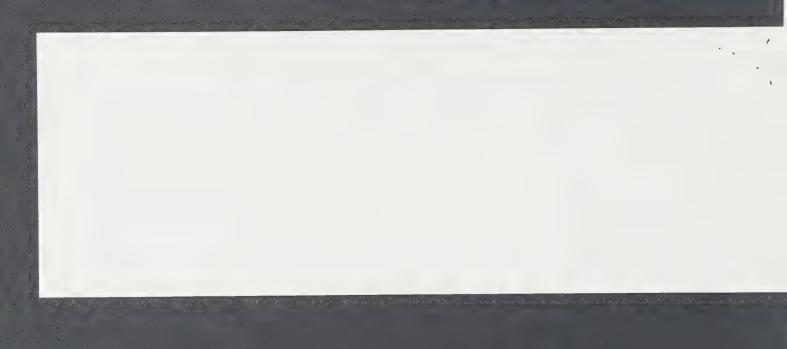
As always,





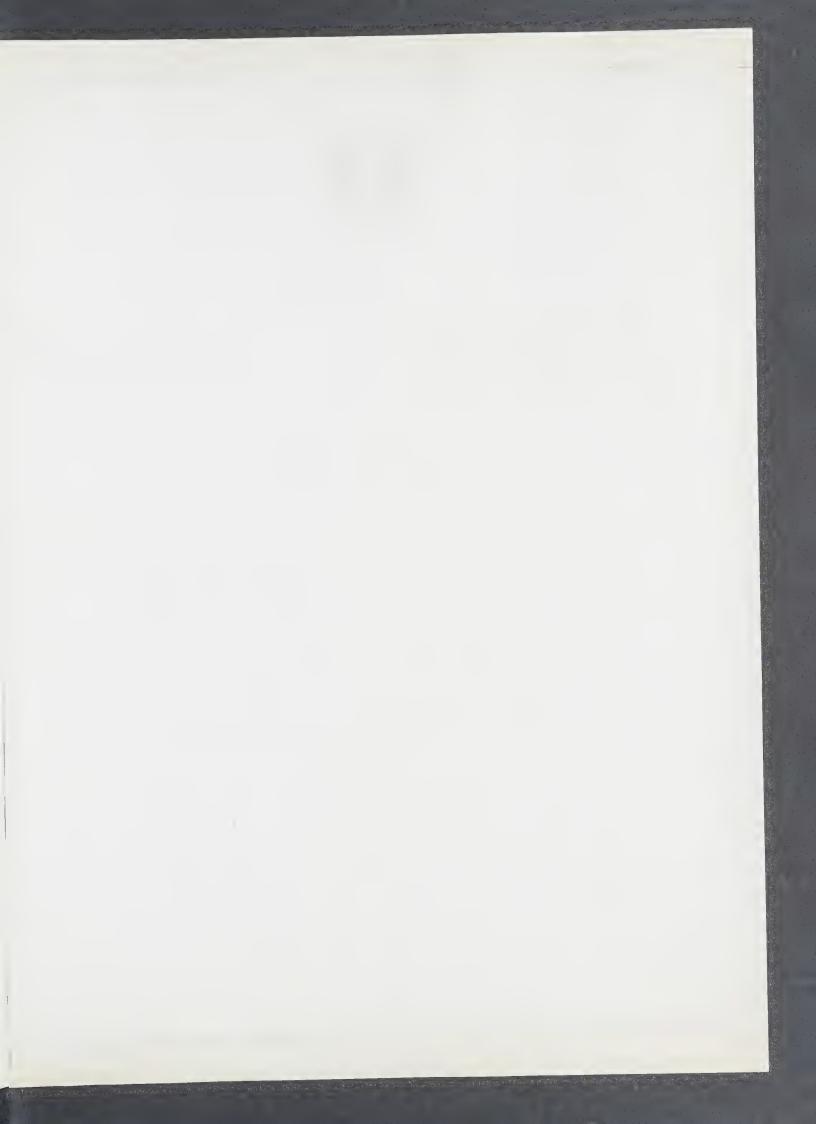


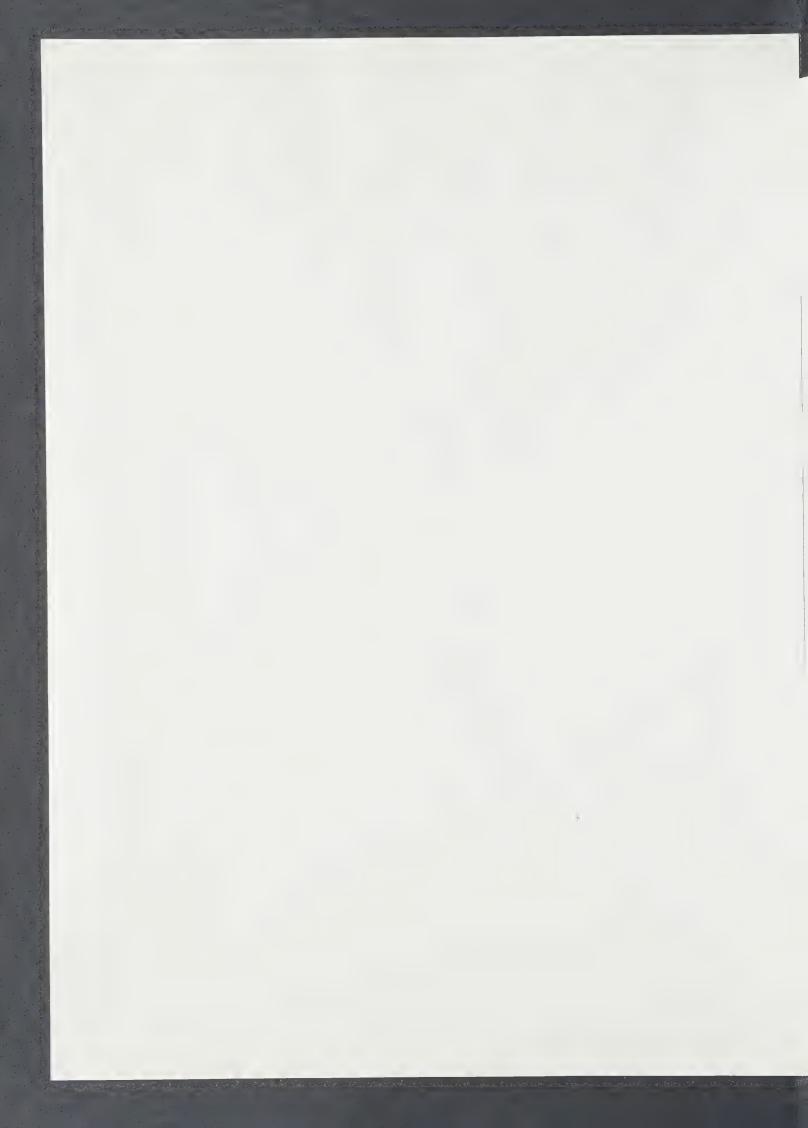














## ALFRED BADER FINE ARTS

DR. ALFRED BADER

ESTABLISHED 1961

November 5, 1992

Mr. Barry Young Box 173 Deer Trail Stanhope, New Jersey 07874

Dear Barry:

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I purchased these paintings over a period of many years, which explains some of the very low prices.

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MILWAUKEE WISCONSIN USA 53202
TEL 414 277-0730 FAX 414 277-0709



- 2 -

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Good luck, and all good wishes,

Love

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DR. ALFRED BADER

ESTABLISHED 1961

November 5, 1992

Mr. Barry Young Box 173 Deer Trail Stanhope, New Jersey 07874

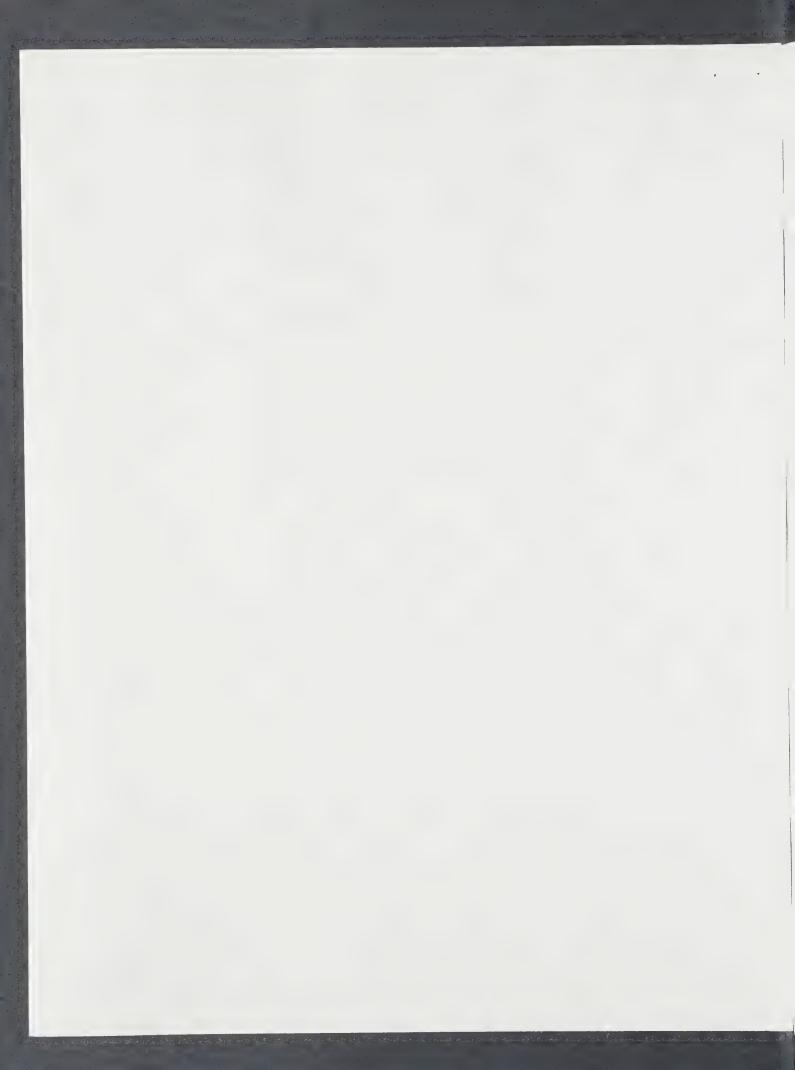
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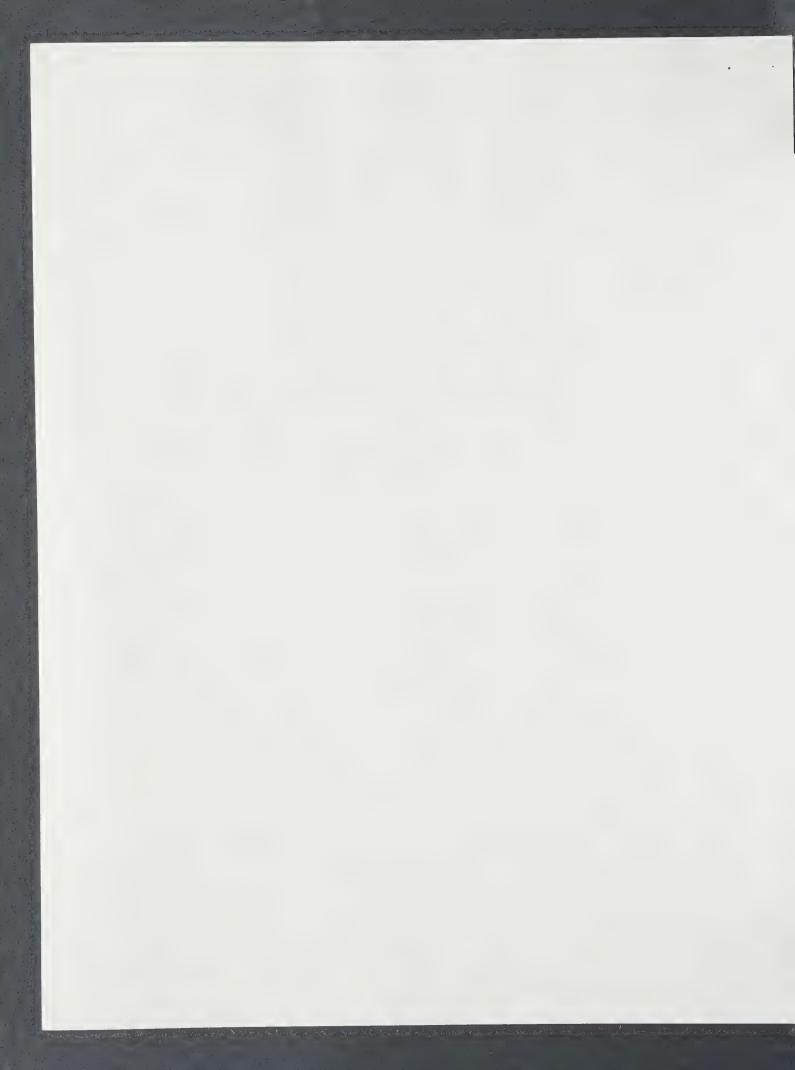


- 2 -

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Good luck, and all good wishes,



Calif land scape Tred 1) Wenney oil | board 4350 Spand Dancy 1. Minu Gent 16 x 12" 4550eni bucano inter Vicar Cale 1 cal sem 11 x 12+ cii bonce

Natural MicroSystems Corporation Natick, MA

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\$600 plus \$300 for VIS software Watson Comments: Product: Price:

and computer must be left on at all times, no direct competition among the companies that including an appointment calendar. In spite of the apparently good software, the Watson board has most of the other hardware limitacited as drawbacks for this type of board (supports only one telephone line, As discussed above, this product is the only have been identified. Their software has many nice features in addition to voice mail, their so-called concurrent operation is provisions for expansion of applications) very satisfactory. tions

In spite of its high price, this board has the hardware limitations of the other boards (computer must be left on at all times, no system requires the complete dedication of the computer in which it is installed to voice provision for expansion applications). This mail; it specifically does not allow Watson, VBX, 2 Channel \$4,000 (\$8,000 with computer included) current operation. Comments: Product: Price:

in and the same attacking 75 7 30 " ca 1900 and the contraction \$360 Dioken deror far wome al 1- and 15 × 19 1. E. 1/2 ... 1/2 ... 1/2 ... 1/2 \$ 30

Most importantly, certain other microcomputer implementations. The stand-alone systems are not considered to be in direct customers. The VoiceLine board will expand the market rather than competition since they tend to serve only very large single compete in this area. The service bureaus have the disadvantage of being intermediaries which generally require special knowledge of the system in order to function. In addition, service bureau charges tend to

## Current Microcomputer Voice Mail System

The third category of competitors, those on the market with other microcomputer systems, is the only perceived direct competition for the VoiceLine board and software.

telephone line, digitize and store data and replay it to either a speaker or a telephone. One of them provides only basic software that enables a user to write customized application software. This board does not appear to allow a user without programming experience to implement voice mail. It is presumably targeted at search has revealed several vendors currently producing add-on boards for the IBM-PC. These products, connected to the hobbyist or computer buff. Three other companies claim and the standard of the same







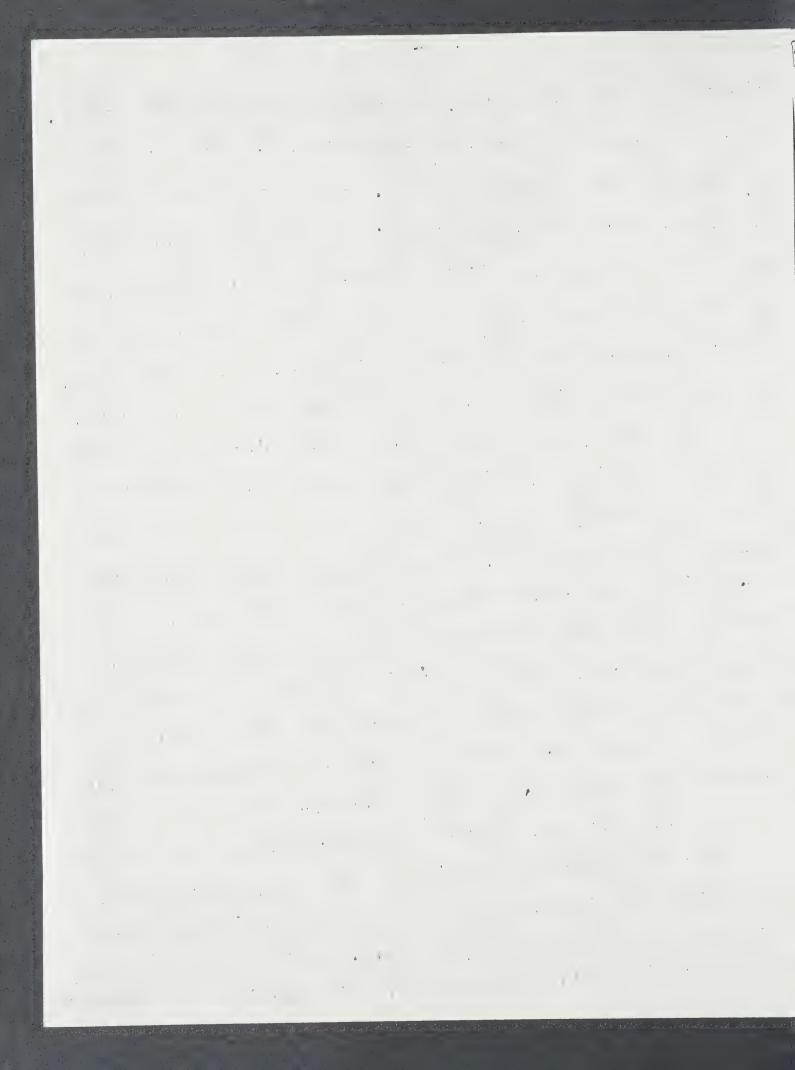


Jear Alfred and Isabel

Can I ook you both to look at the hollowing business Venture that I am planning to take part in. We have decided to buy into a 10% share of a well established Antique Mill MArket. The 10% investment will cost us \$140,000. We plan to use \$80,000 of savings and to Dell my 1300 shares of ALDRICH STOCK For the balance. Since we don't own a home we find it impossible to get a equity line of credit to enter into this business Venture with out selling our ALDrich stock. I Am glad I have the stock to self its the capital gains tax which will hunt at the end of the tax year. As it stands as of this writting we plan to use CASH SAvings and to sell the stock to buy a 10% share into the partnership at The ANTIQUE MIT. It's A real nice ANTIQUE Mill very well established, over 40 quality dealers and a waiting list for others who would like to Join the Family of Mill dealers. (Established in 1980) - I have known the Kihlstroms For over 20 years, they Founded the Mill and prosently own 50%. They are two lovely very nice people, both high school teachers whos love of Antiques drove them out of teaching into the Antique business Full time. The other 50% owner is Bob McDernott who I don't Know that well, Bob's plans are to soon retire and move to Florida.



Now for both the good and real reasons for this letter. Ive enclosed a burch of paper work to show the details of this business opportunity. They now have in place the Four new partners who will each buy into 10% of the business at 140,000 each. This payment will gu towards diminating all present debt (Mortgage) and 70,000 to each of the present owners. The pay back to each new 1070 partner, based on the new rent rolls and delot olimination will be 14600 a month or Approximatly 12.51% por year. It would be a great apportonity if I could secure onother 1070 share of this business. Does the possibility look good enough to you both where I could get financial backing From the Baders For the Additional 10% purchase! I feel real good about the Mill venture, but Findst not to easy to ask for help. Finance has never been my Favorite subject and IAM leaving the mechanics of this business laan possibility in your trusting hards. We are very willing to put up what ever collateral we may have. (We both have returnent savings and IRA plans) to protect your investment in our Future. Iknow you both have so Much on your mind at this time and I want you to know I share the loss of your presence at ANDRICH.



Ive never been happy with the SIGMA side of the business since the original werger. IF I could have one wish, I would wish it never had happened. I lough Aldricht and it was a Fun part of my life. I now would like to have a second wish, That I can Find a new happiness and Future in the Antique business. What ever you both decide, I love you both and clurays will.

From my heart to yours.

Bdrry & Toshie



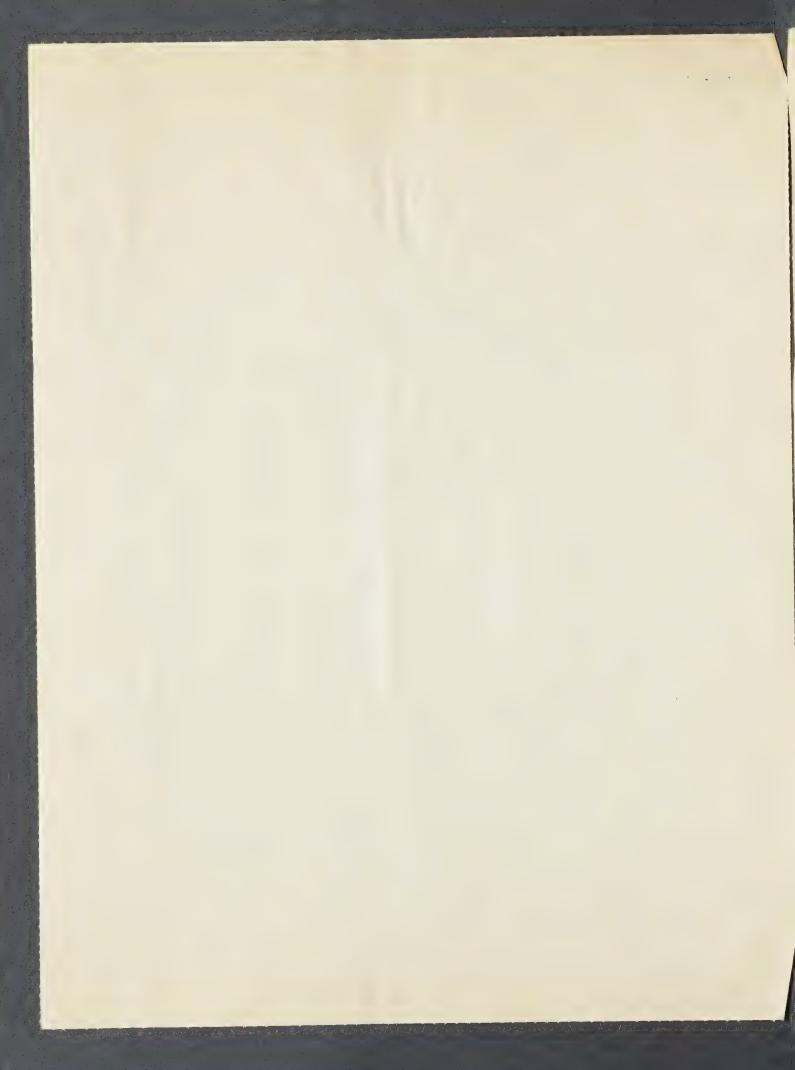
Alfred. Is used This is the First sheet given to the select group of dealer who Don would like to have as partners -

Burry

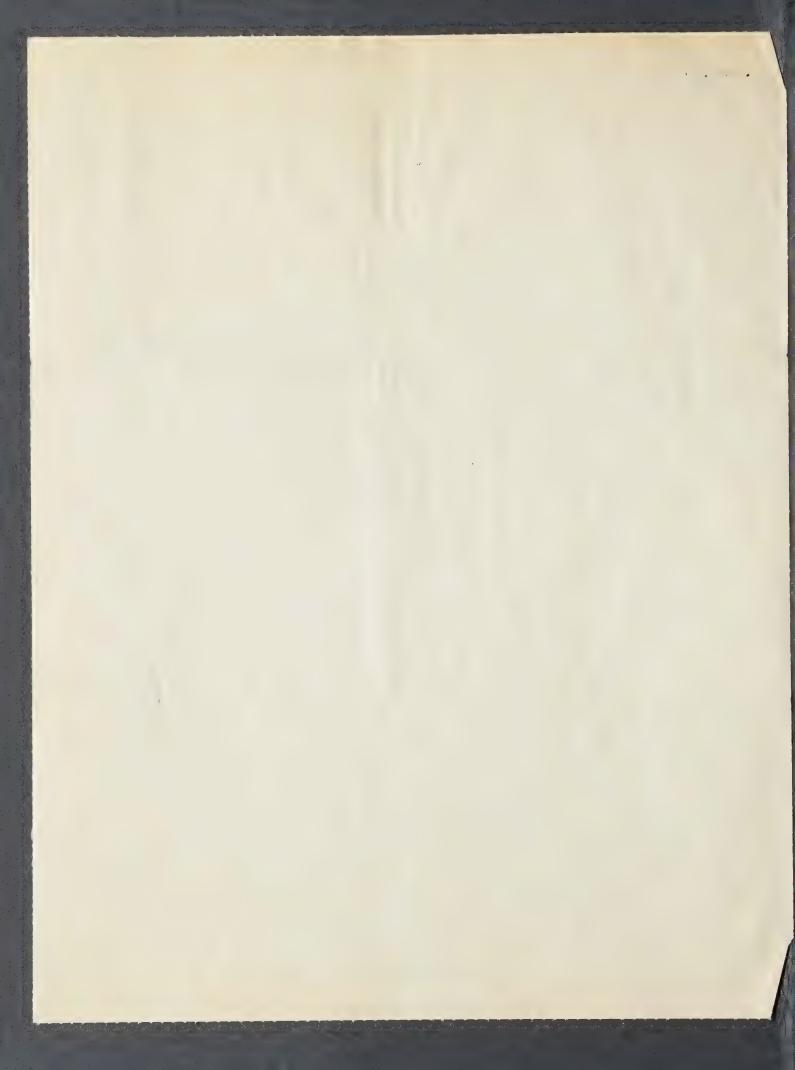


. . IST sheet given to a select group of people to consider buying into no mill market. 





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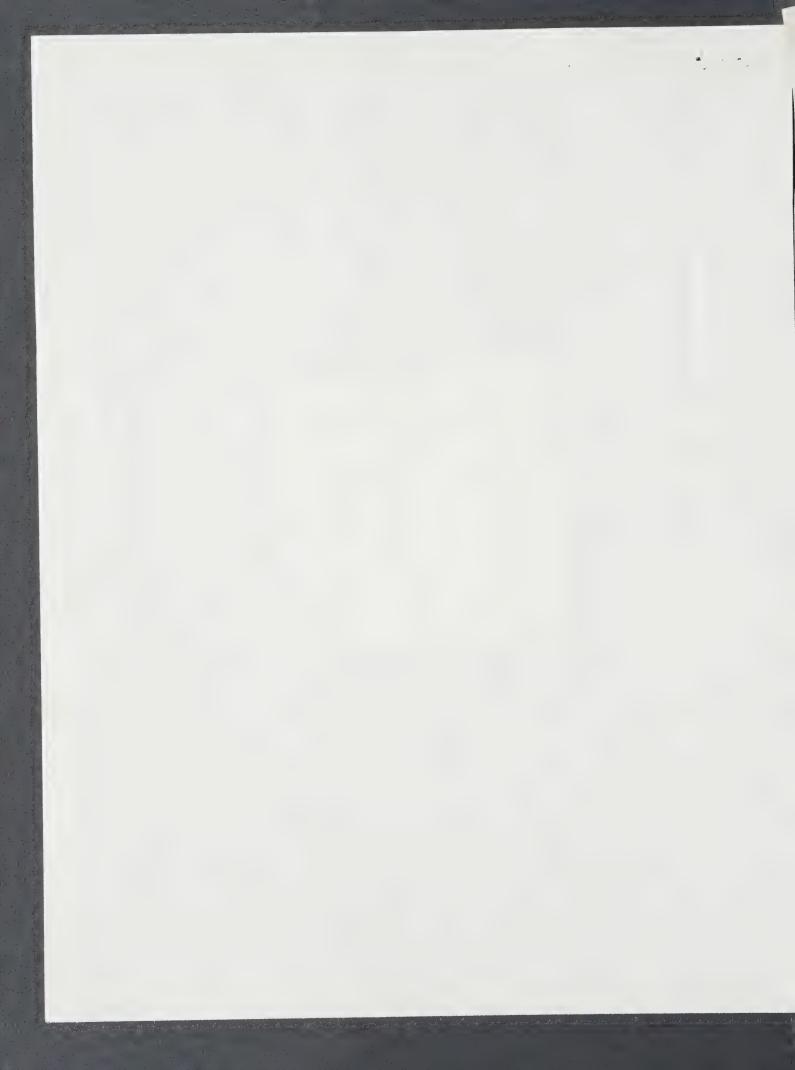
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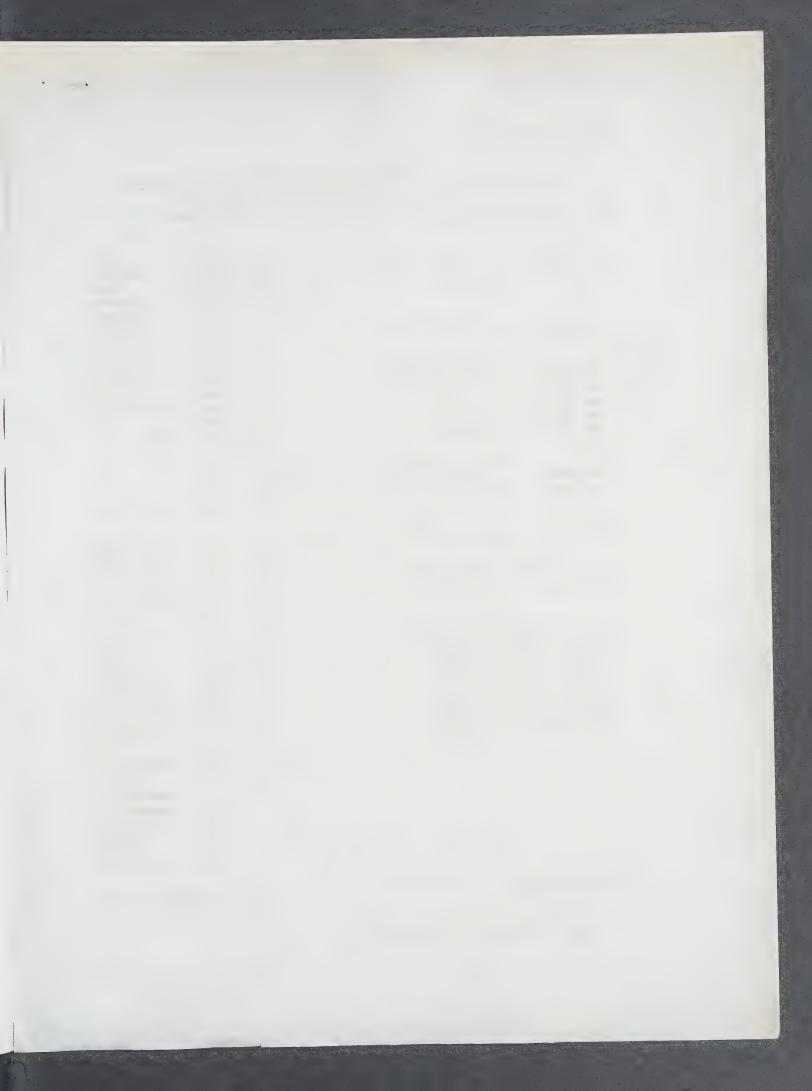
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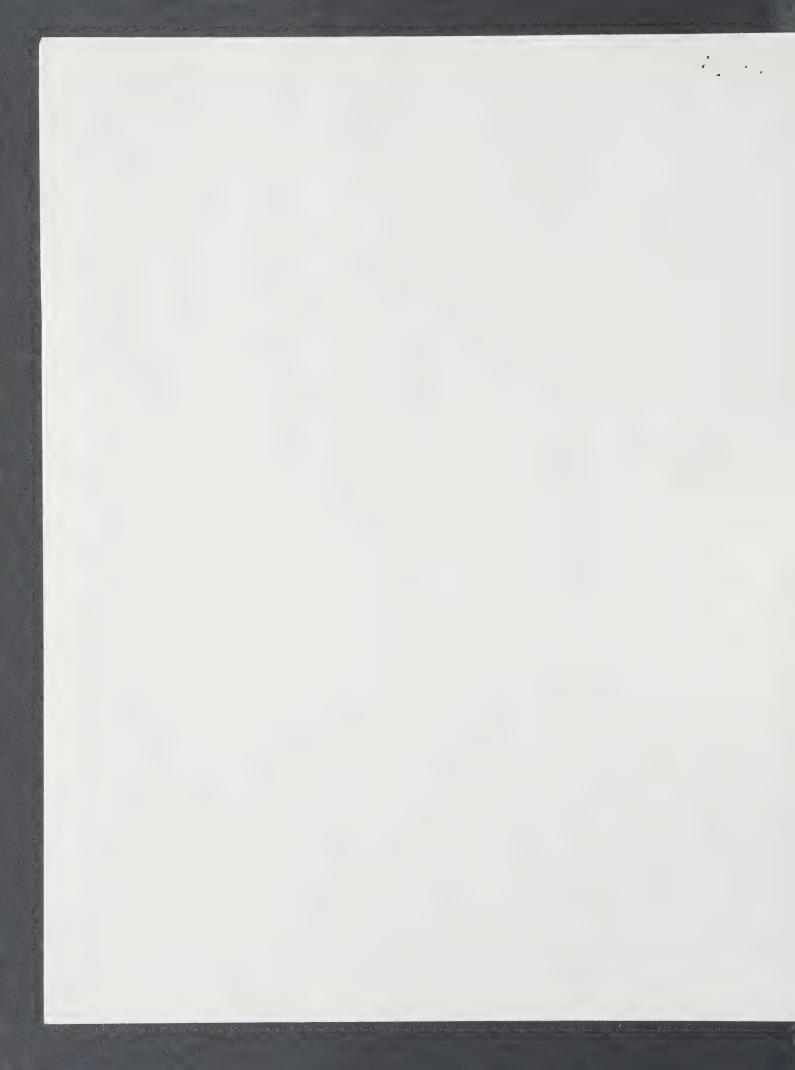




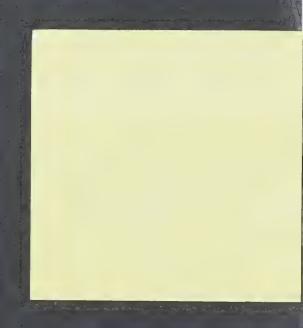


# THERE SUFFICE STREET

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WAY 4-92 This Agreement is going to be charged to be a expanded partnership not a corporation. Should have revised copy in few days



KATHY. = BUNG 135 POHERW NJ-Keun McChristy.

### SHAREHOLDERS AGREEMENT

AGREEMENT made this \_\_\_\_ day of April, 1992, between DONALD F. WIHLSTROM, with a mailing address of R.D. #3, Box 350, Lafayette, New Jersey, 07848; and ROBERT MC DERMOTT, with a mailing address of R.D. #1, Box 227, Augusta, New Jersey, 07822, and

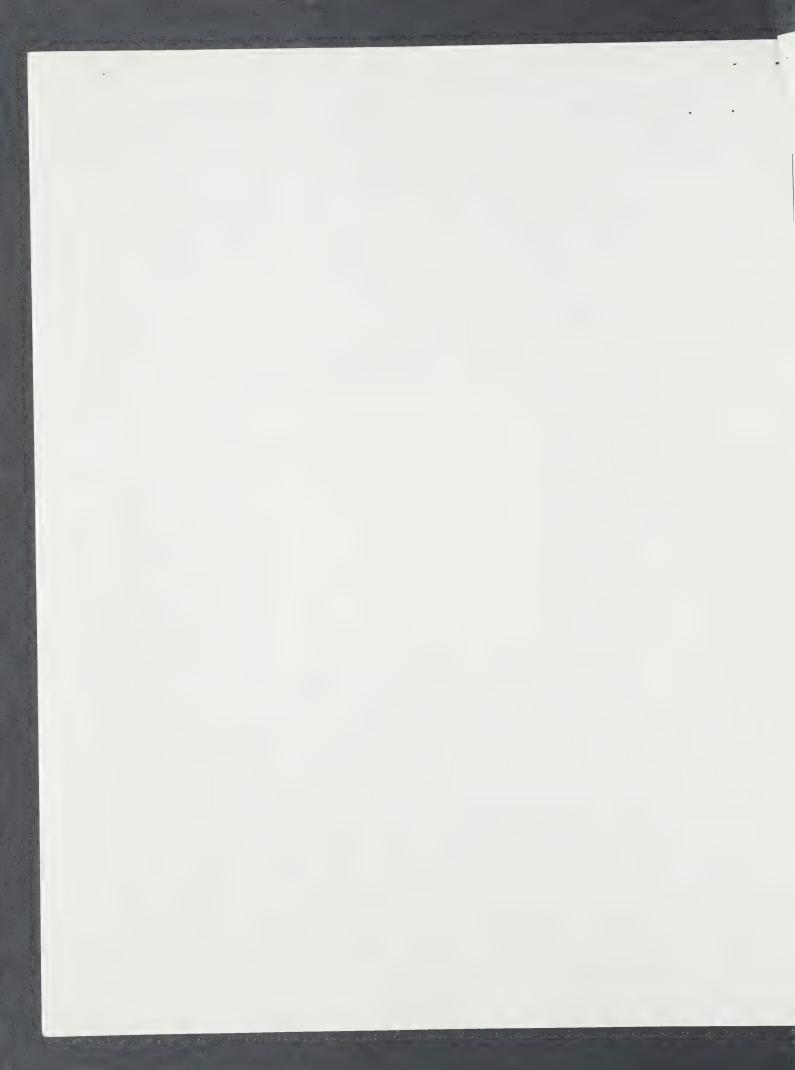
hereinafter called the "Shareholders"; and LAFAYETTE MILL MARKET, INC., a New Jersey Corporation, with a registered office at R.D. #3, Box 350, Lafayette, New Jersey, 07848, hereinafter called the "Company".

WHEREAS, the Shareholders are now the owners of all of the outstanding shares of the Company as follows:

		necq
Shareholder	Shares 3	17505-
Donald F. Kihlstrom	420 \ 525	1750 GWne
Robert McDermott	420 525	3500
	140 175-	
	140 7 175-	
	140 \175-	
	140 175	
Total outstanding shares	11250	

WHEREAS, the success of the company requires the active participation, interest, support and personal attention of the Shareholders; and

WHEREAS, the Shareholders desire to quard against the introduction into the ownership of the Company of other persons who

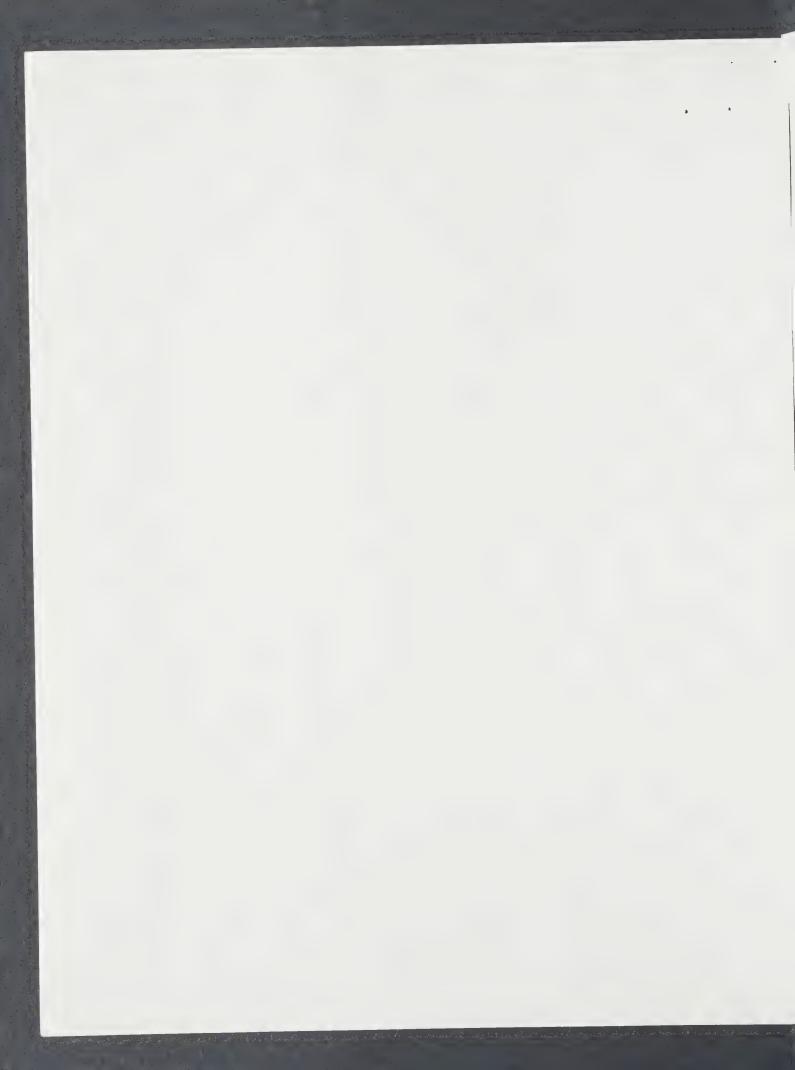


may be either unwilling or unable to contribute to the success of the Company, by restricting the privilege of owning shares in the Company; and

WHEREAS, the Shareholders and the Company desire to protect said, Shareholders and Company in the event of the death or disability of a Shareholder.

NOW, THEREFORE, in consideration of mutual promises and other valuable considerations, the Shareholders agree with each other as follows:

- 1. <u>Definitions</u>. For all purposes of this Agreement:
- A. The term "transfer", "dispose", or any similar term means any sale, exchange, gift, bequest, pledge, security interest, or other alienation or disposition whatsoever of any shares of the Company or any interest therein, including any distribution by an executor, administrator, or trustee.
- B. The term "involuntary transfer" means any transfer or disposition of shares under judicial order, legal process, execution, attachment, or enforcement of a pledge, trust, or other security interest.
- C. The term "involuntary transferee" means anyone who acquires an interest in or title to the shares by virtue of any involuntary transfer.
- D. The term "shares" means common shares of the Company, and includes the shares presently outstanding and all common shares which may hereafter be issued by the Company.
  - E. The term "Shareholders then holding shares" means those

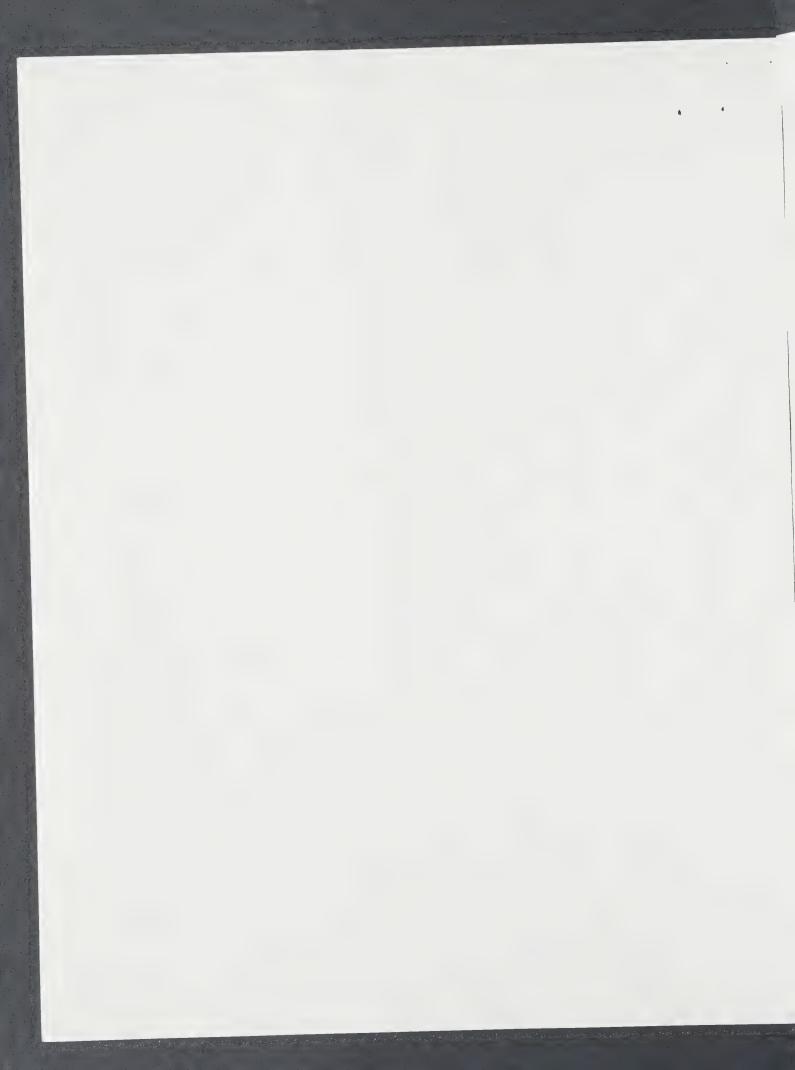


Shareholders who are at the time owners of record upon the books of the Company.

- F. The term "disability" shall mean the inability of a Shareholder to perform the day-to-day affairs of the Company or perform the duties and responsibilities of the position for a period of one (1) year after the first day of disability.
- 2. Transfer of Shares to Surviving Spouse. Any Shareholder may transfer all or part of his shares by gift to or for the benefit of his spouse. In such case, the transferees shall receive and hold such shares subject to the terms of this Agreement and to the obligations hereunder of the transferror, and there shall be no further transfer of such shares except by gift between the spouses or other Shareholders or except in accordance with the other terms of this Agreement.

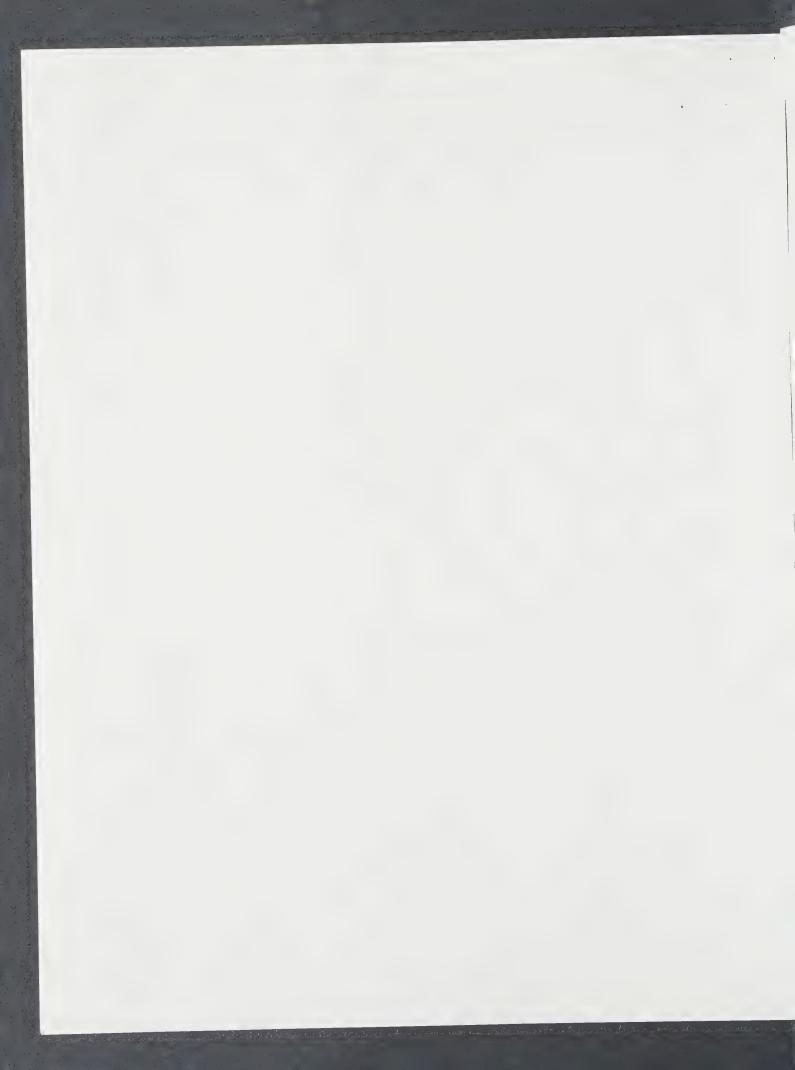
# 3. Restriction on Shares and Transfer.

- A. Other than transfers made pursuant to Paragraph 2 above, no Shareholder shall dispose of all or any shares of the Company now owned or acquired by him except in accordance with the provisions of this Agreement.
- B. No Shareholder shall dispose of all or any shares of the Company then owned or later acquired by him to his spouse without first giving 30 days written notice to all other Shareholders and to the Company of his intention to make a disposition of any or all of his shares. The written notice shall comply with Paragraphs 5 and 13. A meeting of the Shareholders shall be called by the Company on written notice to the Shareholders to be held 30 days after the date



of the notice from the offering Shareholder. Such meeting shall be held at the principal place of business of the Company during normal business hours. At such meeting, all shares so offered for sale in the written notice shall be offered for sale and shall be subject to an option to purchase or to retire on the part of the Company, which option shall be exercised, if at all, at the time of such meeting. The option of the Company shall be to purchase the shares so offered at the same price, terms and conditions as those offered by the proposed transferee.

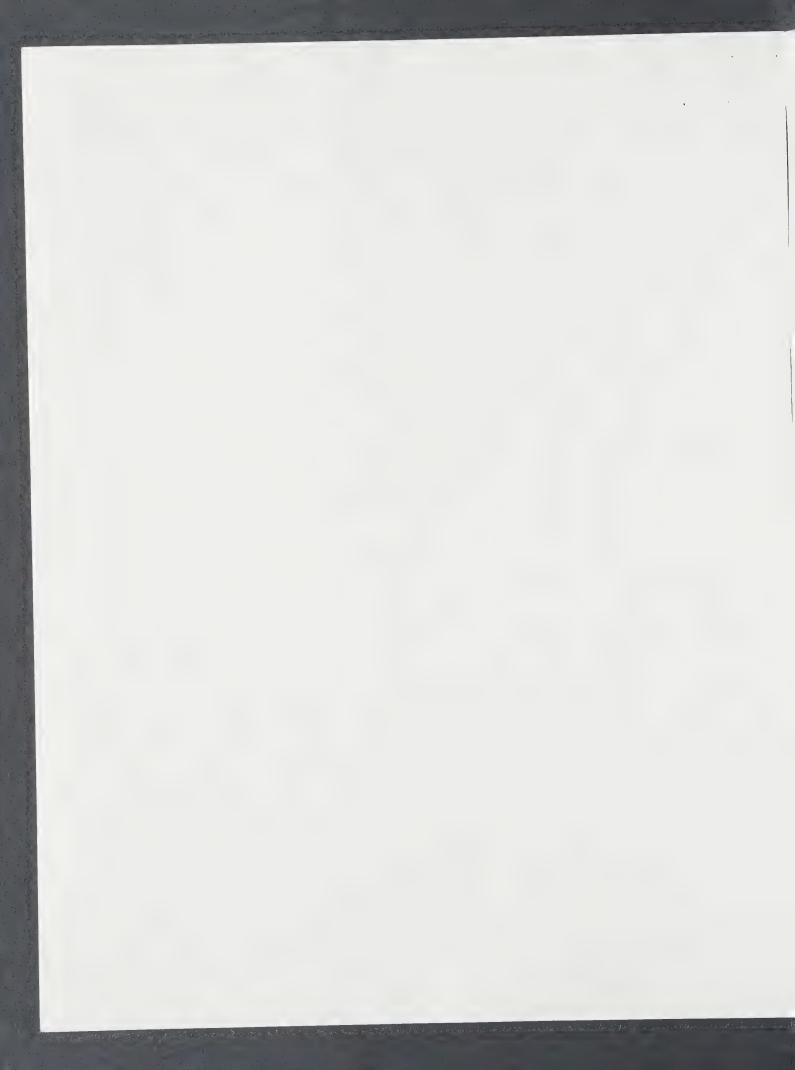
If all of the shares so offered are not purchased or retired by the Company in accordance with the provisions of Paragraph 5, then the shares not so purchased or retired shall be offered for sale and shall be subject to an option on the part of each of the Shareholders to purchase a share of them proportionate to the percentage which that Shareholder's number of shares of stock in the Company bears to the outstanding shares of stock in the Company, provided, however, that no Shareholder or stockholders may exercise such option individually unless all Shareholders, collectively buy, in the aggregate, one hundred (100%) percent of the shares so offered for sale. In determining the number of outstanding shares in the Company for the purpose of fixing the proportionate number of shares which may be purchased under this Paragraph, the shares offered for sale shall not be counted in calculating the base figure for 100%. option on behalf of the Shareholders under this Paragraph shall be exercised, if at all, at the Shareholders' meeting called under this Paragraph. The option of the Shareholders shall also be to purchase



the shares so offered at the same price, terms and conditions as those offered by the proposed transferee.

In the event the Company and the Shareholders do not, collectively and in the aggregate, purchase all of the shares so offered, then in that event, the Shareholder may sell all of his shares so offered to any third party on the same terms and conditions and for the same purchase price as said shares were offered to the Company and the Shareholders and said Shareholder shall not be under any further obligation pursuant to this Paragraph to sell his shares or any portion thereof to the Company or to other Shareholders.

- 4. Sale of Stock by Involuntary Transferee: In addition to any other offer required to be made hereunder by or on behalf of any involuntary transferee, in the case of any involuntary transfer, the involuntary transferee shall offer (within 30 days after such involuntary transferee acquires his shares) to sell all of his shares first to the Company and in the alternative to all of the Shareholders then holding shares in accordance with the offer provisions of Paragraph 3. The purchase price for said involuntary transferee's shares shall be the book value of the shares or the price paid by said involuntary transferee, whichever is less.
- 5. Notice of Proposed Transfer or Offer of Sale by Involuntary Transferee or Shareholder. Any notice or proposed transfer of stock in the Company, pursuant to Paragraph 2, or any offer of sale by an involuntary transferee under Paragraph 3B or any offer of sale of stock by a Shareholder without prior offer by a third party, shall be communicated by written notice to the Company



and to the Shareholders in the manner provided in Paragraph 5 of this Agreement. A written notice pursuant to Paragraph 3B shall specify the number of shares being offered for sale and shall attach a copy of the written offer to purchase by a third party stating the name and address of the third party and specifying the price, terms and conditions of the third party's offer to purchase. A written notice under Paragraph 4 shall state the name and address of the involuntary transferee and the price which he paid for his shares and shall include appropriate proof of payment. A written notice by a Shareholder offering to sell, without prior offer by a third party, any or all of his shares shall specify the number of shares so offered and the price, terms and conditions of the offer to sell.

All offers to sell or purchase stock shall be acted upon, if at all, by the Company or the Shareholders at a meeting of the Shareholders to be held in 30 days from the date of the written notice in the manner provided in Paragraph 3B for the purchase of stock by the Company or, alternatively, by the other Shareholders.

e. Delivery of Stock. The stock thus being sold or redeemed shall be turned over to the Company and shall be held by the Company. So long as any part of the purchase price of shares of capital stock sold in accordance with this Agreement remains unpaid, if purchased by the Company, the Company shall not: declare or pay dividends on its capital stock; reorganize its capital structure; merge or consolidate with any other corporation or sell any of its assets except in the regular course of business; or increase the salary of any officer or executive employee of the Company. If the



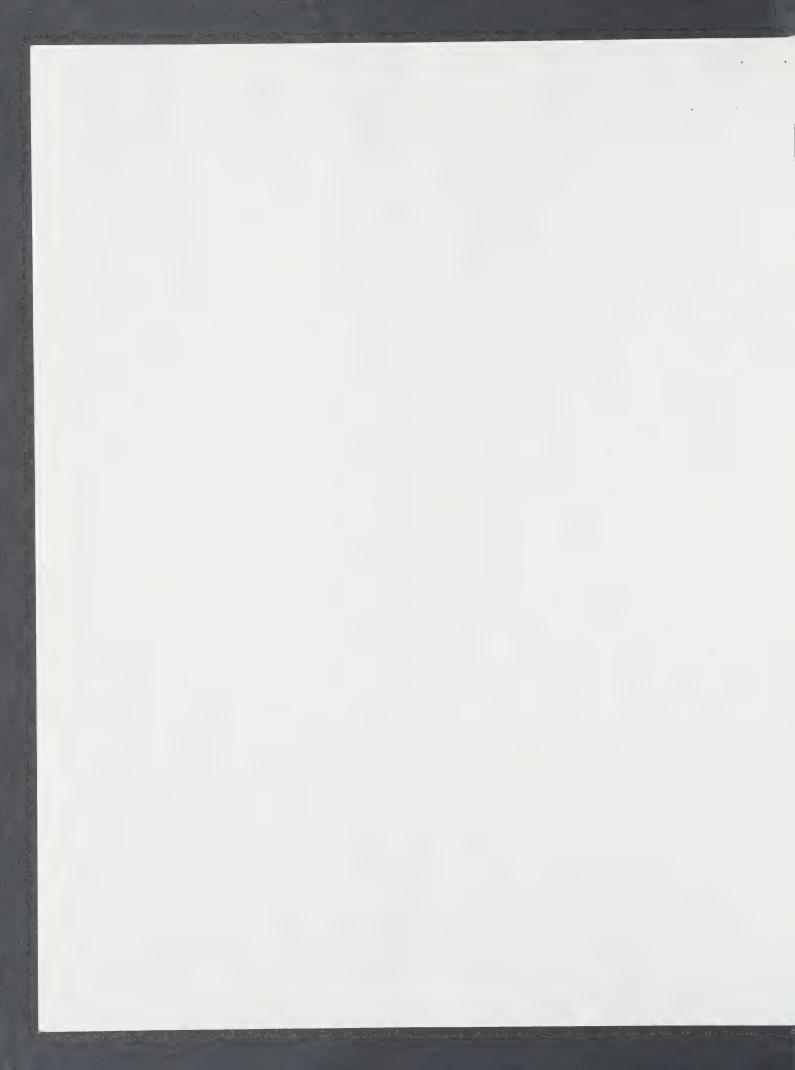
Company breaches any of its obligations under this Paragraph, the transferror or the personal representative of the decedent, as the case may be, may elect to declare the entire unpaid purchase price due and payable forthwith and take appropriate action.

7. Death or Disability of Shareholders. Upon the death or disability (see definitions) of any Shareholder, the Company may purchase, and the estate of said deceased or disabled Shareholder shall sell, all of the shares of said deceased Shareholder.

In the event any Shareholder has transferred any shares pursuant to Paragraph 2, in addition to an option to purchase the shares of a deceased or disabled Shareholder, the surviving Shareholders shall also have an option to purchase any other issued and outstanding shares transferred by the deceased or disabled Shareholder pursuant to Paragraph 2.

The purchase price of the stock of a deceased or disabled Shareholder shall be the fair market value of the stock at the time of the disability or deceased Shareholder's death.

- 8. Payment of Purchase Price. Any payment due the estate of any Shareholder shall be paid by the Company or the other Shareholders in thirty-six (36) monthly installments with interest at ten (10%) percent.
- 9. Failure to Make Required Offer. Upon the occurrence of an event by reason of which an offer is required to be made under this Agreement, any of the Shareholders then holding shares may notify the record owner of the shares in question, or the person to whom the shares are about to or have passed or been disposed of, or



both, that he elects to buy the shares, and shall give copies of the notice to the other Shareholders then holding shares. Such a notice shall be deemed a sufficient acceptance of an offer and the sale shall be closed as if an offer had been made and accepted, at the price and on the terms which should have been stated in an offer. In such a case other Shareholders then holding shares, who give like notices and copies within 30 days after the day on which that notice is given, may share in the purchase, in proportion to their shareholdings unless they agree otherwise.

- 10. <u>Specific Performance</u>. If any person so required under this Agreement fails to give a notice, make an offer, or sell shares, then, in that event, if the failure continues for 30 days after notice to the one in default, any of the Shareholders may institute and maintain a proceeding to compel the specific performance of this Agreement by the one in default.
- 11. <u>Profits and Losses</u>. The net profits and the net losses shall be shared by the Shareholders in accordance with their stock ownership in the Company.

The terms "net profits" and "net losses" shall mean the net profits and losses of the company as determined for federal income tax purposes by the certified public accountant servicing the Company account.

12. <u>Endorsement on Certificates</u>. Each certificate for shares now held or hereafter issued shall be endorsed as follows:

**Notice** 

Any transfer or disposition of the shares evidenced by this Certificate is subject to the restrictions and options stated in, and such shares are



transferrable only upon compliance with, the provisions of an Agreement dated , 1992, between the corporation and all of its Shareholders. A copy of such Agreement is on file at the office of the corporation and the provisions thereof are incorporated herein by reference.

13. Notices. All notices, offers, acceptances, waivers, and other communications under this Agreement shall be in writing, by certified mail-return receipt requested, and shall be sufficiently given if delivered to the addresses in person or if mailed, postage prepaid as follows:

Donald F. Kihlstrom RD#3, Box 350

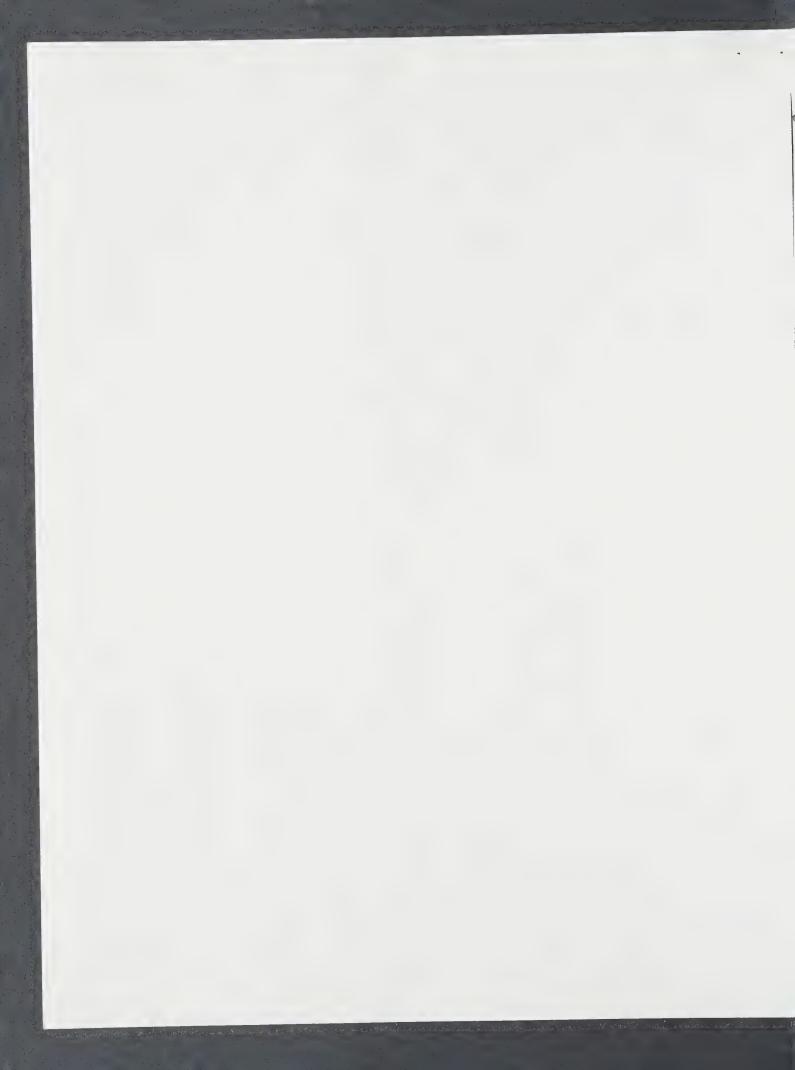
Lafayette, NJ 07848

Robert McDermott RR#1, Box 227

Augusta, NJ 07822

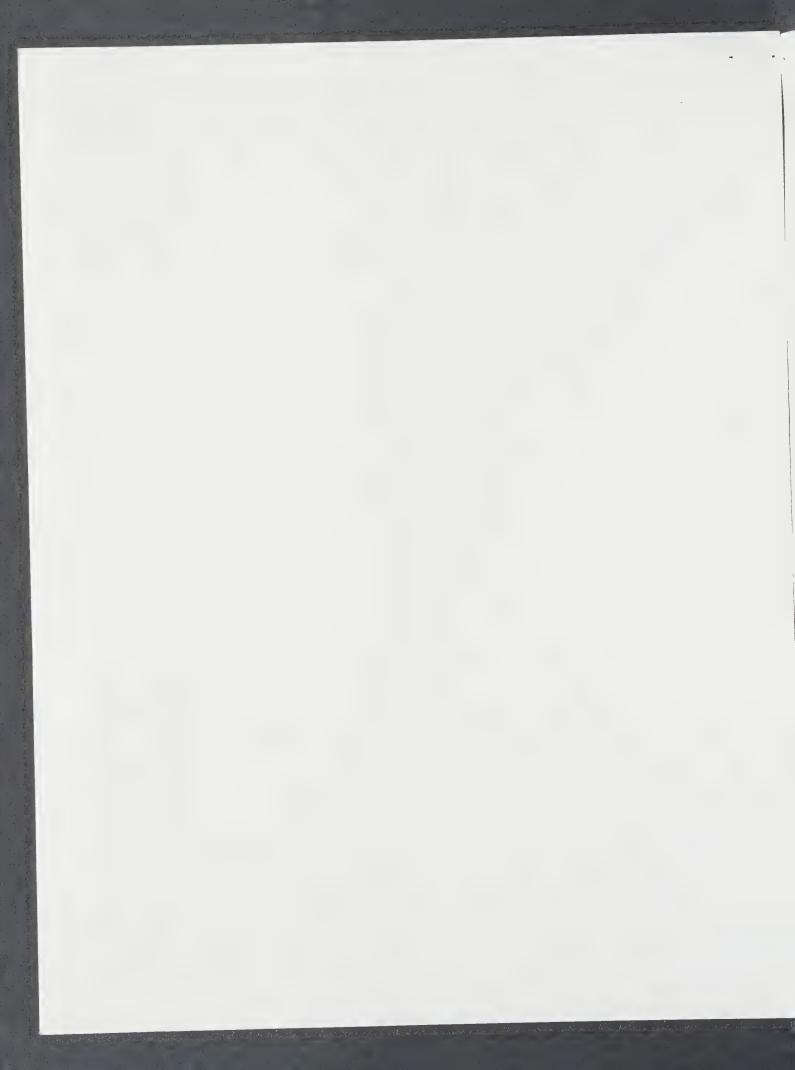
or to such other address as any of them, by notice to the others, may designate from time to time. Except as otherwise provided in this Agreement, time shall be counted to or from the date of delivery or of mailing, as the case may be.

- 14. Agreements by Company. In consideration of the promises, the Company agrees for itself and its successors and assigns:
- A. Insofar as is proper or required, its consents to this Agreement;
- B. It will not transfer of reissue any of its shares in violation of this Agreement or without requiring proof of compliance



with this Agreement.

- C. All share certificates issued by the Company during the life of this AGreement shall be endorsed as stated above; and
- D. Upon written request given to the Company's secretary by anyone required by this Agreement to make an offer, the secretary shall certify to him the price last fixed for a share.
- 15. Term of Agreement. This Agreement shall remain in full force until terminated in writing by all of the Shareholders then holding shares. This Agreement may be modified at any time by the written agreement of the Shareholders.
- 16. <u>Benefit</u>. This Agreement shall be binding upon the parties and their legatees, distributees, legal representatives, successors and assigns.
- Shareholders purchase a deceased or disabled Shareholder's stock pursuant to Paragraph 7, the Company shall indemnify and hold harmless the deceased or disabled Shareholder and his respective heirs, executors, administrators and assigns from any and all personal liability and against all claims, demands, damages or costs which said deceased or disabled Shareholder or his estate may incur by reason of any personal act, omission, pledge, guaranty, liability or obligation for which the deceased Shareholder might have been liable or responsible for had said Shareholder remained with the Company and not transferred his stock purchase to this Agreement.
- 18. Collateralization. A Shareholder may not pledge, hypothecate, assign, lien or otherwise encumber any stock in the

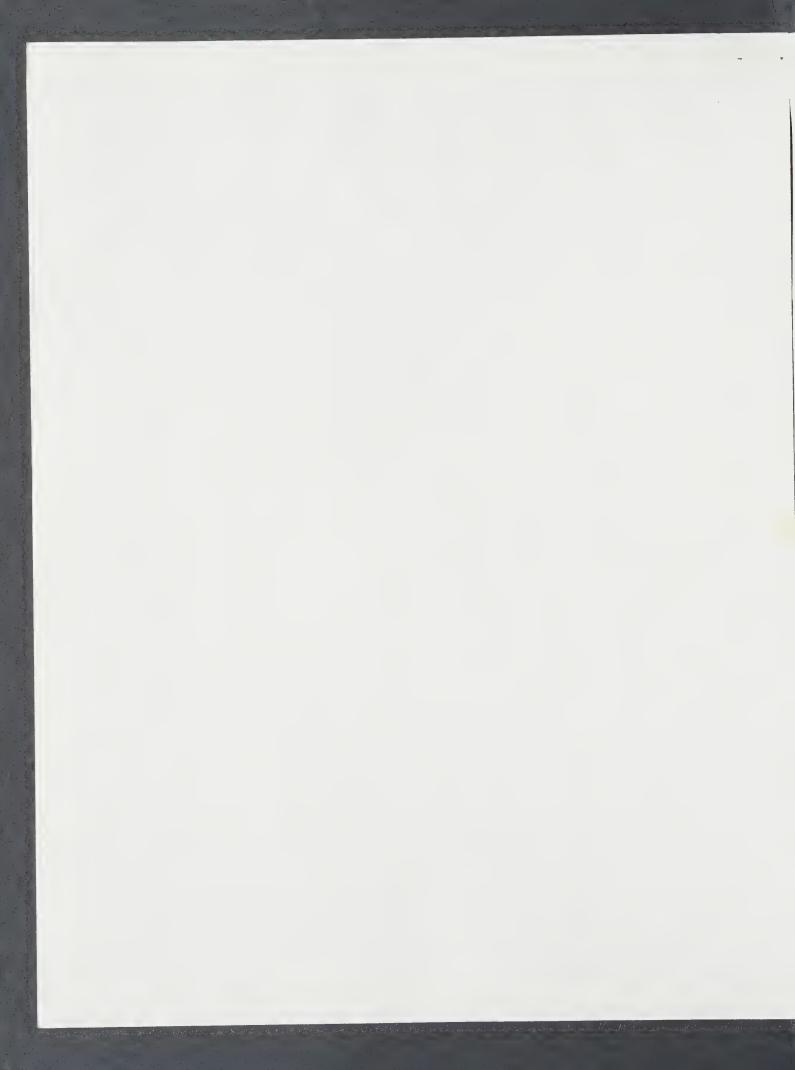


Company without the other Shareholders' written consent, which consent shall not be unreasonably withheld.

19. <u>Governing Law</u>. This Agreement shall be governed and interpreted by the laws of the State of New Jersey.

IN WITNESS WHEREOF, the Shareholders have signed this Agreement and the Company has caused its corporate name and seal to be hereunto signed, affixed and attested by its proper officers.
WITNESSES:

		Donald F. Kihlstrom
		Robert McDermott
		Robert McDelmott
Attest:		LAFAYETTE MILL MARKET, INC.
	Secretary	President



# APPRAISAL REPORT OF THE LAFAYETTE MILL ANTIQUE CENTER

LOCATED ON

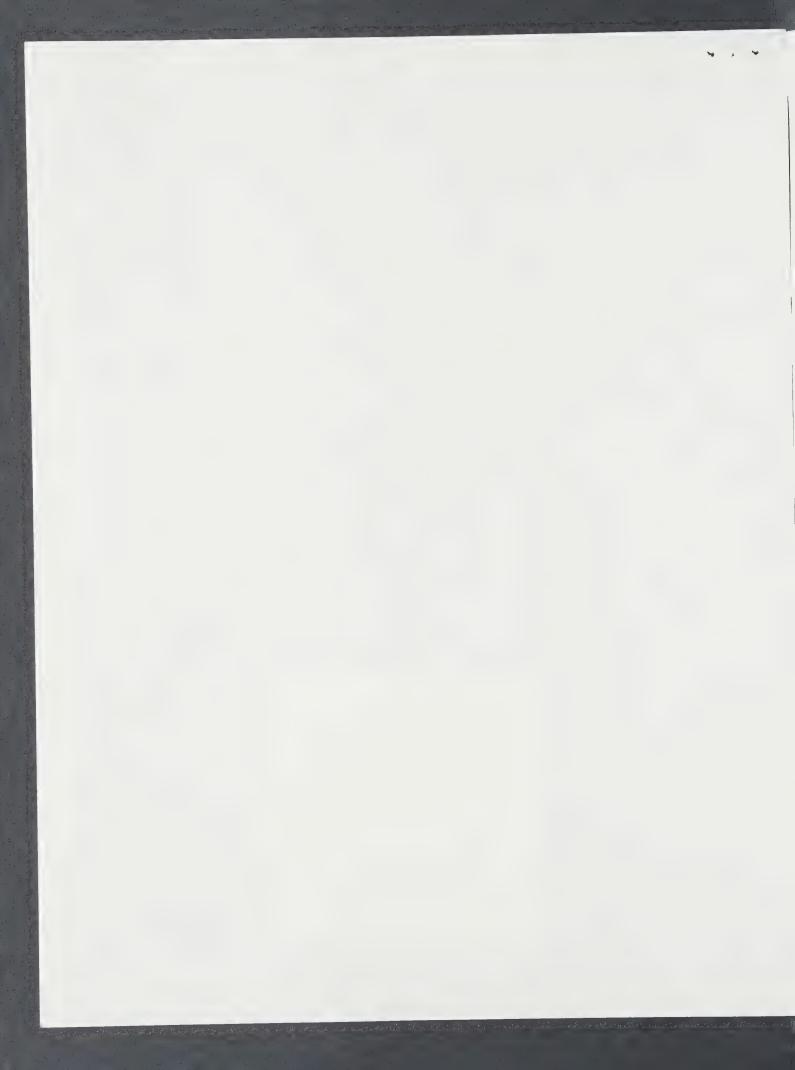
MORRIS FARMS ROAD LAFAYETTE, NEW JERSEY

PREPARED FOR:

DONALD KIHLSTROM
AND
ROBERT McDERMOTT

APPRAISED BY
C.J. SULLIVAN, SRPA, MAI
115 ROUTE 46, SUITE 5-A
MOUNTAIN LAKES, NJ 07046
PHONE# (201) 334-6000
FAX# (201) 335-9652

Appraisal report



March 7, 1991 RE: The Lafayette Mill Antique Center Morris Farms Road Lafayette, NJ Dear Mr. Kihlstrom: of a corporation.

In accordance with your request, I have valued the income stream for the above property to estimate the market value as defined in the accompanying report. The function of the appraisal is to estimate the market value for the formation

Following this letter is an appraisal report of the subject property. I have inspected the property and have made all necessary investigations and analyses, utilizing the Income Approach to Value per the clients specific request.

The appraised property consists of an antique retail mill containing 16,000 square feet of net rentable area. I appraised the real estate only. It is my opinion, substantiated by the following report that the subject property has a market value as of March 1, 1991 of:

#### ONE-MILLION FOUR HUNDRED THOUSAND DOLLARDS

(\$1,400,000)

I further state that I have no interest, present or contemplated, in the property or the owners.

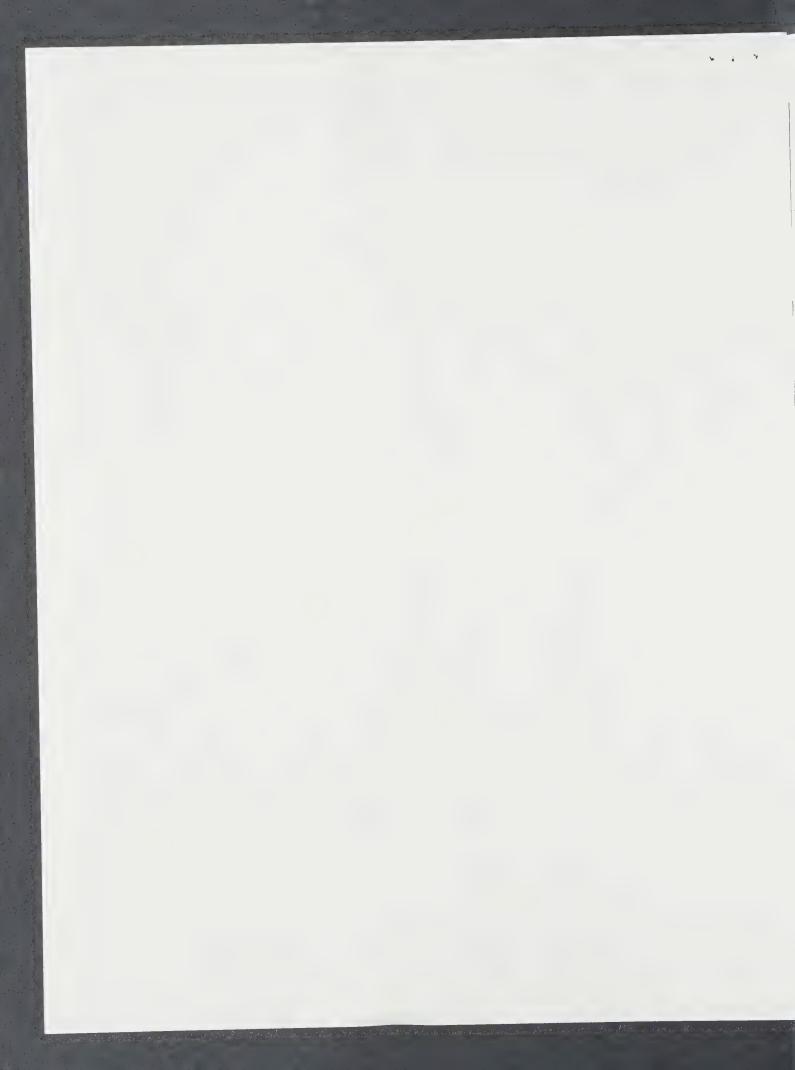
If you should require any further data, please contact me at your convenience.

Very truly yours,

Christopher J. Sullivan

Appraiser SRPA, MAI

CJS:1md enclosure

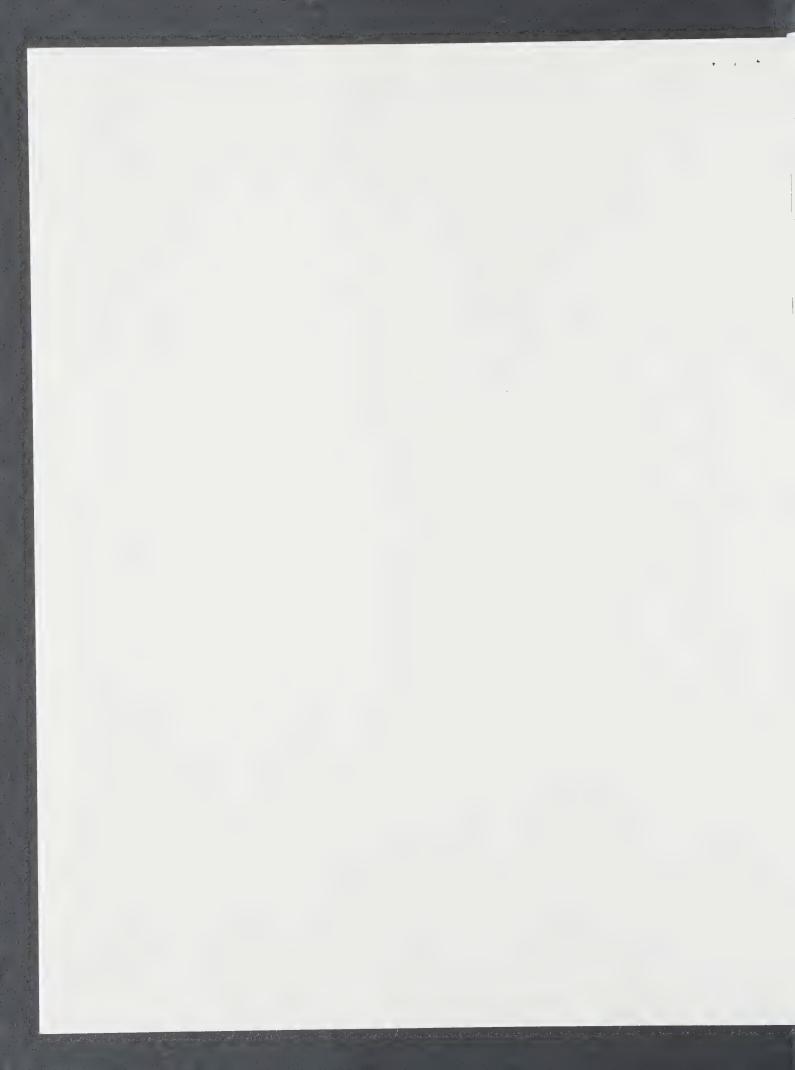


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# ADDENDA

SUBJECT PHOTOGRAPHS
ZONING
FLOOD PLAIN MAP
OWNER SUPPLIED RENT ROLL



### ASSUMPTIONS AND LIMITING CONDITIONS

Disclosure of the contents of the report is governed by the ByLaws and Regulations of the American Institute of Real Estate Appraisers of the National Association of Realtors and the Society of Real Estate Appraisers. Neither all, nor any part of the contents of this report (especially as to conclusions of value, the identity of the appraiser, firm with which connected) shall be conveyed to the public through advertising, public relations, news, sale or any other means of communication without the prior written consent and approval of the author. Neither all nor any part of the contents, shall be quoted or referred to in any report, financial statement or in any document filed with any governmental agency without the written consent of the author as to the form and content of said disclosure.

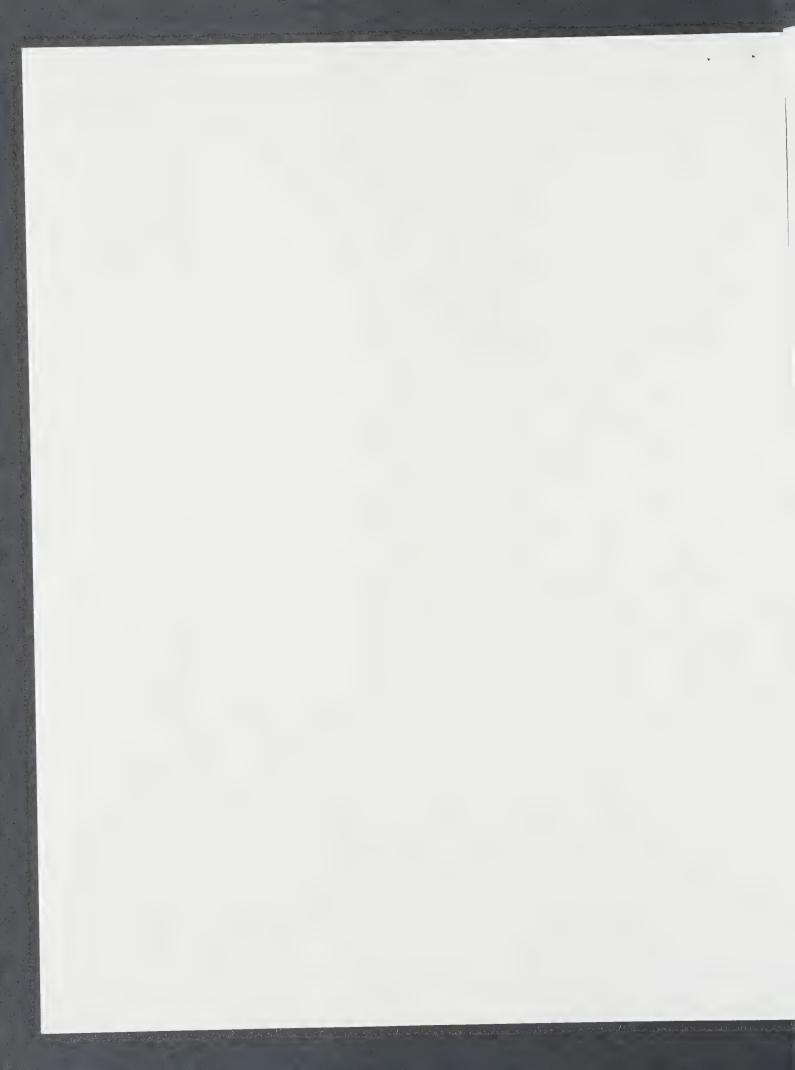
The appraiser, by reason of this report, is not required to give testimony in court, unless proper notice, arrangements and compensation terms have been previously made therefore.

All information, including financial operating statements, along with estimates and opinions obtained from parties not employed by Sullivan & Company are assumed to be true and correct. No liability resulting from misinformation can be assumed by the appraiser.

Author has no responsibility for matters of a legal nature, question of survey, opinions as to title, soil or subsoil, conditions, engineering or other technical matters. Any sketches prepared by the author and contained within the report are included solely to aid the user of the report in visualizing the property and/or its location. Each finding, prediction assumption or conclusion contained herein is that of the author and is not to be considered as an assurance that an event will or will not occur. The property is assumed to have good title, be free and clear of all liens, encumbrances and defects of the title expecting those specifically cited within this report.

The estimated operating results set forth in this report are based upon an evaluation of the present general level of the economy of the area, neither takes into account nor makes provisions for the effect of any sharp rise or decline in local or general economic conditions. I do not warrant that the estimates will be attained, but they have been prepared on the basis of information obtained during the course of the appraisal, and are designed to reflect the expectations of investors.

It is an assumption of this appraisal that the subject property does not have any major environmental problems such as radon, urea formaldehyde foam insulation or asbestos.



Property Owned By Donald Kihlstrom and Robert McDermott

Street & Number <u>Lafayette Meadows Road (RD #2 Box 24)</u> or RD #3, Box 350

City & State Lafayette, New Jersey 07848

Mailing address of current owner from current tax rolls

# APPRAISAL SUMMARY

Estimated Land Value Contribution \$ 400,000

Estimated Improvement Contribution \$1,000,000

Market Value \$1,400,000

The land and building breakdown is for illustration purposes. It has not been documented in this analysis.

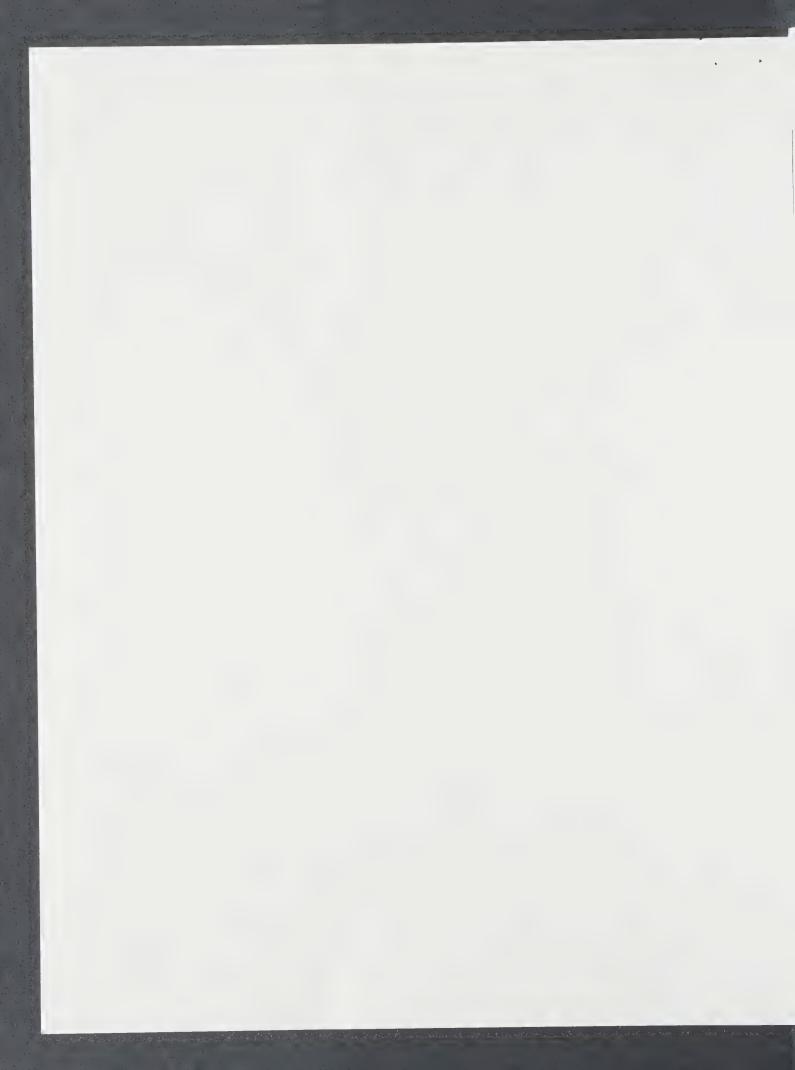
# PURPOSE OF APPRAISAL

To estimate Market Value in Fee Simple as of <u>March 1, 1991</u>
(Date of Inspection)

The Market Value is defined as:

The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller, each acting prudently, knowledgeable and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

- 1) buyer and seller are typically motivated
- 2) both parties are well informed or well advised, and each acting in what he considers his own best interest
- 3) a reasonable time is allowed for exposure in the open market
- 4) payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto
- 5) the price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.



#### SCOPE

Sources which shall be referenced are M.L.S. services, deed transfers, tax maps, financial tables, brokers and lawyers. For the purpose of this analysis, the Cost Approach and Sales Comparison Approach to Value were not calculated or reconciled into value.

FUNCTION OF THE APPRAISAL: To value the real estate only for formation of a Corporation.

#### LEGAL IDENTIFICATION:

Block: 7 Lot: 23 Land: \$ 48,700 Improvements: \$ 95,000

Assessment: \$143,700

Tax Rate: (4.18 per 100) x \$143,700 Total Tax: \$6,006.66 (based on 1990)

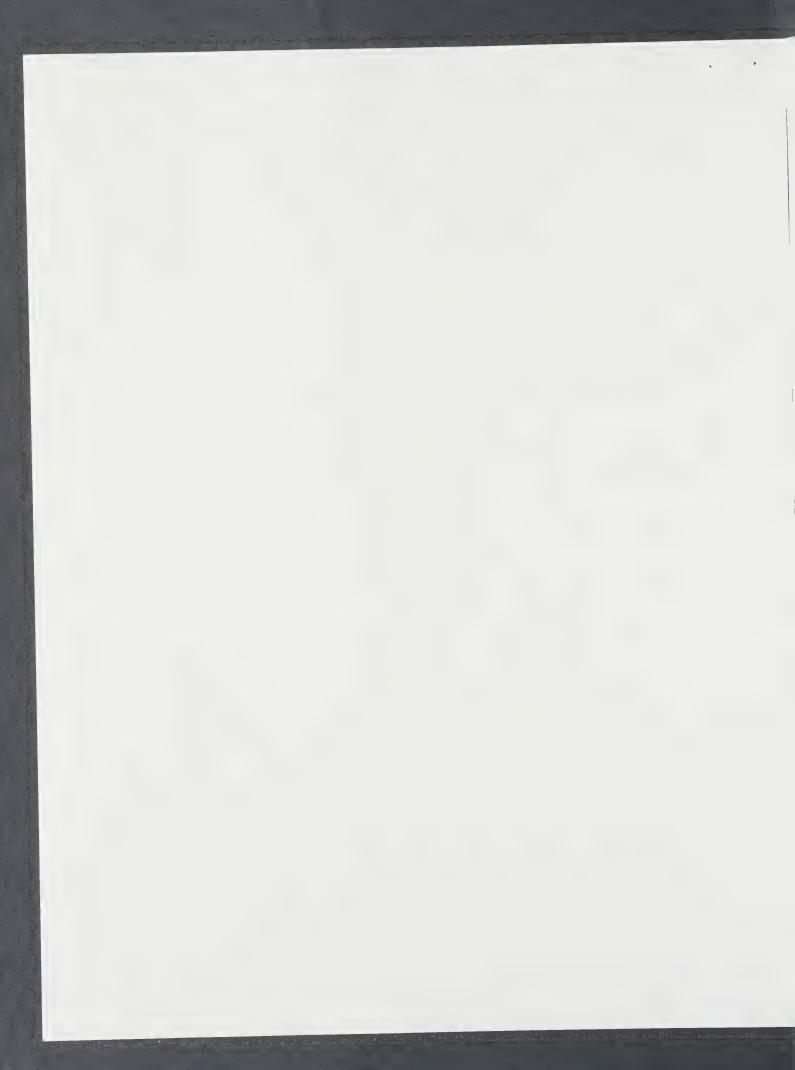
Special Assessments: None noted. Garbage paid outside of tax structure

Lafayette Twp will undergo a re-evaluation within the next year. Taxes may increase substantially over the next several years. This was not accounted for in this analysis. This could affect net income in the future.

#### HIGHEST AND BEST USE

The reasonably probable and legal use of vacant land or an improved property, which is physically possible, appropriately supported, financially feasible, and results in the highest value. The four criteria the highest and best use must meet are legal permissibility, physical possibility, financially feasibility, and maximum profitability.

The subject is a 16,000 square foot of net rentable retail area that is situated on a 2.4 acre parcel. The buildings are old and are average quality construction. They have all been renovated and stabilized over the last 10 years. This has substantially reduced the effective age. The subject represents a use that exists through a variance. This has enabled the property to generate excellent gross revenues. The subject, as improved, represents an interium use which represents the highest and best use as long as the buildings are well maintained and managed.



#### NEIGHBORHOOD DATA

TREND: Stable to improving DETRIMENTAL CONDITIONS: None Noted
DISTANCE TO SCHOOLS: 1 mi CHURCHES: 1 mile STATION: Bus to NYC 1 mile
STORES: Located in Central Business District of Lafayette

Currently the subject property is typical for the neighborhood.

#### COMMENTS:

The subject is located (1) building back from the corner of Route 15 and Morris Farms Road. The Paulins Kill River runs along the easterly property line of the subject. Access to Routes #46 & #206 are within close proximity. Services available include telephone and electricity. The Lafayette Fire Department is volunteer. State police service this area of Sussex County.

#### SITE\_DESCRIPTION:

LOT SIZE: 2.4 acres (irregular in shape)

TOPOGRAPHY: Level at grade.

LANDSCAPING: Minimal

STREET PAVEMENT: Macadam CURB: Concrete

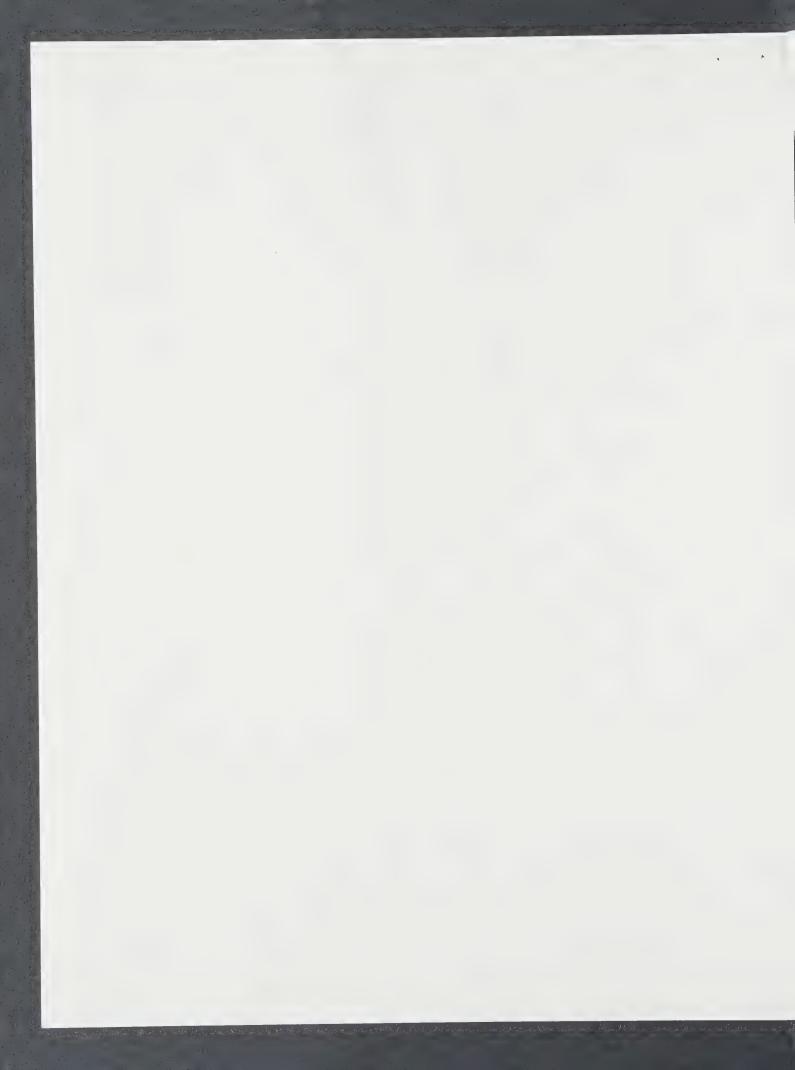
SIDEWALK: ConcreteSANITARY SEWER: None SEPTIC: New septic

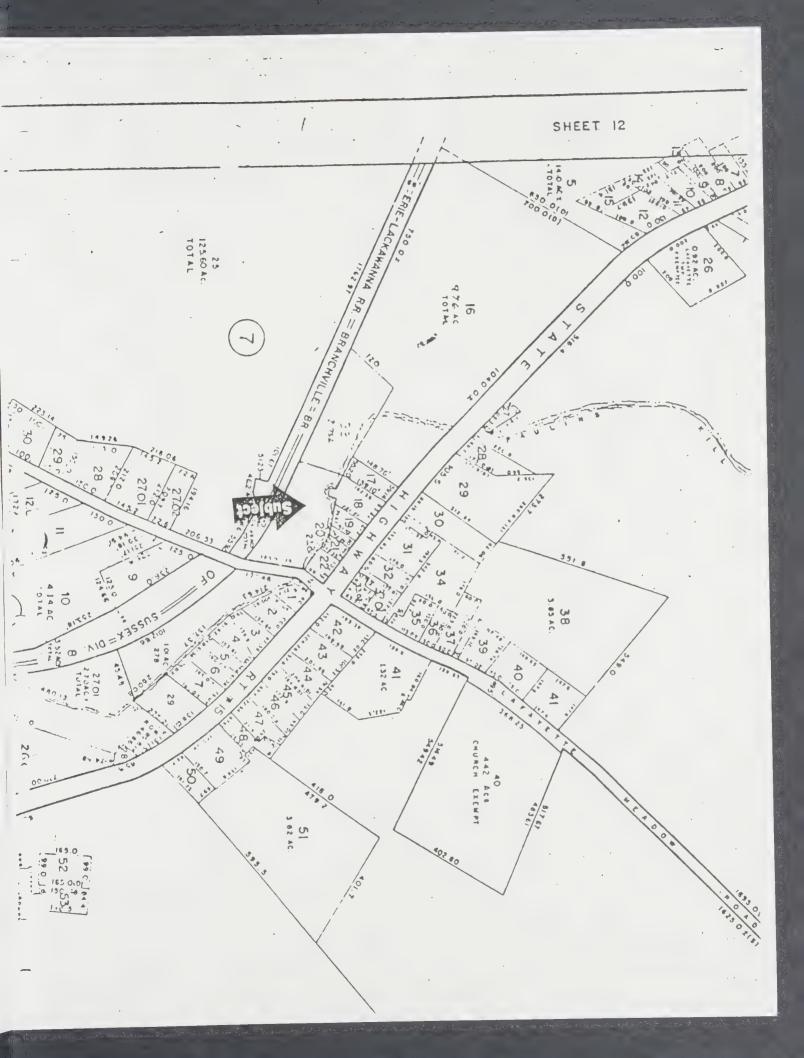
WALKS: Concrete

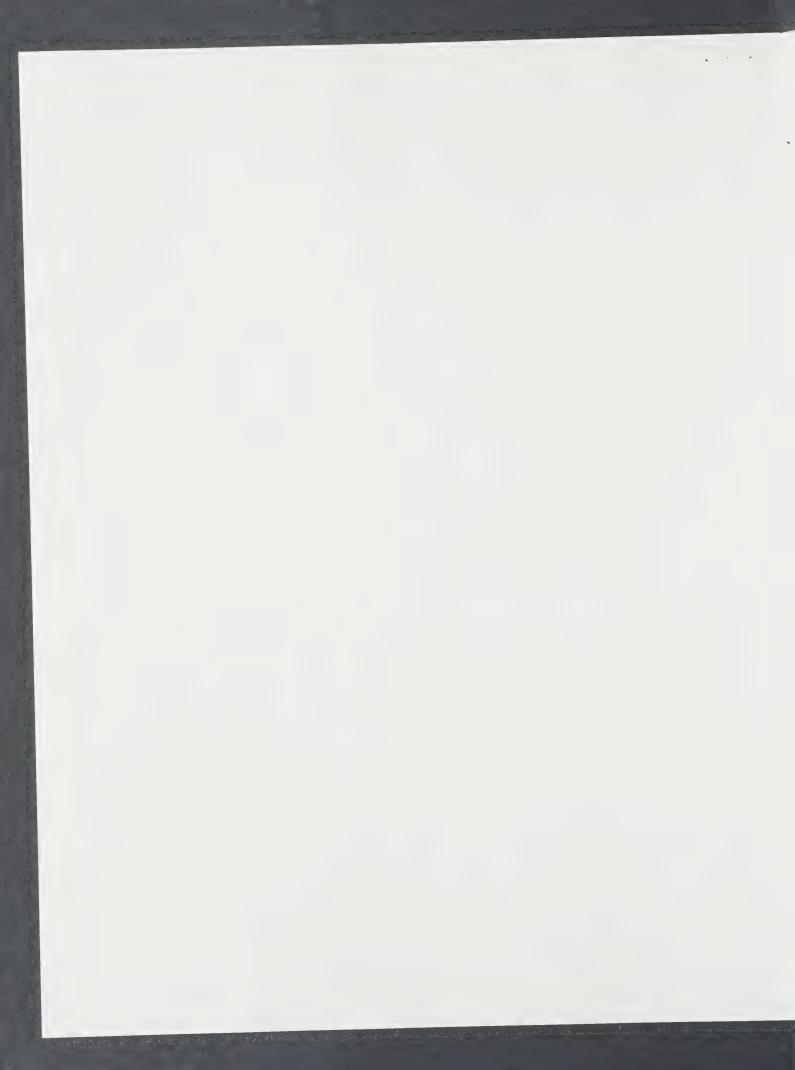
The subject property is partially located in a flood plain area. This section is designated as Zone "A". Refer to the addenda for the map.

ZONING: The subject is located in an B-1 district. The property represents a pre-existing non-conforming use. Refer to the addenda for a copy of the zoning map and ordinance.

FINANCING: Regional commercial financing is typical for this type of structure. Rates are from 11-12%. The term is up to 5 yrs with payments calculated on a 25-30 year payout. Points vary with the lender and range from 2 to 3. Rates have been fairly stable over the last 2 years. This trend is expected to continue for the next 12 months. Rates were verified on the regional and national levels through the American Life Insurance Quarterly publication.







#### IMPROVEMENT ANALYSIS

The improvements consist of four (4) detached frame and masonry buildings constructed from 1859. The major structure is a clapboard-sided cider mill that was converted into a retail store for antiques. This frame structure has post-beam construction with a slate and asphalt shingle roof on a stone foundation. Some of the area has an unfinished basement, while other ground level areas have been improved and serve as retail space. The floors are planks and plywood, and the walls and ceiling are wood.

The electrical service has been upgraded, and there are various lights throughout the building controlled by various panels. The bathrooms contain electric heaters to prevent the pipes from freezing during the week when the heat is shut off. There are six (6) heating systems which are fired by propane or oil.

The interior is open with some areas having minimal partitions to separate each vendor. Others use furniture to provide their boundries. It has been renovated, yet is in keeping with the antique flavor of the mill. No major repairs were noted on the interior or the exterior.

The craft barn is a two-story structure with a concrete and plywood floor and some insulation behind plywood walls. It has a newer electric service and is heated by an oil-fired forced air furnace. It was in good condition with no major repairs noted.

The saw shop is a block building with its own electric and propane forced air heat. It is in good condition and houses a tool shop.

The front building contains a general store and restaurant on the first level with a kitchen, lavatory, and is finished with antique charm. The gallary on the second level was a former theatre and is one large room with a stage. The main room has high ceilings and is divided with non-ceiling height partitions to separate a bedroom area off the living room. The stage consists of a semi-modern kitchen and bath. The condition of this space is good, and it is attractive and unusual for this area. There is also an apartment area below the stage, which has a lavatory and is in average condition.

The foundation walls are stone with a concrete floor. The basement is rented as storage area and also houses two (2) hot water heaters and the oil-fired forced air furnace. All of the facilities have adequate electric service. The overall curb appeal of the subject is very good.

In summary, the improvements are in good condition. Overall, the improvements are charming and provide a good setting for its present use as a retail antique market.



#### APPRAISAL PROCESS

#### THE COST APPROACH:

An appraisal technique wherein the components (land and improvements) are valued separately. The aggregate sum of the component values provides and indication of market value. Basic to the cost approach is the principle of substitution. No prudent person will pay more for a property than the amount which he can obtain by purchase of a site and of the improvements without undue delay. Developer's overhead and profit are an integral part of anticipated cost new.

### The steps followed are:

- 1) Estimate the value of the site (land) as if vacant
- 2) Estimate the reproduction or replacement cost new of all the improvements excluding any that were included as part of the site
- 3) Estimate accrued depreciation from all causes(physical, deterioration, functional obsolescence and economic obsolescence)
- 4) Deduct accrued depreciation from the cost of the improvements to arrive at a depreciated value of the improvements
- 5) Add the site value to the depreciated value of the improvements to arrive at a value indicated by the Cost Approach

### THE SALES COMPARISON APPROACH:

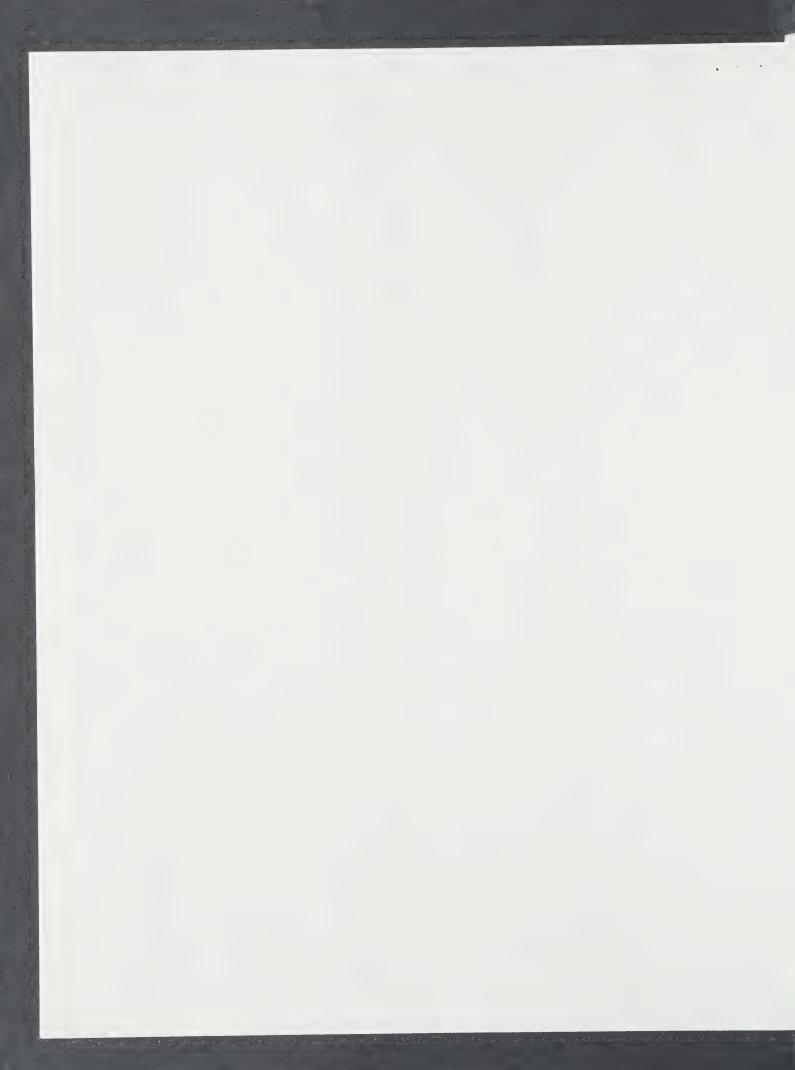
Traditionally, an appraisal procedure in which the market value estimate is predicated upon prices paid in actual market transactions and current listings, the former fixing the lower limit of value in a static or advancing market (pricewise), and fixing the higher limit of value in a declining market; and the latter fixing the higher limit in any market. It is a process of analyzing sales of similar recently sold properties in order to derive at an indication of the most probable sales price of the property being appraised.

#### THE INCOME APPROACH:

An appraisal technique wherein the anticipated net income is processed to indicate the capital amount of the investment which produces the net income.

In essence, all approaches to value (particularly when the purpose of the appraisal is to establish market value) are market data approaches since the data inputs are, presumably, market derived.

In this analysis, only the Income Approach to Value has been utilized per the clients specific request.



Refer to the addenda for a copy of the rent roll prepared by the property owner. This was used to establish the potential gross income in the base year. High gross income per square foot prices are typical among properties that are leased as free form market areas.

### GROSS INCOME ESTIMATE

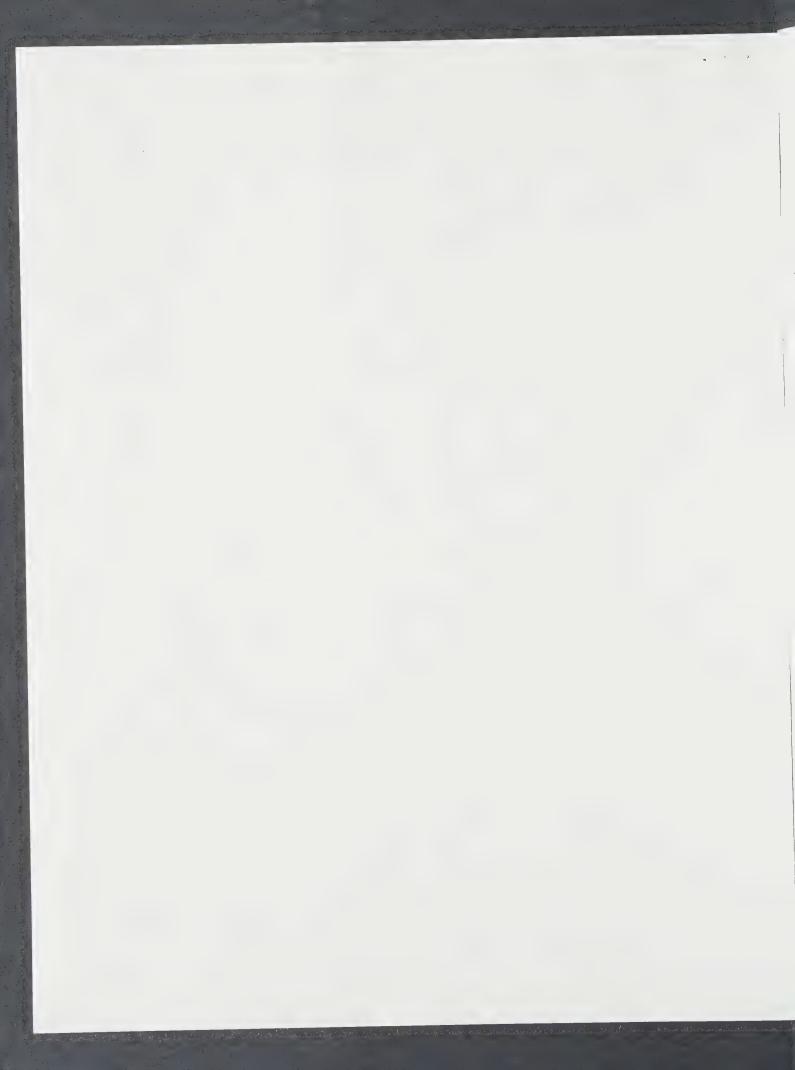
All buildings				
combined	16,000 sf(NRA)	@ \$13.78	gross	\$ 220,480
V & C 7%				(15,434)
Effected Gross				\$ 205,046
Expenses*				
Taxes	3%			
Insurance	1,8			
Utilities	6%			
Management	7%			
Maintenance	1%			
Miscellaneous	1%			
Reserves	21/2			
Total	21%			(43,060)
Stabilized Net I	ncome by end of	1991	Ś	161,986
Stabilized Net I		155,992**		
Calculated Capit		.11_		
*				
Value Indication	by Mortgage Ed	quity		
and Yield Capit	alization		\$1	,418,109
ROUNDED TO			\$1	,400,000

\*It is typical in the market place for the tenants to pay all utilities, gas, electricity, water and sewer.

\*\*J or K factor must be applied to beginning of year Net Operating Income.

3.7% was subtracted from end of year income.

Expenses were obtained from the owner and are expected to be accurate.



#### MORTGAGE-EQUITY DERIVATION OF CAP RATE

## 10 Year

### Assumptions

Ym	10 yrs 0	11½% with 3 points = .12
Rm	30 yrs 0	11½% = .1188
Ye	= 17%	equity yield
m	= .70	mortgage percentage
1-m	= .30	equity percentage
SFF	= .385	10 yr @ 20% equity yield

J factor calculations 17% for 10 years

 $1+(\Delta IxJ) = 1+ (.37x .266814) = 1.10$ 

The K an J factor were obtained from pre-calculated tables.

#### Full Band

.70 x .12 = .0840 .30 x .17 = <u>.060</u> .1440 (supports discount rate)

% paid off

.1188 x .70 x .0714 (.006)

Value change

.37 x .0385 (.0143) .1237

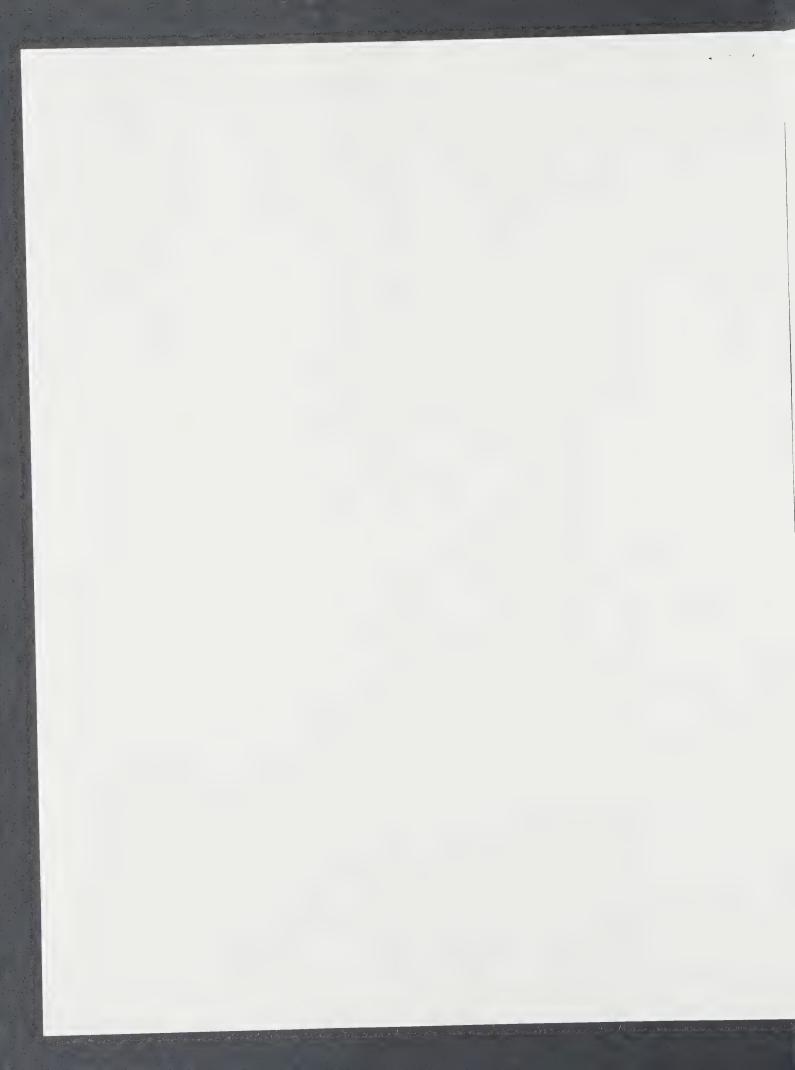
Simple\_Band

m x Rm = Weighted Rate

1-m x Re = Weighted Rate

Capitalization Rate

.70 x .1188 = .083 .30 x .09 = <u>.027</u> .110



#### DISCUSSION OF RATES

#### Discount:

- 1) Money paid at the beginning of a time period for the use of capital during that period; commonly deducted from the principal when the funds are advanced.
- 2) Conversion of future payments to present value.

### Discounted Cash Flow (DCF):

A set of procedures in which the quality, variability, timing, and duration of periodic income, as well as the quality and timing of reversions, are specified and discounted to a present value at a specified yield rate.

#### Discount Rate:

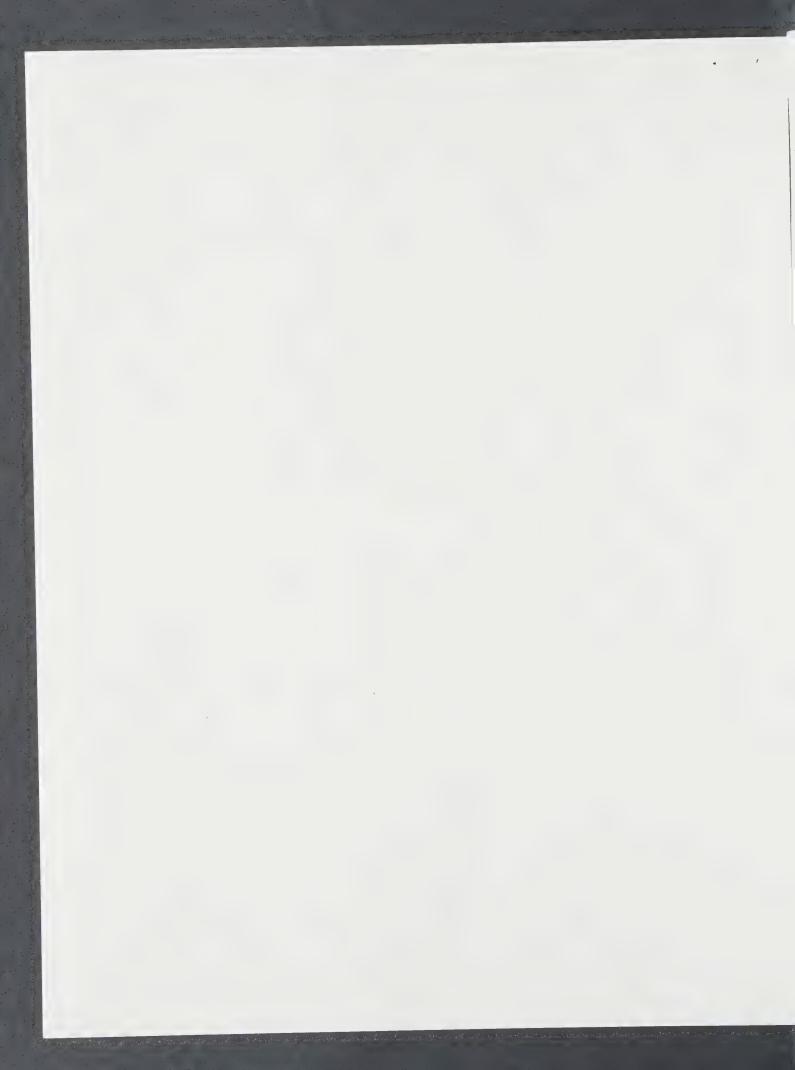
A rate of return commensurate with perceived risk used to convert future payments or receipts to present value.

#### Rate:

The ratio of one quantity to another, e.g, the ratio of net operating income to sale price or value is the overall capitalization rate.

#### Ratio:

The relationship between two similar magnitudes with respect to the number of times the first contains the second, either integrally or fractionall; e.g., the ratio of three to four may be written 3:4 or 3/4.



### DISCUSSION OF APPROPRIATE DISCOUNT RATE

According to the Federal Home Loan Board "Appraisals of any development type property must be discounted to a present worth reflecting expenses and the time value of money."

A discount rate as defined in "The Appraisal of Real Estate, Eight Edition, American Institute of Real Estate Appraisers," is a rate of return on capital used to discount future payments or receipts to a present value.

The selection of an appropriate discount rate involves an analysis of competitive rates of return.

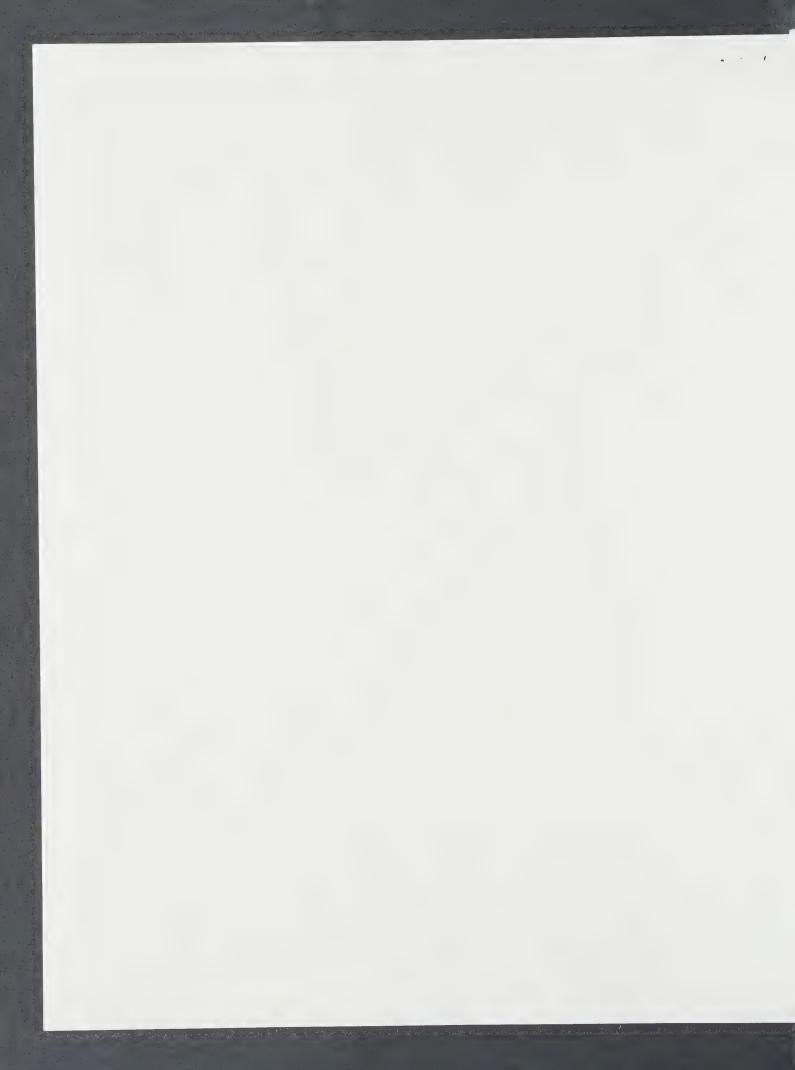
No precise method or generally accepted approach is used for deriving a discount rate, but the following process identifies the elements to be considered and shows how a meaningful rate of return can be derived.

<u>SAFE RATE</u>: This is the amount of return expected with a minimal amount of risk, it can be determined from a blend of current Treasury Bonds and Notes. A rate of 8% was felt appropriate in this appraisal.

LIQUIDITY: In reference to real estate, there is a lack of an instant market. An investor wishing to sell his real estate must often wait for a considerable period of time before he gets his desired price. This differs markedly from the case of an owner of a listed security who can merely telephone his broker and have the sale of his stock completed within minutes of his instructions to sell. in order to entice investors into the real estate market a higher return has to be considered in order to surpass the problems of liquidity. In most applications it has been found to be approximately 2%.

MANAGEMENT: In computing a proper discount rate, management of the property has to be considered. This is going to be a necessary part of the project, as in some cases the investor may be buying himself a full time job. Even if he or she does it himself or herself and has no cash outlay, in order to determine true return on the capital invested this matter has to be taken into account in a discounted cash flow analysis. This normally can be considered to average 2%.

PRICE & INTEREST RATE RISK: This is a cost which has to be considered over the holding period of the investment. It takes into account the fluctuating of the Prime lending rate and the increases and decreases in Real estate Market Value. At the present time it is felt that 2% is appropriate due to the unstable market. (continued)



#### SUMMARY OF THE DISCOUNT RATE

The Safe Rate: 8%

Lack of liquidity: 2%

Management: 2%

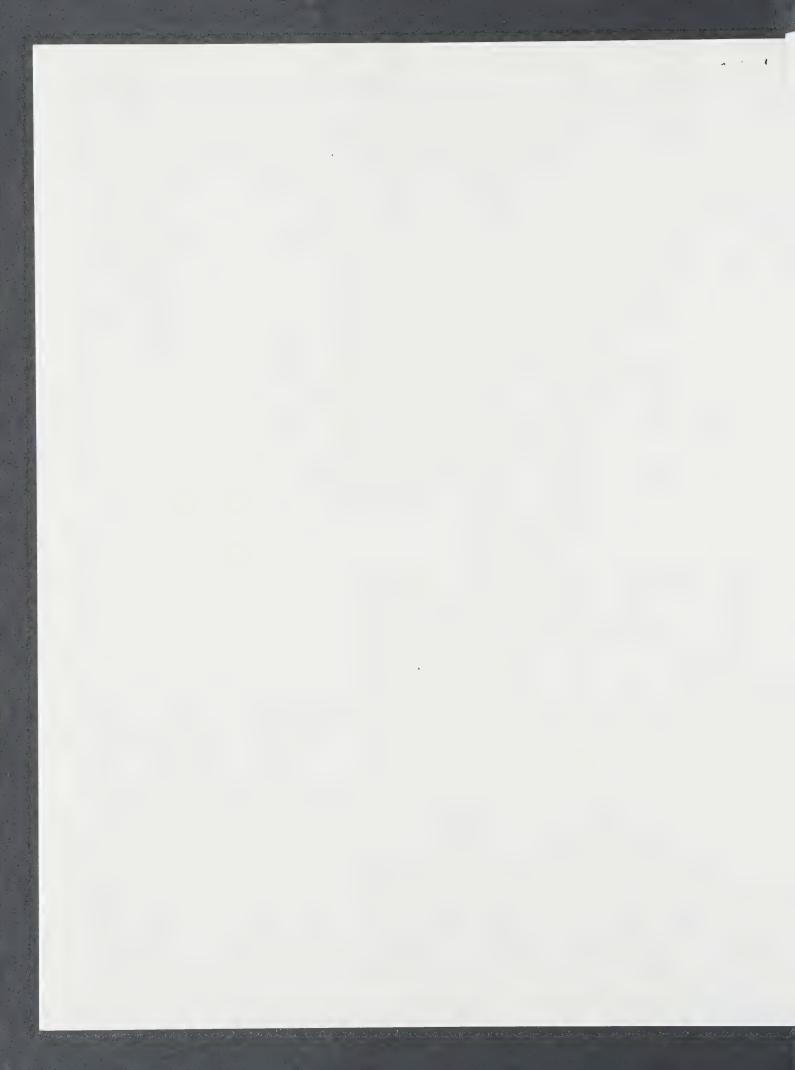
Risk: 2%

Total of the above: 14%

Over the past 12 months the safe rate has remained stable. As the real estate market throughout the region has continued to soften, liquidity risk has increased between .5% to 1%. This is also true for interest rate and price risk. Deflation in property values, has created a higher discount rate. Over the last 36 months an increase of 2% has been noted in the typical discount rate.

Anticipated lower interest rates in the near term should stabilize the discount rate at the 14-15% level. Due to the fact that most of the residential market is in a higher price range than the subject, 14% was felt to be appropriate for this analysis.

After review of the prevailing Market oriented rates of return and considering the current market, the estimated Discount Rate to be utilized in this appraisal is 14%.



#### EXPENSE ANALYSIS

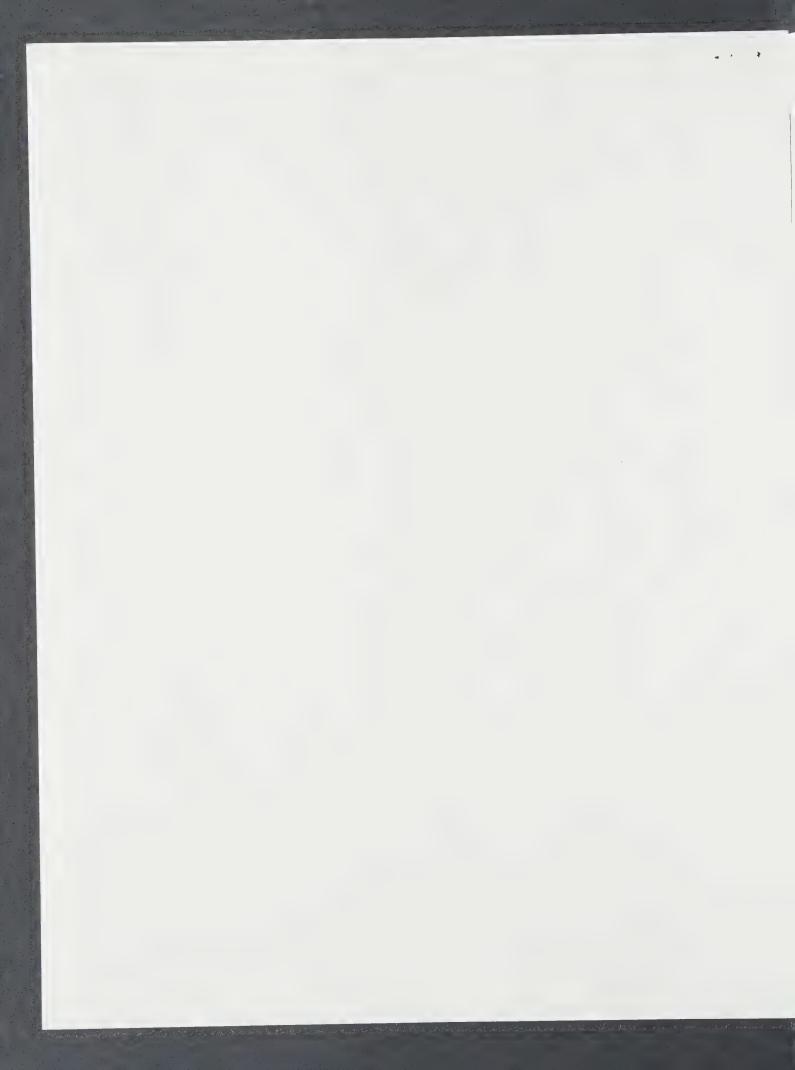
		1st	Year		Incr	eas	<u>se</u>		2nd Year
Effectiv	re Gross	\$ 20	5,046	х	1.0	)5		=	\$215,298
Expense	5	(40	3,060)	x	1.1	LO		=	(47,366)
		\$ 16	1,986						\$167,932
			Incr	ease Der	ivatio	n			
	\$ 5,946	=	.0367	7 increas	e in N	١.٥.	I.		
	\$161,986								
				CASH F	LOW A	NVI	LYSIS		
	(N.O.I.)			Increase	2	Ac	ljusted	Cash	
							Flow		Value
Year-1	\$ 161,986		X	1		\$	161,986		
Year-2	\$ 161,986		X	1.0367		\$	167,931		
Year-3	\$ 167,931		X	1.0367		\$	174,094		
Year-4	\$ 174,094		X	1.0367		\$	180,483		
Year-5	\$ 180,483		Х	1.0367		\$	187,106		
Year-6	\$ 187,106		X	1.0367		\$	193,973		
Year-7	\$ 193,973		Х	1.0367		\$	201,093	3	
Year-8	\$ 201,093		X	1.0367		\$	208,473	3	
Year-9			X	1.0367		\$	216,124		
Year-10	\$ 216,124		X	1.0367			224,055	2	
	sent Value		Cash	Flow Dis	counte	ed	@14%		\$ 961,571
	\$224,055		1.036			\$		3	
Terr	minal Capi	taliz	ation	Rate			.13 *		
						\$1	,786,754		
Discounted 0 14% for 10 years									
Present Value of Reversion						\$ 481,966			
Value by Income Approach via a									
	h Flow Mo	del							\$1,443,966
Rounded To:						\$1,450,000			

\*The going in cap rate was increased from 11% to 13% to allow for a suitable terminal cap rate. This rate is higher to adjust for all repairs required prior to marketing and other liquidation expenses.

### RECONCILIATION

The value indication via the cash flow analysis is greater than the stabilized, capitalized value. Both value indications support each other well. Cash flow value is considered most applicable because it better reflects how the property will perform over a 10-year period. Mortgage loans are based on lenders expectations in the future.

The most appropriate value via the Income Approach is estimated to be: \$1,400,000



### Qualification Of The Appraiser Christopher J. Sullivan, SRPA, MAI

#### Present Employment:

Sullivan and Company

115 Route 46, Suite A5 Mountain Lakes, NJ

126 Gleason Street, Delray Beach, FL

#### Professional Affiliations:

- 1. Member of the Appraisal Institute

  Member of the Appraisal Institute (SRA)

  Residential Member of the Appraisal Institute (RM)

  Senior Real Property Appraiser (SRPA)

  Member of the Appraisal Institute (MAI)
- 2. Member of Employee Relocation Council Certified Relocation Professional (CRP)
- 3. Member of the New Jersey Association of Realtors and the Passaic County Board of Realtors.
- 4. Licensed Florida real estate Broker
- 5. Licensed New Jersey real estate sales agent

### Type of Properties Appraised and Assignments Completed:

Land, industrial, residential, income-producing property, appeals, condemnations, feasibility studies, subdivision analyses.

#### Geographical area Covered:

Throughout northern New Jersey and Florida

#### Educational Background and Training:

Graduate of Hope College, Holland, Michigan, B.A.

#### Successfully Completed:

Professional School of Business Real Estate course

#### Society of Real Estate Appraisers:

Course 101 completed Morris County College Course 201 (Income Producing Property) Completed Upsala College

Narrative Report Seminar

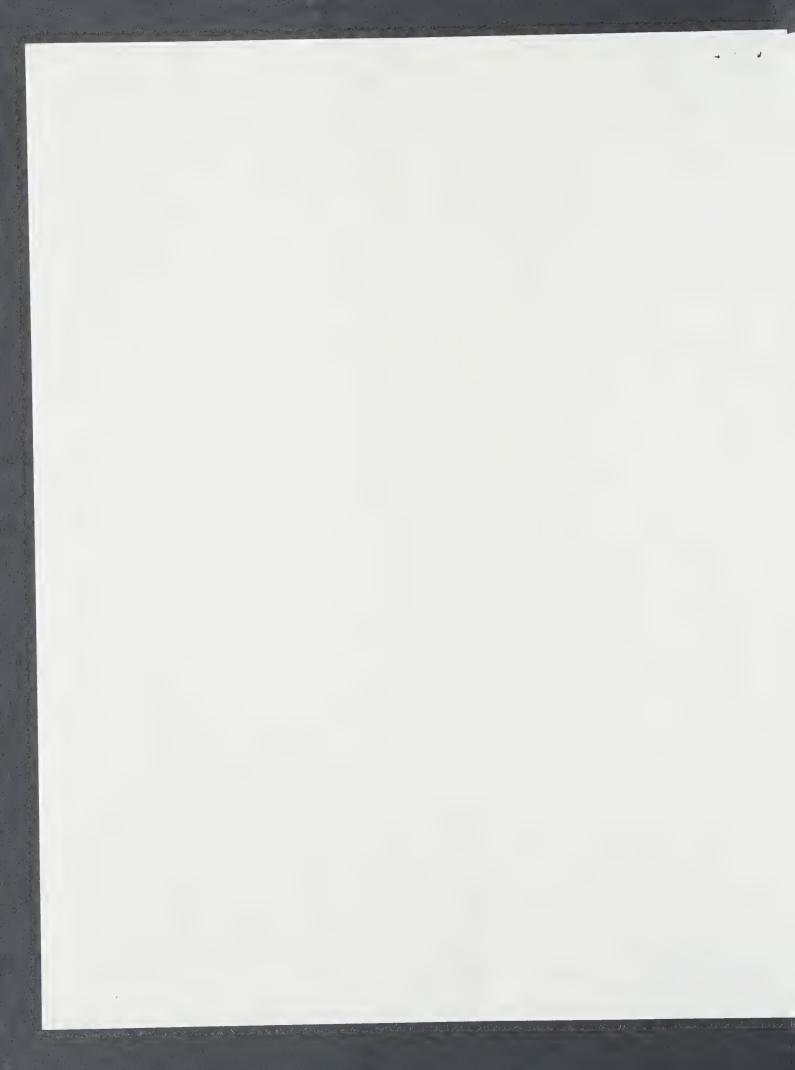
Appraisal Workshops

#### Institute of Real Estate Appraisers

Institute of Real Estate Appraisers Capitalization
Courses 1 and 2

Institute of Real Estate Appraisers Course 8,
Residential Appraising.

Institute of Real Estate Appraisers Course 3,
The Valuation of Rural Properties.



#### Signing Appraisals For:

#### CORPORATIONS

### LENDING INSTITUTIONS

American Can AT & T BASE Eastman Kodak E.I. DuPont Exxon General Motors Haskins & Sells Merck, Sharpe and Dohme Nabisco Brands New Jersey Bell Sperry Rand South Central Bell

Carteret Savings & Loan Citi-Bank Citizens First Chatham Trust Company Chemical Bank First Fidelity Bank Fortune Bank (FLA) Midlantic Bank & Mortgage Morris Savings Bank National Bank of Sussex County Princeton Trust Company Prospect Park Savings Summit Bank Corp.

### PUBLIC & GOVERNMENTAL AGENCIES RELOCATION SERVICES

# East Hanover Twp. Federal Home Loan Bank Board Florham Park Borough Madison Borough Morris County Parks Commission N.J. Department of Transportation Randolph Twp Municipal Authority Prudential Relocation Mgmt. Resolution Trust Corp Sussex County Municipal Authority Weichert Relocation Walpack Township

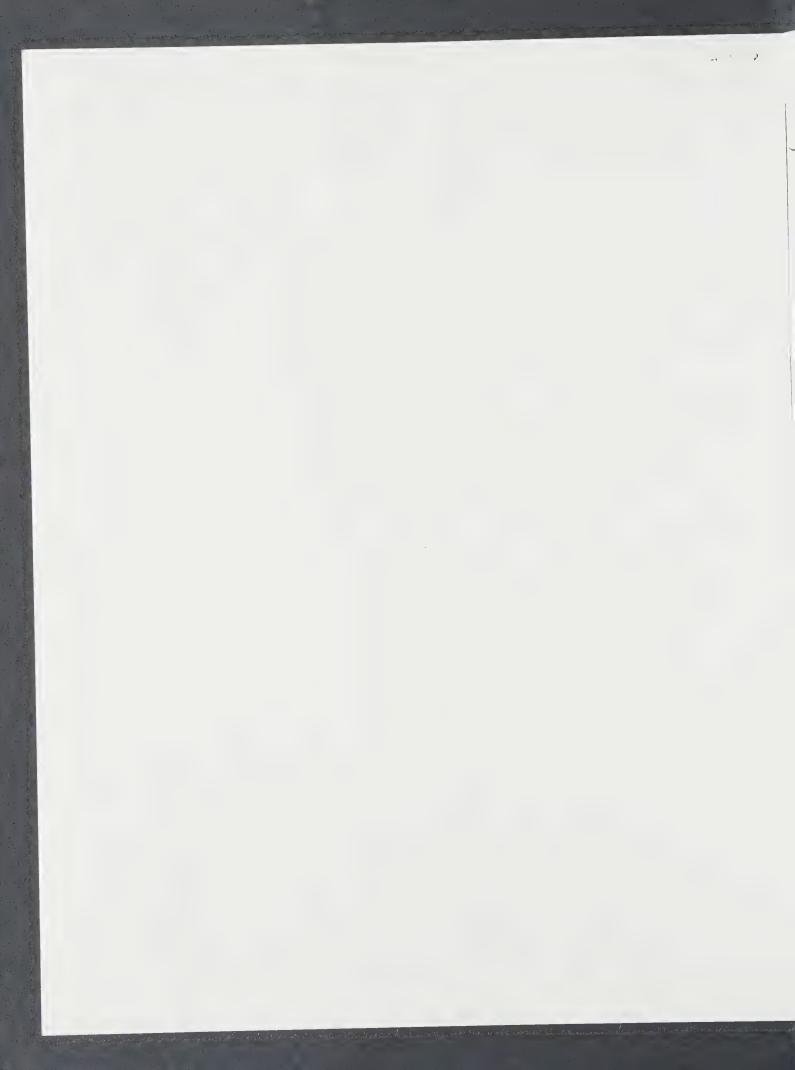
Associates Relocation Inc. Boatmen's Relocation Coldwell Banker Genesis Relocation Mgmt. Homequity, Inc. National Residential Mgmt. Relocation Resources Western Relocation

#### TESTIFYING\_BEFORE:

U.S. Federal Court; Various Superior Courts; Local Zoning Boards of Adjustment; Local Planning Boards

Involved throughout New Jersey and Florida in tax appeals and condemnation. Federal appointment to the National Academy of Conciliators. Appointment to the government relations committee for the American Institute of Real Estate Appraisers.

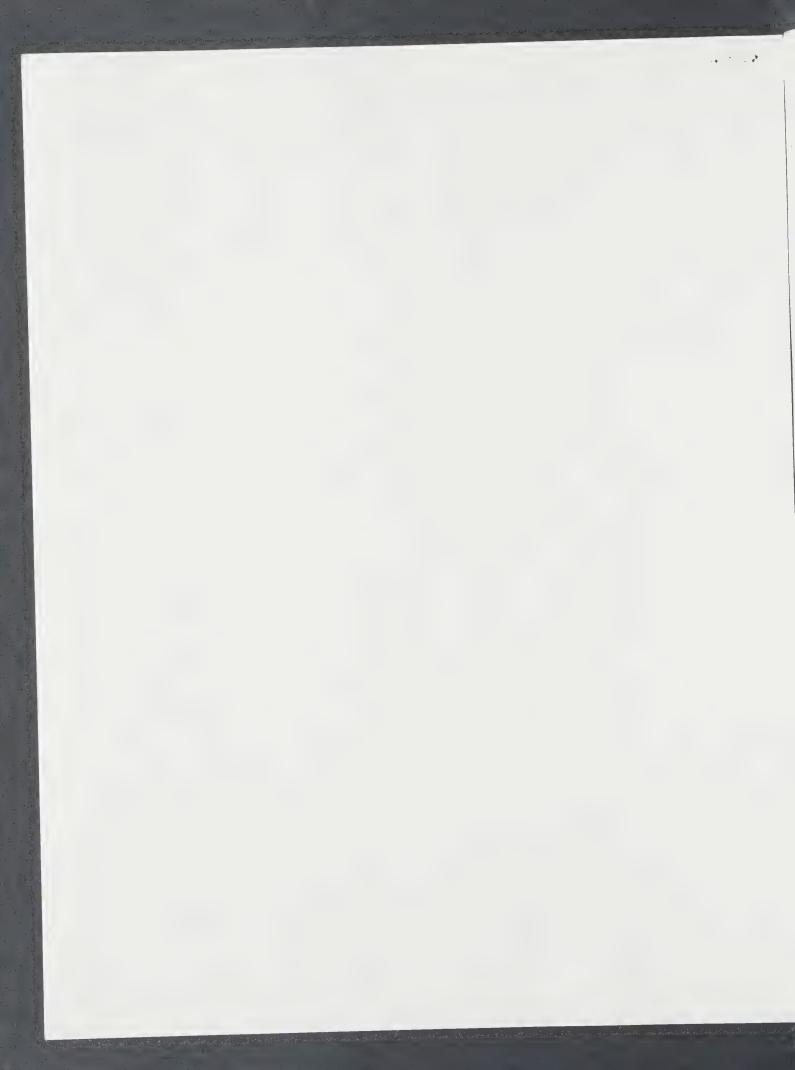
Currently certified through 1993 with the Appraisal Institute. Certified Florida Real Estate Broker through 1991.



#### CERTIFICATE OF APPRAISAL

The appraiser certifies and agrees that:

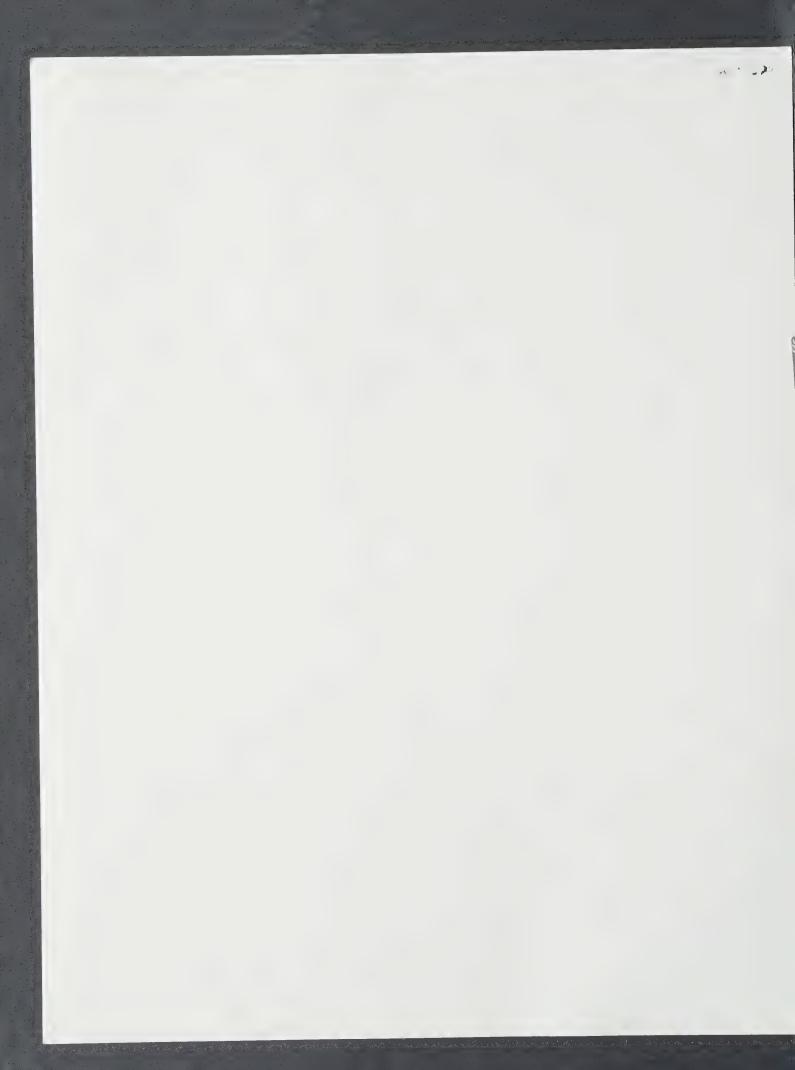
- 1) The appraiser has no present or contemplated future interest in the property analyzed; and neither the employment to make the appraisal, nor the compensation of it, is contingent upon the appraised value of the property.
- 2) The appraiser has no personal interest in or bias with respect to the subject matter of the analysis report or the participants to the sale. The "Estimate of Market Value" in the appraisal report is not based in whole or in part upon the race, color or national origin of the present owners or occupants of the properties in the vicinity of the property appraised.
- 3) The appraiser has personally inspected the property, and has made an exterior visual inspection of all comparable sales listed in the report. To the best of the appraiser's knowledge and belief, all statements and information in this report are true and correct and the appraiser has not knowingly withheld any significant information. Christopher J. Sullivan did inspect the property.
- 4) All contingent and limiting conditions are contained herein (imposed by the terms of the assignment or by the undersigned affecting the analyses, opinion, and conclusions contained in the report).
- 5) This analysis has been made in conformity with and is subject to the requirements of the code of professional ethics and standards of professional conduct of the appraisal organizations with which the appraiser is affiliated.
- 6) All conclusions and opinions concerning the real estate that are set forth in the analysis were prepared by the appraiser whose signature appears on the appraisal report, unless indicated as "Review Appraiser". No change of any item in the appraisal report shall be made by anyone other than the appraiser, and the appraiser shall have no responsibility for any such unauthorized change.
- 7) The Appraisal Institute conducts a voluntary program of continuing education for its designated members. MAI's who meet the minimum standards of this program are awarded periodic educational certification. I am currently certified under this program through September 15, 1993.
- 8) In 1983, the state of New Jersey enacted the "Environmental Cleanup Responsibility Act", or "ECRA". While ECRA applies primarily to industrial establishments, no judgement has been made by this appraiser as to the applicability of this act to the subject premises.
- 9) This appraisal assignment was not based on a requested minimum valuation or specific valuation or approval of a loan.

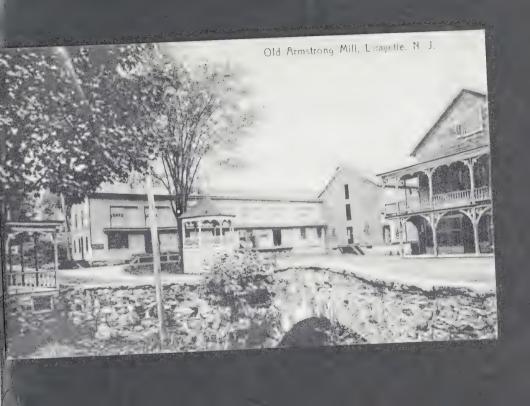


#### DISCLOSURE '

Disclosure of the contents of this Appraisal report is governed by the Bylaws and regulations of the Appraisal Institute. Neither all nor any part of the contents of this report (especially any conclusions as to value, the identity of the appraisers or the firm with which they are connected, or any reference to the Appraisal Institute or to the MAI designation) shall be disseminated to the public through advertising media, public relations media, news media, sales media or any other written consent and approval of the undersigned. My opinion of the Market Value of the subject property is: \$1,400,000. This value estimate applies as of: March 1, 1991.

Christopher J. Sullivan SRPA, MAI





The Old Armstrong Mill now houses 40 select antique dealers and 10 antique-related specialty shops, including the original Lafayette General Store. Just off Route 15 in Lafayette, N.J., the Lafayette Mill Antiques Center is open daily, except Tues. & Wed

(201) 383-0065

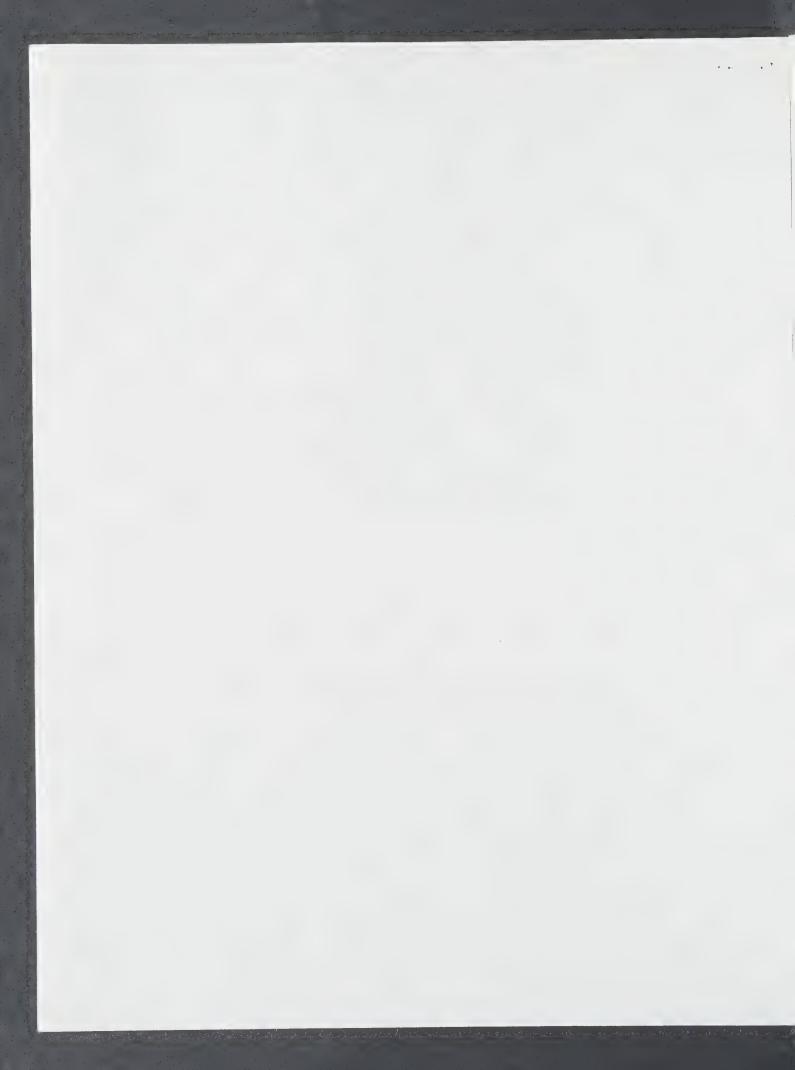


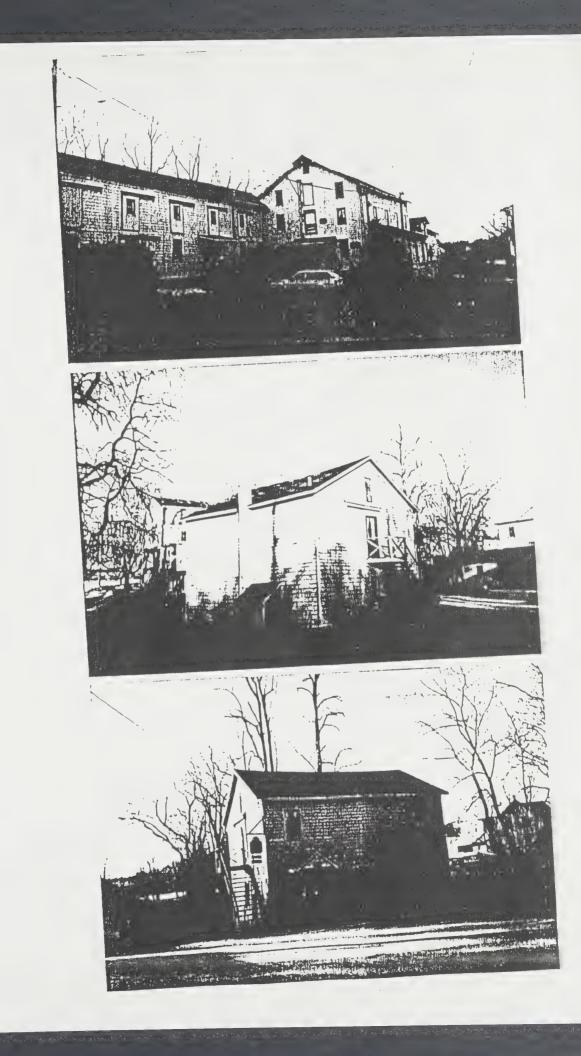
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# SUBJECT PHOTO









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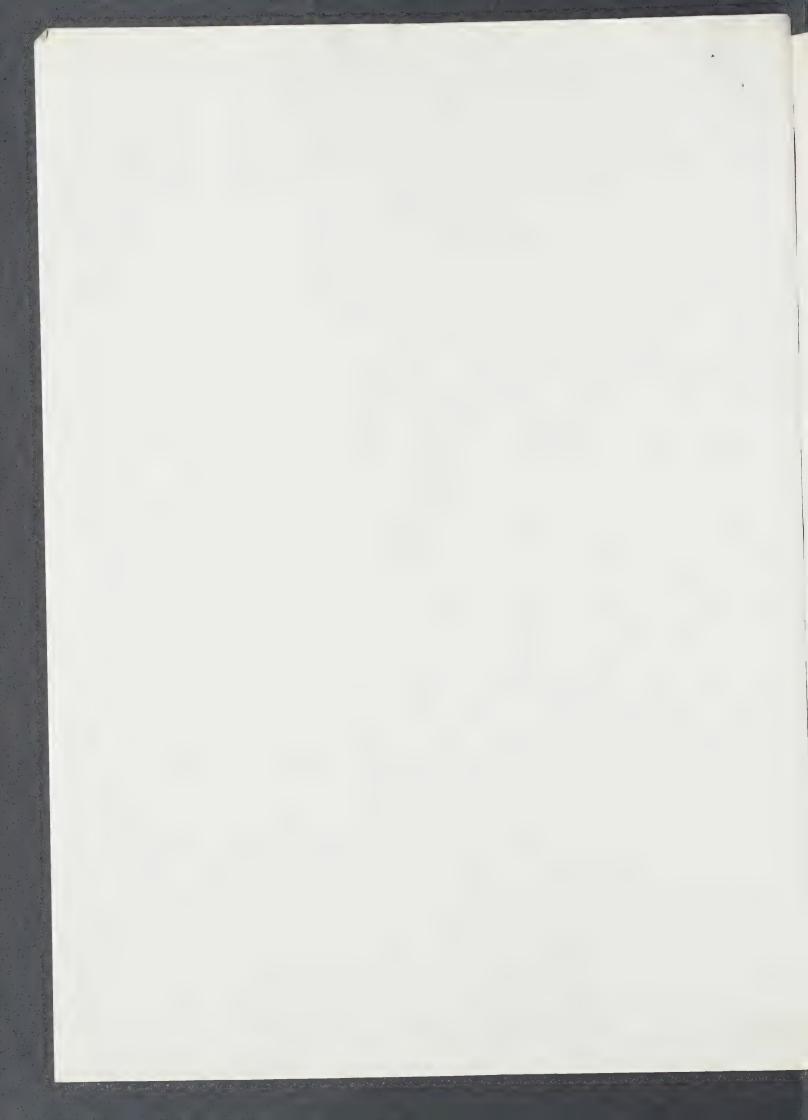
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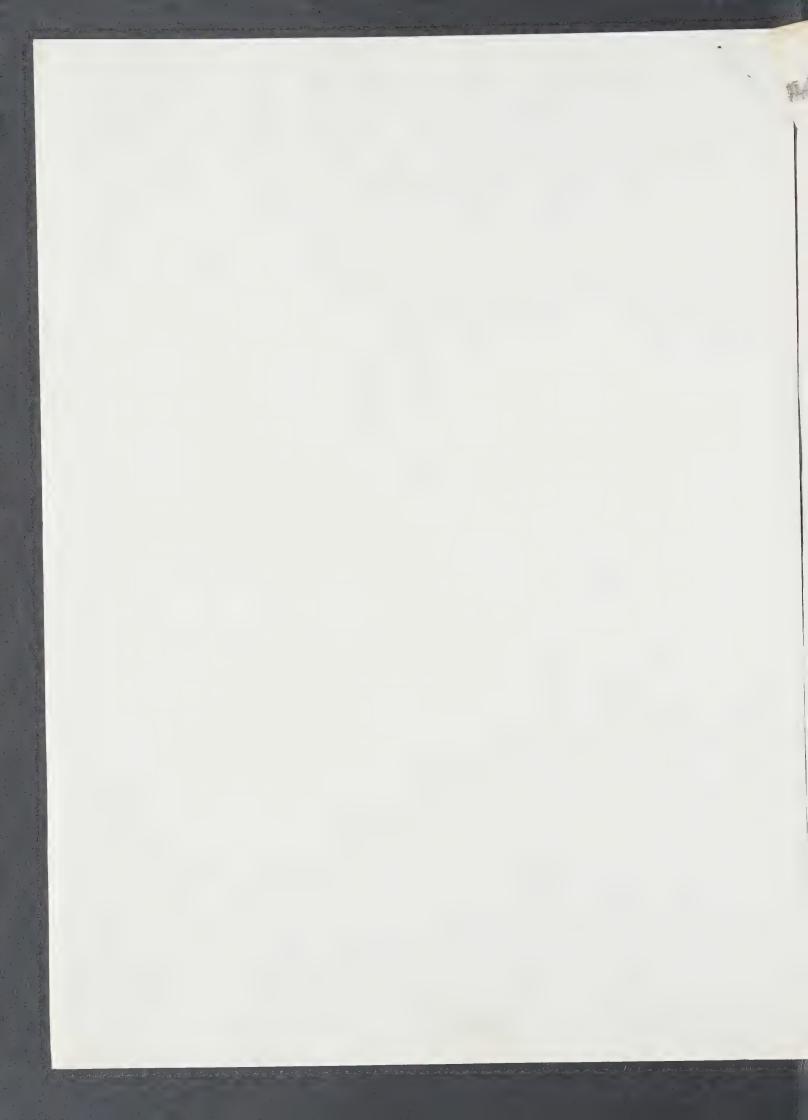
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April 20, 1983

Mr. Barry Young
Deer Trail Road
Box 225
Stanhope, New Jersey 07874

Dear Barry,

Thank you for your wonderful help last week.

Parting was so sad, because we had worked together wonderfully well for 11 years, and you are not only such a good human being, but such great fun to be with.

I have now had a chance to look at the portrait of Dr. May's with a magnifying glass, and it look like a delightful work and very saleable. If we can buy it, then I would, of course, be happy to share any profit with you.

Fond regards, also to Toshi.

Sincerely,

Alfred Bader

AB:mmh





# The Illustration Collector

Issue #35

1996

\$10.00



"The 'Apple Pie' Illustrators"

## "THE 'APPLE PIE' ILLUSTRATORS"

What is more emblematic of the ideals of middle America than a boy and his dog, baking a pie, a new car or kids playing baseball? In the eyes and imaginations of the prolific and talented group of illustrators included in this show, nothing. Our current exhibition focuses on a handful of popular artists who, while unaffiliated with one another, each sought to capture those everyday episodes most representative of the middle-American values that editors and advertisers wanted themselves associated with in the public's consciousness.

Of course this type of imagery has remained steadily popular since the rise of illustration in America. The selection of pictures assembled here covers the years from 1920 to approximately 1960. During this period, of course, much changed in America. One thing that did not change and probably never really will is the notion that an idealized storytelling image promotes sales, both of magazines and of other products.

While the likes of Norman Rockwell, J.C. Leyendecker, John Falter and Stevan Dohanos became famous painting just this sort of homespun imagery, our current exhibition focuses on artists who today are not on the tip of everyone's tongue. These illustrators contributed significantly to our perspective of their times, but are too often relegated to the footnotes of illustration history.

Much of the oversight that the "Apple Pie" illustrators have suffered is directly attributable to the fact that oftentimes these illustrators worked for smaller circulation, lower profile clients than did their more famous counterparts. After all, *American Druggist, The Rotarian, Capper's Farmer, Ruppert Beer, Red Heart Dog Food,* and for that matter even *Liberty* could not, and generally did not attempt to, compete with the likes of *The Saturday Evening Post, Collier's, Schlitz* or *Arrow Collar*.

If Leyendecker's preparatory efforts suggest Crepes Suzette and Rockwell's attention to detail suggests Napoleons, then Leslie Thrasher, Russell Sambrook, J.C. Damron and the other hardworking illustrators shown here are apple pie, through and through: straightforward, healthy ingredients lovingly prepared and presented with pride. Why not take home a slice today?!

—F.B.T.

Text & Research: Fred Taraba & Jim Pratzon • Photography: Jim Pratzon Design: Joshua Rubin & Fred Taraba • Production: Joshua Rubin • Electronic Imaging: Joshua Rubin

Front cover: item #1, page 3 • Back cover: items #44 & #45, page 11

Walt Reed • Roger Reed • Fred Taraba 

212/966-9444 fax: 212/966-9425

Illustration House, Inc. • 96 Spring Street, 7th floor • New York, NY 10012-3923

e-mail: illushse@interport.net • On the World Wide Web: http://www.interport.net/~illushse

For twenty years the fine art of illustration has been presented at our gallery. Between them, the directors have written numerous books and articles on illustrative art, including the definitive *The Illustrator in America: 1880-1980*. In each catalogue we exhibit only a small selection from our total inventory, so please write to tell us of your particular collecting interests. We can keep you informed as pictures arrive. We buy as well as sell works on a consignment basis, and we hold twice annual public auctions. Our gallery, located in the SoHo district of Manhattan is open to visitors for viewing. Our hours are: Tuesday through Saturday, 10:30–5:30. Appointments are appreciated.

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Appraisals: As a member of the Appraisers Association of America, Walt Reed can appraise illustrative artwork by piece, collection, or estate, for insurance, estate tax, donations, or other purposes. Please write or phone for details.

Subscription: \$10/copy. A subscription of \$24 covers three issues (\$30 outside USA). Back issues also available.



#### Russell Sambrook

1. Probable calendar illustration: Soldier surprising mom at Christmas. Pictured on catalogue cover.

**Howie Forsberg** 

2. Magazine cover: Man painting name on mailbox as postman looks on. American Weekly, May 24, 1953; The finished art included a "SOLD" sign which has been recreated since photography.

#### Russell Sambrook

3. Probable magazine cover: Man painting bus stop sign as kids watch., ca. 1935;





Revere F. Wistehuff (1900-1971)4. Magazine cover: Woman painting Christmas doll. American Girl, December 1932; 

F. Sands Brunner (1886-1954)5. Magazine cover: Young woman and birds at snowy feeder.

Country Gentleman, February 1936; oil on canvas mounted on board, 36 x 26.25", signed lr ..... \$8,000.



4

Con ( )



### Freeman Elliott









10







Revere F. Wistehuff 12. Comprehensive sketch: Woman calling dog at bathtime. Published version appeared in New York Herald Tribune. October 23, 1938: oil on unstretched canvas, 11 x 10.25", signed lr ...... \$300. Revere F. Wistehuff (1900-1971)❖13. Comprehensive sketch: Boy painting sign over doghouse. Published version appeared in Elks Magazine, August, 1930; Russell Sambrook 14. Probable magazine cover: Sleepy dog trainer and pup. Russell Sambrook 15. Probable magazine cover: Dog interupts a baseball game. 





#### Russell Sambrook

16. Magazine cover: Girl choosing valentine card at pharmacy. 4200 -

#### Russell Sambrook

17. Magazine cover: Boy whispering in grandfather's ear. *Capper's Farmer*, December 1939; oil on canvas, 23 x 20", signed lr .......\$2,800.





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#### Russell Sambrook

18. Magazine cover: Boy about to pull lock of sleeping father's hair. This Week, June 18, 1939; oil on canvas, 30 x 25", signed lr ......\$3,000.

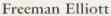
#### Paul C. Burns

(1910-1990)19. Magazine cover: Man photographing baby in high chair, boy with play camera.

American Magazine, October, ca. 1954;







20. Magazine cover: Couple, painting hearts on suspenders. 

(1896-1962)

Elbert McGran Jackson

21. Magazine cover: Wedding couple. Saturday Evening Post, June 6, 1931;





Elbert McGran Jackson 22. Story illustration: Groom with ring.

(1896-1962)

"Drilling the prospective bridegroom in the fine points of the wedding ceremony"
"They'd Do...", by Mildred Harrington, probably *Collier's*, ca. 1930;

Revere F. Wistehuff (1900-19) 23. Comprehensive sketch: Woman hanging curtains, man with telephone receiver.









24

#### Russell Sambrook

24. Magazine cover: Sailor, soldier and girl singing. "None but the brave"

Rotarian Magazine, December 20, ca. 1942;

#### Revere F. Wistehuff (1900-1971)

## Revere F. Wistehuff (1900-1971

26. Comprehensive sketch: Soda jerk with sweetheart. "Love's delight"



Russell Sambrook

#### Russell Sambrook

28. Probable magazine cover: Children watching man put up circus poster.

oil on canvas, 31 x 23", signed lr ......SOLD.

6800-







oil on canvas, 17 x 13", signed & dated ll ......\$1,300.











37





I. C. Damron	(1903-1989)
3. Billboard advertisement: Smiling	man with bottle of beer.
'Ruppert for that smile of pleasure"	
Ruppert Beer, ca. 1940;	
oil & gouache on board, 15.75 x 31",	not signed\$1,250
I. C. Damron	(1903-1989)
A Dille and adventionment Hat does	

34. Billboard advertisement: Hot dog on barbeque fork with glass of beer. Schaeffer Beer, ca. 1950; gouache & watercolor, 14 x 25.25", initialed 11......\$800. J. C. Damron (1903-1989)

35. Billboard advertisement: Woman with bag of groceries thinking of beer. Ballantine Beer, ca. 1955; watercolor and gouache, 13.75 x 25.5", not signed ............. \$2,600.

Revere F. Wistehuff (1900-1971)♦36. Billboard advertisement: Older man with sandwich and beer. oil on canvas, 12.25 x 18.5", signed lr ......\$950.

Stretched canvas size is 18 x 32". Verne Tossey (b. 1920) 37. Advertisement: Showing a new dress in the parking lot.

Chevrolet, ca. 1960; black and white gouache, 11.75 x 21", signed lr ...... \$800.

Russell Sambrook

38. Comprehensive sketch for advertisement: Boy holding puppy. "His choice. . . Red Heart. . . 3-flavor dog food" Red Heart Dog Food, 

Russell Sambrook

39. Comprehensive sketch: Ice cream delivery. Possibly done as a sample for the Cornell University alumni magazine.



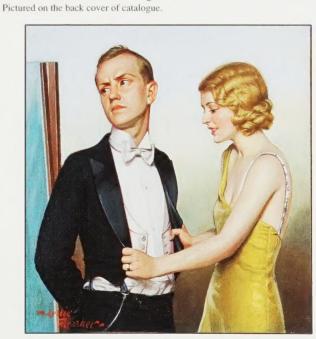






40. Magazine cover: Perplexed barber and client. , Ma oil on canvas, 19 x 16", signed lr	
Leslie Thrasher	(1889-1936)
41. Magazine cover: Woman, peeved golfer, bemused	caddy.
"Two strokes a hole", Liberty, ca. 1930;	
oil on canvas, 18 x 15", signed II	\$3,400.
Leslie Thrasher	(1889-1936)
42. Magazine cover: Couple at New Year's Eve party.	
"The night before the morning after"	
Liberty, January 2, 1928;	
oil on canvas, 19.75 x 15.75", signed II	\$3,800.







On the Cover: Russell Sambrook #1

See page 3 for complete description.

On This Page: Leslie Thrasher #44 & Leslie Thrasher #45

SEE PAGE 11 FOR COMPLETE DESCRIPTIONS.

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