

# ARTHUR SALM: A STORY OF STEEL AND STAMPS

By William P. Hood Jr. and Heinz-Jürgen Averwenser

**A**rthur Salm (1904–1988) was a German Jew who managed to gain release from the infamous Dachau concentration camp and immigrate to the United States, where his life history became a real American success story. He left a legacy of immense contributions to philately, and on the other hand a legacy of contributing importantly to the acceptance of stainless steel tableware in the post-WW II world. Yet public knowledge of his accomplishments is sketchy at best. We are happy to fill in the blanks.

## STEEL

### Out of Germany

Born in Cologne, Germany, Arthur Salm was educated in the local public schools and by private tutors. After passing the *Abitur*, the examination that qualified him to attend a university, he did not go on because of the country's unstable economic status. Instead he took an apprenticeship with a metals trader and then joined his father's dealership in metals such as copper, lead, and zinc. Later Arthur, with his brother, ran a factory making carpet sweepers and similar household products. He was also manager and partner with two others of a plant manufacturing vending machines that employed up to 200 workers.



Fig. 1

Fig. 1. Erna and Arthur Salm on their wedding day, December 21, 1936. Photographer unknown

From January 30, 1933, when the National Socialist Party (NSDAP = Nazis) came to power, Jewish businessmen were subjected to increasing harassment and restrictions. In late 1935 Arthur was arrested on trumped up charges of falsifying the company books and failure to pay customs fees, and he was jailed for three days until he posted a high bail. His planned wedding that December to Erna Mann, a blossoming concert pianist from Darmstadt, Germany, was postponed, and a honeymoon trip via the *Graf Zeppelin* to South America was canceled. Arthur wanted to emigrate at this time but felt obligated to stay until his name was cleared. Several years later all charges against him were dropped and the bail refunded. In the interim Arthur and Erna were married (December 1936) (Figure 1), and they made all preparations for emigrating, including taking a refresher course in English.

The Nazis began an Aryanization campaign to force Jews to sell their businesses, after settling all debts, for one German mark. As Arthur's brother wanted to leave for the Netherlands and ultimately the United States, the brothers Salm were forced to sell their household goods factory in this way. To avoid a similar fate for his vending machine plant, even though one of his partners was an Aryan Nazi, Arthur declared bankruptcy. The appointed administrator was a lawyer, a Dr. Bolten, who was a member of the Nazi party. He discovered that the company was not bankrupt but allowed operation of the plant to continue. (Much later it was learned that Dr. Bolten was a British spy who fled to England before he was arrested.)

On October 28, 1938, Germany expelled more than 12,000 Polish-born Jews back to Poland, including the parents of 17-year-old Herschel Grynszpan residing in Paris. On November 7 Grynszpan went to the German embassy in Paris, shooting and mortally wounding a diplomat, Ernst von Rath, who died on November 9. Using this as a pretext, on the late night of November 9 and early morning of November 10, Nazi paramilitary SA [*Sturm Abteilung* = "storm troopers"] and civilians carried out coordinated attacks throughout Germany and Austria, trashing and burning synagogues (Figure 2), Jewish businesses, schools and other institutions, and killing at least a hundred people, while German authorities looked on without intervening. The event was called *Kristallnacht* [crystal night], because of the millions of shards of glass that littered the streets.<sup>1</sup>



Fig. 2. The interior of the Fasanenstrasse Synagogue, Berlin, after *Kristallnacht*, 1938. Photo from Wikipedia (see note 1).

1. Wikipedia website: "Kristallnacht," <http://en.wikipedia.org/wiki/Kristallnacht> (accessed January 25, 2015).

On November 10 Arthur was among some 30,000 Jewish men taken into “protective custody” and two days later sent to concentration camps, Arthur to the Dachau camp outside Munich. For the first part of the three-day train trip to Dachau the detainees rode in antiquated passenger cars. For the final leg they were packed like sardines into cattle cars so tightly that they could not sit or lie down. And there was no food, water, or toilets. At this time Dachau was not yet an extermination camp, but conditions were brutal: inmates slept on thin straw on the floors of unheated buildings; the showers had only cold water.

The Nazis abhorred unemployment, and Erna got the idea of writing a letter saying that Arthur’s vending machine factory was without management and would have to lay off 100-150 workers if he were not immediately returned. A statement to this effect was written by Arthur’s partners and presented to Dr. Bolten. He was asked to write a supporting letter, ostensibly then to be passed on to a local community group aiding Jewish detainees. But when Dr. Bolten wrote the letter, it was taken directly to the Gestapo, who agreed to Arthur’s release.<sup>2</sup> He was set free after about two weeks, but not before he signed an agreement to relinquish all his properties and leave Germany by January 20, 1939.

The Salms had a time-limited residency permit for Belgium, a permit to enter but not stay in the Netherlands, and an entry permit to England. From Amsterdam they requested asylum in the United States, but had to wait almost one year until their number (approximately 20,000) came up on the quota list. In the meantime they had great difficulties with permits not being renewed or extended, living mostly illegally in Belgium, and having to pay bribes to do that, as well as bribes to gain access to the proper official at the American consulate in Brussels. When a visa to enter the USA was finally granted in late 1939, they chose to sail from England rather than the Netherlands because of much cheaper fares. At the last minute they were almost denied entrance to England, but were luckily able to catch a small ship for a ten-day voyage threatened by German-laid mines and marked by rough weather and constant sea sickness. They finally arrived in New York in mid-January 1940. The Salms and their first child Evelyn—born in Amsterdam—were awarded American citizenship on June 20, 1945.

#### **Arthur Salm Inc.**

The family stopped temporarily in Yonkers, New York, where they had relatives. They then settled in Chicago where Arthur became the production manager of Edwin J. Guthman & Co., makers of coils for two-way radios used by the army. Arthur’s father, Sali, joined them, following which he and Arthur got the idea of establishing a business sending food items to needy Europeans after the war. Much to Erna’s displeasure, shortly after VE Day in 1945 (May 8 in the USA), Arthur quit his job, and the two men started up S. Salm Inc. The business met with reasonable success but not for long, because it was eclipsed by the relief agency CARE, founded later in 1945. Sali passed away in 1951.

About this time Arthur was hired by the US Government as a consultant to work under the auspices of the Marshall Plan. He was tasked to travel to Germany to identify cottage industries that could produce and sell their wares in the US market. Arthur recognized the potential for European companies to manufacture items that could be marketed both in the USA and in Europe as business/advertising giftware, now known in the trade as promotional products. They would include, in particular, items of tableware—flatware and hollowware—made of stainless steel rather than, as formerly, of solid silver and silver-plate.



Stainless steel had been discovered in 1912-1913, and as early as the 1920s the material was turned into kitchen utensils and cutlery for institutions such as hospitals and in lower-class restaurants. But, in the interwar years and especially after WW II multiple factors (improvement in design, quality of material and methods of manufacture of stainless tableware; the high cost and scarcity of domestic servants; and the resultant trend toward more informal dining) caused the demand for silver dining utensils to decline dramatically and that for stainless tableware to increase dramatically. Between 1953 and 1956 alone consumption of stainless steel flatware in the United States doubled. Thus stainless tableware came out of the kitchen and into the dining room of homes and upscale restaurants. The high quality in design and fabrication of stainless products marketed by the companies of Arthur Salm contributed to the public's acceptance of this material.

Arthur Salm Inc. was formed in Chicago circa 1952, with headquarters and a showroom at 32 S. Clark St. in the heart of the "Loop." A pronouncement in a subsequent catalog was the equivalent of a vision statement: "A lifetime in the metals fabricating business in Europe—plus many years importing know-how in America—plus thirty years big time experience in the advertising specialty business, equals a staff of experts fully qualified to create, manufacture and merchandise the line in this catalogue."

Early on, Anthony Russo, a friend of Arthur's with an artistic flair who was a stamp collector and dealer in Chicago, designed an early letterhead for the company and its first logo, a simple "AS." A second company logo, a conjoined "AS" (Figure 3), is attributed to the famous Austrian architect and industrial designer Carl Auböck (III) (1924–1993). It was filed twice as a trademark with the US Patent and Trademark Office in August 1958 and granted in June 1959: specified once for use on flatware and kitchen tools, and then again for use on hollowware and the like.<sup>3</sup> Thereafter this logo was used for many years to mark products marketed in the USA and Europe.

Arthur Salm Inc. was granted three other trademarks in 1967, all in connection with services rather than products: 1) "MEG," 2) "Probatas Merito" (a symbolic coat of arms), and 3) a graphic symbol (a grid-covered globe overlaid with a rapidly rising axis and contained within a laurel wreath).<sup>4</sup> MEG was an acronym for "Memento Exclusive Gift," essentially a gift fulfillment program. In brief, a donor company would purchase one of a series of gift booklets at a variety of price points. An individual recipient would then select from the booklet the gift(s) desired. The Probatas Merito trademark was used with this program. The third trademark was used in conjunction with an incentive award program for sales personnel. Arthur Salm Inc. also offered a Birthday Plan (greeting card and gift) to

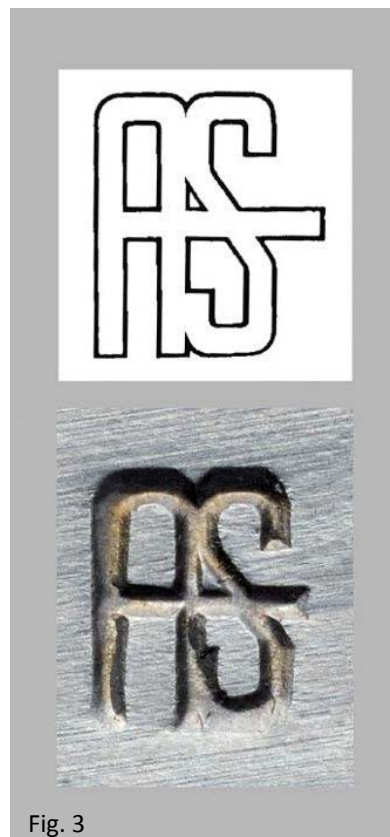


Fig. 3

Fig. 3. Top: Conjoined "AS" logo, attributed to Carl Auböck (III); the principal US trademark of Arthur Salm Inc.; registered 1959. Bottom: Logo as stamped on a piece of flatware. Photo by Thomas R. DuBrock.

2. There is uncertainty about whether the letter was carried by Dr. Bolten or by Erna.

3. The AS trademark registration numbers: 72058120 and 72058121.

4. The MEG registration number: 72232155; the Probatas Merito number: 72232156; the third trademark number: 72232154.



individuals designated by sponsoring advertisers. If the gift-giver could not supply a birthdate, the company volunteered to obtain it (at 30 cents per person in 1962).

The Salms eventually settled in the Hyde Park district of Chicago, where a transplant from Louisiana, Sam Bordelon, ran a small shop selling contemporary home furnishings and accessories. Sam was also a designer, but preferred to be called an inventor. It seems likely that Arthur accidentally discovered Sam. In any case, whether Sam had already created flatware designs or did so only at the request of Arthur is unknown. Apparently Sam's first designs for Arthur Salm Inc. were for a carving fork and knife, designed circa 1952 and patented in 1953: D169412 and D169413 (Table 1). The next were designs for a 6-piece flatware service, also designed circa 1952 but not patented until 1955: D173784, D173785, D173786 (Table 1). This modern flatware won a *Good Design* award and was featured in the 1953 *Good Design* shows sponsored by the Merchandise Mart in Chicago and the Museum of Modern Art in New York.<sup>5</sup> This pattern, produced by Arthur Salm under the name *Mood Moderne*, is the company's best-known product (Figure 4).



Fig. 4. Six-piece place setting of *Mood Moderne* flatware, designed by Sam Bordelon circa 1952. Photo from the 1954 Arthur Salm Inc. catalog.

Fig. 5. Drawing accompanying application for US Patent D178013, filed July 18, 1955, granted June 12, 1956, for a "Serving Spoon" designed by Arthur Salm. This design, which became part of the *Delmonico* pattern, includes the signature raised, angled joint between grip and stem on long-handled pieces such as this and as bolster between stem and functional end on short-handled pieces.

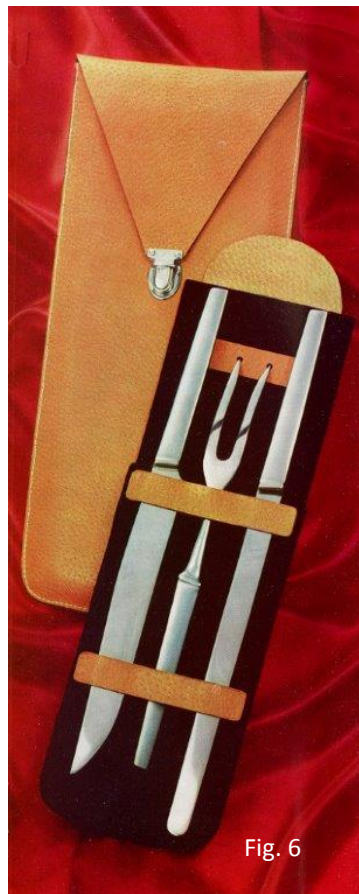
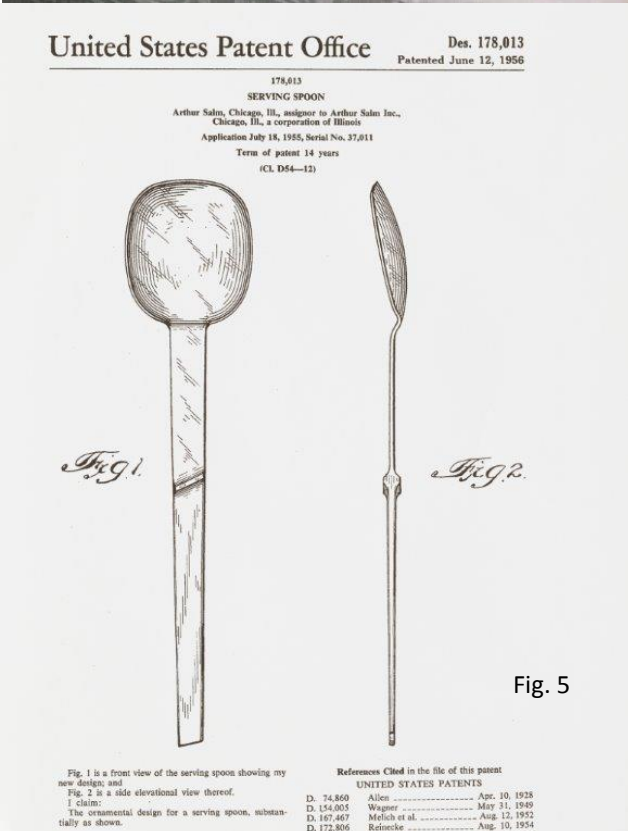


Fig. 6. *Delmonico* carving set (carving knife, carving fork, narrow-bladed slicer). Photo from the 1955 Arthur Salm Inc. catalog.



Table 1 ( see pp. 72/73/74) shows the rather remarkable number of different products that were patented or licensed in the USA by Arthur Salm Inc. Some seem rather strange, but one example—a neurological percussion hammer—is easily explained. This item was commissioned by a Chicago-area pharmaceutical and health products company to be used as gifts to graduating medical students. But it is not clear that the Salm corporation actually marketed all the patented items listed in the table. And besides the US patents, Arthur Salm Inc. registered patents for products in Germany, Sweden, and Bolivia.

The patents reveal the identity of the designers/inventors. In addition to Sam Bordelon, established designers were hired. It is interesting that, as far as we know, despite the great variety of products, the designers were relatively few in number and were confined principally to the American Midwest (Chicago and the nearby state of Minnesota) (Table 2, see p. 74). Arthur Salm is credited as the sole inventor of several items and co-inventor of a number of others (Table 1), which is a tribute to his innate artistic talent and taste. And he had a hand in every aspect of all the company’s products—whether design, sourcing, procurement, or sale.

Arthur Salm Inc. published many English-language catalogs; surviving are annual issues from 1953 to 1968, and the issue of 1982-83. The 1953 catalog offered a modest number of different items (Table 3, see p.74), including flatware in the form of carving and steak knife sets (mostly with stag handles) and poultry shears but no hollowware. In succeeding years more and more new stainless flatware items/kitchen tools were offered in designated patterns (Table 4, see pp.75/76). The pattern with the largest variety was *Delmonico*. With few exceptions, handles in this pattern were characterized by an unusual diagonal bolster, raised front and back, between stem and functional end on short-handled pieces (and as join between grip and stem on long-handled pieces). This feature is seen clearly on the image submitted for a patent for a serving spoon, D178013 (Figure 5), designed by Arthur Salm. More aesthetic than functional, a diagonal bolster was not without precedent in earlier dinner knives. It occurred on the first iteration of Heinrich Vogeler’s *Tulpen* pattern of 1898-1899 <sup>6</sup> and on Robert King’s and John Van Koert’s *Contour* of 1950.<sup>7</sup> The terminals on *Delmonico* pieces took three forms: slightly angled, rounded, and vestigial pistol-grip (similar to that of *Contour*).

The *Delmonico* carving set (Figure 6) and steak knife set (Figure 7), introduced in 1954, were two of the most frequently appearing items in the

5. “Sam Bordelon Cops Good Design Award for Stainless Tableware,” *Hyde Park Herald* (Chicago), June 11, 1953.

6. Reinhard W. Sanger, *Das deutsche Silber-Besteck: Biedermeier – Historismus – Jugendstil (1805-1918)* (Stuttgart: Arnoldsche, 1991), 233.

7. Jewel Stern, *Modernism in America: 20<sup>th</sup>-Century Design* (Dallas: Dallas Museum of Art in association with Yale University Press, 2005), 197.



Fig. 7. *Delmonico* steak knife set. Photo from the 1955 Arthur Salm Inc. catalog.





Fig.8



Fig. 9



Fig. 10



Fig. 11

Fig. 8. *Imperial* flatware. Left-to-right: teaspoon, dinner knife, dinner fork, dinner spoon. Detail of decorative element. Collection of Jerryll Habegger. DuBrock photo.

Fig. 9. *Imperial* flatware. Left-to-right: steak knife, cheese scoop, strainer spoon, tomato server (?), bar knife, meat fork. Collection of Jerryll Habegger. DuBrock photo.

Fig. 10. *Imperial* flatware. Left-to-right: soft food spreader, cheese slicer, ladle, jelly spoon, buffet server. Collection of Jerryll Habegger. DuBrock photo.

Fig. 11. *Delmonico* salad set (1). Photo from the 1955 Arthur Salm Inc. catalog.

catalogs. They were manufactured by machine hot-forged monoblock methodology and were among the earliest examples of knives so-produced.<sup>8</sup>

Joining the limited-range *Mood Moderne* flatware pattern was the full-range *Imperial* pattern. Designed by Clayton A. Laughlin and patented in 1972 (D225177), it first appeared in the 1968 Arthur Salm Inc. catalog. Figures 8, 9, and 10 illustrate some of the piece types offered.

Other apparently favorite flatware items were salad sets. Figure 11 shows a model of a *Delmonico* salad set (1), consisting of a 5-tined fork and spoon. Figure 12 shows another salad set, this one in an unidentified pattern, along with a multi-toothed implement that could be used for salad but was, in fact, a garden hand-rake. Other flatware: *Delmonico*





Fig.12

Fig. 12. Left: Salad set in an unidentified pattern. Right: a garden hand-rake. Collection of Jerryll Habegger. DuBrock photo.

Fig. 13. *Delmonico* snack set. Top-to-bottom: jam spoon, cheese knife, meat fork, butter knife. Photo from the 1958 Arthur Salm Inc. catalog.



Fig.13

Fig. 14. *Viennese* dessert/ice cream spade and spoons. Collection of Jerryll Haegger. DuBrock photo.

Fig. 15. *Eldorado* bar set. Left-to-right: long-handled fork, spoon, knife, combination bottle/can opener. Collection of Jerryll Habegger. DuBrock photo.

Fig. 16. *Saxon* tongs, spring-loaded. Left: salad tongs; right: ice tongs. Collection of Jerryll Habegger. DuBrock photo.



Fig.14



Fig.15



Fig.16

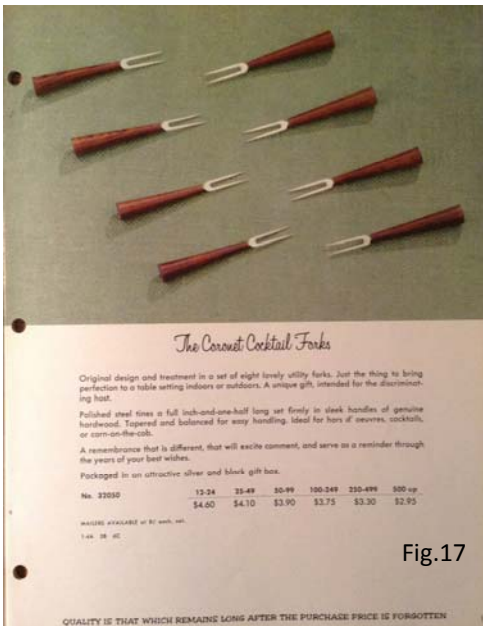


Fig.17



Fig.18

Fig. 17. *Coronet* cocktail forks, hardwood handles. Page from the 1959 Arthur Salm Inc. catalog.

Fig. 18. *Neptune* bottle openers, overlaid with hand-stitched cowhide. Courtesy H. J. Averwesser.

snack set (Figure 13), *Viennese* dessert/cream spade and spoons (Figure 14), *Eldorado* bar set (Figure 15), *Saxon* tongs (Figure 16), *Coronet* cocktail forks (Figure 17), and *Neptune* bottle openers (Figure 18).





Fig.19



Fig.20



Fig.23

Fig. 19. *Continental* knife set. Left-to-right: tomato knife, paring knife, grapefruit knife. Courtesy H. J. Averwenser.

Fig. 20. Bottom left: *Serrette* frozen food saw. Bottom right: *Cleaverette*.

Both with rosewood handles. Photo from the 1966 Arthur Salm Inc. catalog.



Fig.21



Fig.22

Fig. 21. *Gripsholm* platters. Photo from the 1956 Arthur Salm Inc. catalog.

Fig. 22. *Kalmar* fruit bowl, stainless steel and walnut. Courtesy H. J. Averwenser.



Fig.24

Fig. 23. Top: *Karlskrona* lazy susan. Middle: *Carousel*, combining *Malmo* condiment dishes and ladles with *Scandia* salt and pepper shakers. Bottom: *Goteburg* sugar bowl and creamer, with optional sugar spoon. All: stainless steel and walnut or teak. Photo from the 1961 Arthur Salm Inc. catalog.

Fig. 24. *Kalmar* beer mugs, stainless steel and teak. Courtesy H. J. Averwenser.

Kitchen implements included the *Continental* knife set (Figure 19) and *Serrette* frozen food saw and *Cleaverette* chopping tool (Figure 20).

Except for a cast aluminum scoop, *Omega*, the flatware was made of stainless steel and was as a rule marked "STAINLESS." With the exception of knives, the flatware material was probably 18/8,<sup>9</sup> but the composition was never marked or even mentioned in the catalogs.

From 1956 a great variety of stainless tableware other than flatware was offered: platters (e.g., Figure 21), trays, bowls (e.g., Figure 22), lazy susans, condiment sets, salt and pepper shakers, sugar and creamer sets (e.g., Figure 23), food warmers, a gravy boat, a pitcher, beer mugs (e.g. Figure 24), etc. At first the pieces were all-stainless but later often



had wooden (teak, walnut, rosewood) handles, finials, lids, inserts, and bases. Like the flatware, the hollowware was given pattern names, usually Scandinavian, giving away their country of origin (see later). All-stainless platters carried the names *Gripsholm*, *Lundholm*, *Kungsholm*, *Karsholm*, and others. With teak handles they became *Gripsgard*, *Lundgard*, *Kungsgard*, *Karsgard*, etc. One group of small bowls for candy, etc., with a replica of an antique coin in the base, together constituted the pattern *Florentine*. The hollowware was always advertised in the catalogs as 18/8 stainless but only marked "STAINLESS." Many of these same products were also marketed in Europe (see later).

The company offered printing, engraving, and gold stamping of names or advertising copy on products at a modest extra charge. Some items were packaged in fine pigskin cases (as in Figures 6, 7, and 11), others in flannel rolls, and still others in custom wooden boxes.

With time, the company sold fewer items of flatware/hollowware and more desktop/writing accessories. In the last catalog (1982-83), among 66 different items offered, the only food-related articles were stag-handled carving and steak knife sets, a Fiskars (Finland) kitchen knife set, a teak lazy susan, teak cutting boards, a teak salad bowl set, and a wooden chopping block with a pivoting chopping knife. All other items were desktop-related except for pocket knives, one LCD watch, and a "golf club cleaner." These observations reflect the fact that by 1982 stainless steel flatware and hollowware had become "mainstream" rather than new and unique.

Initially manufacture of all the Salm merchandise was outsourced (see later). This business model of only marketing tableware made by others but branded as one's own was a new concept, one that was shared by other visionaries in this same time frame—Lauffer,<sup>10</sup> Dansk,<sup>11</sup> and Fraser,<sup>12</sup> all of the USA. Arthur Salm Inc. sold to advertisers/promoters only through distributors/wholesalers of promotional products that were already in existence when the company was founded. In the late sixties and early seventies a subsidiary, Salm Harley, was created in St. Paul, Minnesota, to sell to the retail trade (e.g., to Macy's Department Store, not directly to John Q. Public) through manufacturers' representatives. A single surviving catalog shows only desktop/writing accessories and no food-related items. Not particularly successful, this effort was short-lived.

Arthur Salm Inc. was sold on June 30, 1982, to a group of investors out of the states of Minnesota and North Dakota. About five years later the group sold the company to the Barlow Promotional Products Division of Norwood Industries in San Antonio, Texas. Apparently Norwood went into bankruptcy in the aftermath

9. 18/8 = stainless steel containing 18% chromium and 8% nickel, a good quality general-purpose stainless steel.

10. William P. Hood Jr. and Ellen Dodington Ponzel, "The Flatware Patterns of Don Wallace," *Silver Society of Canada Journal*, Vol. 14, 2011, 90-119.

11. Stig Guldberg, "Jens Quistgaard: The Man Who Put Danish Modern on America's Tables," *Modernism*, Spring 2011, 58-67.

12. William P. Hood Jr., and Dorothea Burstyn, "Factual or Fabled? The Story of Fraser's, WMF Fraser's and William Fraser," *Silver Society of Canada Journal*, Vol. 15, 2012, 71-84.

13. This catalog is reproduced in its entirety in Heinz J. Averwerser, *Arthur Salm Inc., Chicago; Salm & Henkels, Solingen: Designprodukte zwischen USA und Europa* (Burgdorf, Germany: self-published, 2015).



of the 2008 recession and was acquired by Bic, best-known for ballpoint pens and disposable consumer products. At some point in these changes of ownership, Arthur Salm Inc. ceased to exist.

### Salm + Henkels

Arthur made frequent trips to Germany, and on a visit to Solingen, Germany's historical cutlery center, Arthur met Walter Henkels (1926–2004), son of a leather manufacturer. Walter became Arthur Salm Inc.'s European agent to identify the best producers and products at the desired price point and eventually, in April of 1961, a partner in Salm + Henkels for marketing housewares and giftware in Europe. It is believed that eventually marketing in Scandinavia was handled by the Swedish company Germetco (see later), and Walter took care of the rest of Europe.

Salm + Henkels gained recognition throughout the 1960s. Full-page advertisements were placed in the German-language trade journal *present*, successor of the section of the trade journal *Die Schaulade* [the showcase] concerned with, among others, table utensils.

The first German-language Salm + Henkels catalog appeared circa 1961. A few issues survive, one of circa 1965 touting "Tafelkultur unserer Zeit" [table culture for our time], and reading: "Arthur Salm models specially designed for you. Stainless steel tableware, elegantly designed, often combining high-grade woods and the best Swedish 18/8 chrome-nickel steel, best workmanship, of pleasing form yet useful, robust and long-lasting. Proof of our principle: style and usefulness." <sup>13</sup> This was a period when stainless steel and teak wood in a pleasing form catering to the "Danish Design" ideal was the epitome of good taste.

Much of the flatware and hollowware marketed in the USA was also marketed in Europe. These included flatware pieces in the *Delmonico* and *Dynasty* patterns, but they were usually given different pattern names in Europe. For example, the *Delmonico* 3-piece carving set became *Tiberius*, and the *Delmonico* poultry shears became *Marcella*. An exception is the *Delmonico* bar set, which kept the same name. The *Dynasty* pattern was re-named *Syrakus*. On the other hand, much of the hollowware marketed in Europe carried the same name as in the USA, for example *Gripsholm*, *Lundholm*, *Kungsholm*, *Karsholm*, and others. As previously suggested, the pattern names give clues to their countries of production: items with Roman-sounding names such as *Tiberius* were probably made in Austria; those with Scandinavian-sounding names such as *Gripsholm* point to production in Sweden.

*Mood Moderne* flatware was made initially by Anton Wingen Jr. and marked "Solingen" and later by Ambosswerk (Neuzeughammer Ambosswerk) and marked "Austria." Solingen products were appreciated for their reputation of high quality. Certain items such as pocket knives, scissors and letter openers were at the start also made in Solingen but eventually shifted to Italy; specific manufacturers cannot be identified, either in Solingen or Italy.

Many articles beside *Mood Moderne* marketed by Arthur Salm Inc. and marked "Austria" are designated in the catalogs as being made by the "Swordsmakers of Steyr," i.e., by Ambosswerk. These include products in the *Delmonico*, *Eldorado*, *Viennese*, and *Richelieu* patterns, but it is unknown whether others marked "Austria" were also made by this company. Situated in Neuzeug on the river Steyr, Ambosswerk was originally a water-powered hammermill with a long tra-





dition of making knife blades and flatware. Around 1960 their production range included both traditional and contemporary patterns, the latter by prominent designers such as Carl Auböck (III). Rosenthal purchased a partnership in the firm in 1965 and then bought out the firm in 1969, from which date definitely no more products were made for Arthur Salm.

A few Salm products were designed by the *Werkstätte Carl Auböck* [workshop of Carl Auböck], among them the *Neptune* bottle opener, the *Coronet* cocktail forks, and the *Florentine* coin bowls. Some of these were made by Amboss and others by Germetco (see below) or an unknown producer in Italy. Some were actually finished by the Auböck workshop (e.g., the leather covering on *Neptune*, the wooden handles of the *Coronet* forks). From 1912 the Auböck family had had a workshop in Vienna. Named from 1923 *Werkstätte Carl Auböck*, it produced mainly so-called “Viennese Bronzes” in historical styles for the American market. From 1925 Carl Auböck (II) (1900–1957) and later Carl Auböck (III) designed hundreds of household utensils and lamps and after WW II also small furniture and door fittings. If Carl Auböck (III) designed the conjoined AS logo, it is likely that he and Salm were in contact as early as 1957.

*Imperial* flatware was manufactured by the Kobayashi Industrial Co. Ltd., Tsubame City, Japan. This firm makes its own flatware under the brand name Lucky Wood. Most pieces of *Imperial* are marked “STAINLESS / JAPAN.” But occasionally one comes across a piece of *Imperial* marked “GERMETCO / STAINLESS STEEL”; such pieces were probably intended for marketing in Scandinavia. They were not made locally, as Germetco (see below) had no forging capability. The only other Japanese-made product was the cast aluminum scoop: *Omega*, in the USA.

Salm hollowware, stamped from sheet stainless steel, was initially made by Silver & Stahl in Sweden. In the early 1960s a manager in that firm, Gerry Gollert, pulled out and joined with Arthur to form Germetco AB in Trosa, Sweden, the name Germetco being derived from Gerry + Metal + Co. Gollert was general manager of the firm, as well as half-owner. Arthur sold part of his stamp collection to finance his 50% ownership. Tooling was then relocated to that plant, which became the sole European manufacturer of Salm stainless steel hollowware. The Arthur Salm interest in Germetco was sold to Gollert in the 1980s, and the company was subsequently sold to Silver & Stahl. Germetco closed in 2002.

Salm + Henkels was based in Solingen until February 1973, when it relocated to Ratheim, the site of an existing branch. In Ratheim the company was registered as a marketer of “Leather and Metalware.” Arthur’s interest was sold to Walter in 1984, the firm name becoming Walter Henkels GmbH [Walter Henkels Inc.]. In 1985 the firm was sold to a Swedish conglomerate, after which Walter remarried and settled in British Columbia with his Thai wife. They would spend part of every year in Phuket, Thailand, where Walter owned property. Walter and his wife tragically perished in the tsunami of 2004.

## STAMPS

### A Hobby Turned Passion

Arthur Salm led two lives—as a prominent businessman and as a world-class stamp collector. And he was much better known as a philatelist than as a giftware creator and salesman.





Fig.25

Fig. 25. Block of four 22-cent stamps issued May 25, 1985, by the US Postal Service to commemorate the philatelic *Ameripex '86* exhibition held in Chicago, 1986. DuBrock photo.

At the age of six Arthur was given a stamp album by an aunt and from that time became an ardent collector. He had the unique opportunity to collect foreign stamps from mail that came into his father's business, but eventually began to specialize in older stamps of the German states. Before Germany's unification into an empire in 1871, the various states and some other units such as free cities and principalities had their own postal systems. The private Thurn and Taxis postal system, which linked cities within the Habsburg Empire, dated to the fifteenth century. Over the years the stamps and covers of these independent systems became highly collectible and valuable, and by the late thirties Arthur had accumulated a prize collection. Under laws passed under the Nazis, it was illegal for "suspect persons" to export valuable goods. Arthur asked an uncle visiting from Venice to take his stamp collection back to Italy and mail it to another uncle in New York. In Italy the uncle was faced with the same export restrictions, but he got a visiting maharajah from India to take the stamp collection home and mail it to the uncle in New York. Arthur entrusted his collection of covers to an attorney, who was also Jewish and who was eventually arrested, the cover collection being confiscated.

When Arthur and Erna arrived in the United States, they were almost penniless, but Arthur refused to sell his stamp collection. And, of course, after he became a successful businessman, he enlarged the collection to one of the world's best. In 1947 he spotted one of his covers for sale in a German auction catalog and notified the US State Department that his initials and a code were written in pencil on the back of all his covers. Five years after a claim was filed, his collection arrived safe and sound.

Arthur served with distinction as President of the Collectors Club of Chicago and the Chicago Philatelic Society. He was a member of other major philatelic societies worldwide. His prize stamps and covers won many medals at important expositions. He was Vice-Chairman of *Ameripex '86*, the largest international stamp exhibition ever held, attended in Chicago by 100,000 visitors.<sup>14</sup> In the Court of Honor at this exhibit, Arthur showed "German Imperial, Bishops' and Courier Mail, 1500-1794." Arthur's connections with all the world's great collectors ensured that also on display were the rarest of rare stamps owned by others, such as the British Guiana 1847 1-cent magenta (only one in existence). The US Postal Service issued a stamp commemorating the exhibition (Figure 25),<sup>15</sup> as well as four miniature US Presidential sheets (three with six presidents each; one with five presidents and the White House) to mark the occasion.<sup>16</sup>

14. David Prescott, "Ameripex '86, 'the World's Fair of Stamps'," *Chicago Tribune*, May 26, 1986.

15. National Postal Museum website: "1986 Ameripex Issue," <http://arago.si.edu/index.asp?con=1&cmd=1&tid=2038806> (accessed January 24, 2015)

16. National Postal Museum website: "Ameripex '86 Issue," <http://arago.si.edu/index.asp?con=1&cmd=1&tid=2037071> (accessed January 24, 2015)

Despite his immense philatelic knowledge, Arthur was a perennial scholar. And he loved to share his knowledge through lectures and writings. He freely opened his home and extensive library to fellow researchers. Those who knew Arthur Salm describe him as witty, a great story-teller, and compassionate. He rarely spoke German at home. His son, David, says that his father didn't talk about his days before the war until late in life, and then only reluctantly. He always wanted to look forward rather than backward. And despite his cruel treatment at the hands of the Nazis, he maintained admiration for his fatherland and its culture, and spoke of the many "good" Germans who helped and took risks for his and Erna's benefit. He was generous in giving to community charities.

Arthur and Erna celebrated their golden wedding anniversary in December 1986 (Figure 26). Wed only in a civil ceremony in 1936 because Jews were prohibited from having a religious wedding in a synagogue, they were remarried in a synagogue and celebrated the occasion with a party attended by a significant segment of the population of Chicago. Arthur passed away in 1988 and was laid to rest in Chicago (Figure 27).

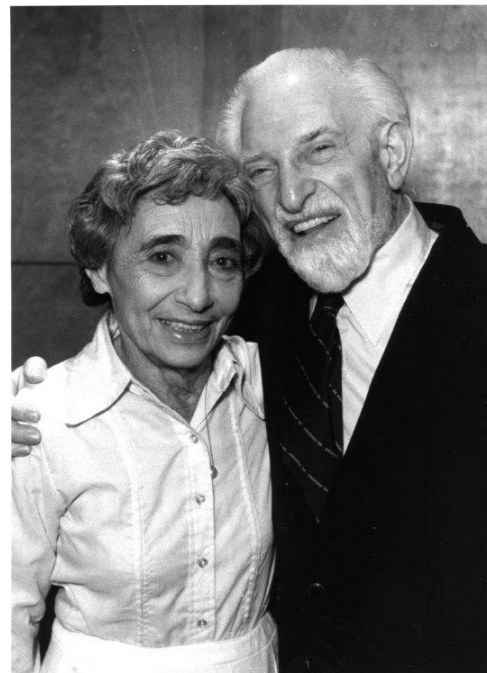


Fig. 26. Erna and Arthur Salm in anticipation of their forthcoming 50<sup>th</sup> wedding anniversary, December 21, 1986. Photographer unknown

## EPILOG

Between 1970 and 1975 Arthur made five donations from his collection to the Smithsonian Institution's National Postal Museum, Washington, DC.<sup>17</sup> The donations included treasures from Thurn and Taxis, postal items from the German protectorate Saar, and other gems. And, as previously mentioned, he sold some of his collection to invest in Germetco. After his death, the remainder was sold at a series of auctions that attracted worldwide attention.

In 1991 the Collectors Club of Chicago founded the Arthur Salm Foundation to conduct technical research on philatelic products, and to report on matters relevant to philatelic forgeries and fantasies.<sup>18</sup> It was funded by the Salm family and a matching grant from the Collectors Club.

With financing from the Salm family and other sponsors, the Erna and Arthur Salm Holocaust & Genocide Memorial Grove was created on the campus of Sonoma State University, Santa Rosa, California.<sup>19</sup> Formally dedicated on March 29, 2009, it includes a sculpture consisting of a 40-

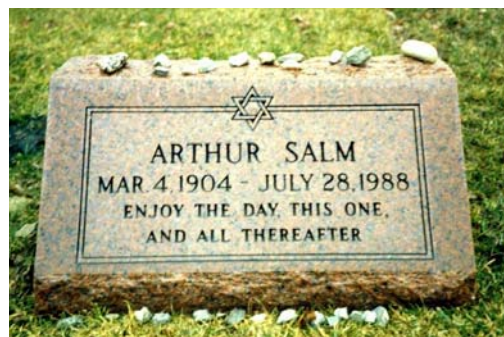


Fig. 27. Gravestone of Arthur Salm. Photo by Evelyn Salm.

17. National Postal Museum website: "Arthur Salm," <http://arago.si.edu/index.asp?con=1&cmd=1&img=&mode=1&pg=1&tid=2040929> (accessed February 21, 2015).

18. Collectors Club of Chicago website: <http://www.collectorsclubchicago.org/salm-foundation.php> (accessed January 25, 2015).

19. Sonoma State University website: "Holocaust and Genocide Memorial Grove," <http://www.sonoma.edu/holocaustgrove> (accessed January 25, 2015).





Fig.28

Fig. 28. Sculpture at the Erna and Arthur Salm Holocaust & Genocide Memorial Grove, Sonoma State University (SSU), Santa Rosa, California, dedicated 2009. The sculptor was SSU Professor Jann Nunn. Photo by Don Greenberg.

foot-long section of railroad track converging at the base of a 10-foot-tall column wrapped in 5,000 individual panes of light green glass (Figure 28). Internally illuminated at night, the column is symbolic of the shattered glass of *Kristallnacht* and shattered lives of Holocaust and genocide victims. Between the tracks are names of victims of the Holocaust. At the column's base is a quotation from Dr. Martin Luther King Jr.: "Our lives begin to end the day we become silent about things that matter."

Erna Salm (1906–2001), a renowned concert pianist and piano teacher, had studied in Berlin and Rome, and after moving to the US won a scholarship for study with the famed Swiss-American pianist and conductor Rudolph Ganz at the Chicago Musical College. She performed in America and after the war also in Europe, touring with her cellist-daughter as the Salm Duo. Every month she opened up her family's residence for European-style house musical concerts drawing as many as 200 visitors. She taught at the Chicago Musical College of Roosevelt University and was professor of piano at Governors State University. She later moved to a retirement community in California where she continued to perform regularly. The Salm family had four children. David was with Arthur Salm Inc. until the company was sold and is presently a business consultant based in Sonoma County, California. Evelyn worked closely with Arthur at Arthur Salm Inc. for eighteen years before moving to California. She is now an active visual artist specializing in print-making. Susan, a con-

cert cellist, is well-known throughout Europe as a soloist and chamber music artist and a founding member of the Raphael Trio. She divides her time among New York, Vienna, and Venice. Monica obtained a doctorate in Special Education from the University of California, Berkeley, and is a published author as well as a contributor to various periodicals. She resides outside Santa Barbara, California.

Considerable textual material for this article comes from 1) an unpublished English translation of *Einbahnstrasse* [one-way street], an account of the flight of Arthur and Erna Salm out of Germany, with a by-line by Erna but actually written by Arthur; in the original German this account has been published as: Erna Salm (geborene Mann), "Der Gestapo-Mann war Britischer Spion: Auswanderung mit Hindernissen und Scotland Yard auf den Fersen," in Moritz Neumann und Eva Reinhold-Postina, eds., *Das zweite Leben: Darmstädter Juden in der Emigration. Ein Lesebuch* (Darmstadt: Eduard Roether, 1993), and 2) extensive notes by Arthur Salm for an autobiography (never published). Many details in these accounts differ significantly from those in published reports by others such as Arthur's obituary in the *Chicago Tribune* (August 2, 1988). Where such inconsistencies existed, we always took Arthur's own account as the correct version.

We are extremely grateful to the Salm family, most particularly David and Evelyn, for giving us access to the cited written accounts and generously supplying us with much other information, catalogs, and photographs. Without their unselfish cooperation and support writing of this article would not have been possible. We also thank Kay O. Freeman for her research and Dorothea Burstyn for her translation skills.

**William P. Hood Jr., M.D.** is a retired American cardiologist and former university professor who collects and frequently writes about flatware. He is the principal author of *Tiffany Silver Flatware 1845-1905: When Dining Was an Art* (published in 2000) and co-author of a forthcoming book on contemporary flatware.

**Heinz-Jürgen Averwesser** is a retired German school teacher who collects flatware and is the author/co-author of eleven monographs on German *Bestecke* [flatware], including one on Arthur Salm (see note 13). He has organized numerous exhibitions of flatware at the Deutsches Klingensmuseum, Solingen, and other museums in Germany.



**Table 1.** Arthur Salm Products: US Patents

Object:	Inventor:	Patent No.:
Carving fork or the like	Sam H. Bordelon	D169412
Carving knife or the like	Sam H. Bordelon	D169413
Dinner fork or the like	Sam H. Bordelon	D173784
Dinner knife or the like	Sam H. Bordelon	D173785
Dinner spoon or the like	Sam H. Bordelon	D173786
Game shears or the like	AS, Willi Spitzer	D176994
Combination desk set and paper weight, comprising a ruler, letter opener, and cigarette lighter	AS, Willi Spitzer	D177697
Serving spoon	Arthur Salm	D178012
Serving spoon	Arthur Salm	D178013
Serving fork	Arthur Salm	D178014
Serving fork	Arthur Salm	D178015
Serving spoon	Arthur Salm	D178016
Cigarette dispenser	Arthur Salm	D180917
Combined cake cutter and server	Arthur Salm	D182307
Combined cake cutter and server	Arthur Salm	D182308
Combined cake cutter and server	Arthur Salm	D182309
Steak platter	AS, Stewart J. Milne	D182626
Bowl	Cecil B. Woofter, Don Harley, AS	D184651
Serving spoon or the like	Clifford V. Johnson, Park Ridge, AS	D185288
Combined pocket lighter and tape measure	David H. Pickering, Edward M. Pickering	D186052
Combined scabbard and letter opener	Don Harley, Cecil B. Woofter	D186109
Ashtray or similar article	Clayton A. Laughlin	D187448
Tape dispenser or the like	Leo F. Wildgen	D187678
Thermometer or the like	Cecil B. Woofter	D187816
Pocket tool kit	Clayton A. Laughlin	D189185
Knife or the like	Clayton A. Laughlin	D189243
Bowl or the like	Leo F. Wildgen	D189882
Library set case	Arthur Salm	D190578





Combined billfold and calendar	Arthur Salm	D190707
Case for a combined measuring tape and key chain	AS, Stewart J. Milne	D182680
Bowl	Clayton A. Laughlin	D192375
Dish	Leo F. Wildgen	D192606
Scale for letters or the like	Walter I. Bieger	D193682
Knife or similar article	Leo F. Wildgen	D195951
Compartmented tray or the like	Leo F. Wildgen	D197022
Cheese server	Clayton A. Laughlin	D197620
Candle holder	Walter I. Bieger	D197855
Ashtray	AS, Walter I. Bieger	D198775
Beverage serving tray or the like	Walter I. Bieger	D201695
Compote or the like	Walter I. Bieger	D203210
Serving spoon or the like	Clayton A. Laughlin	D203943
Serving spoon	Clayton A. Laughlin	D204075
Spoon or similar article	Walter I. Bieger	D204478
Neurological percussion hammer or the like	Clayton A. Laughlin	D204651
Serving fork or the like	Clayton A. Laughlin	D207183
Frozen food cutter	Clayton A. Laughlin	D207386
Lazy susan or the like	Clayton A. Laughlin	D207409
Appetizer scoop or the like	Leo F. Wildgen	D207410
Combined candle holder and candle therefor	Walter I. Bieger	D207660
Combination letter opener and knife or the like	Leo F. Wildgen	D210176
Letter opener or the like	Clayton A. Laughlin	D215041
Combined letter opener and scissors or similar desk tool	Clayton A. Laughlin	D217707
Carving fork or the like	Clayton A. Laughlin	D217923
Flashlight	Alwin J. Stahel	D217925
Covered food dish or the like	Thomas M. Britt	D218155
Pocket knife or similar article	Clayton A. Laughlin	D218729
Server or the like	Alwin J. Stahel	D218769
Golfer's tool or the like	Etsuo Watanabe	D218836
Sheath	Clayton A. Laughlin	D219897
Pocket tool	Alwin J. Stahel	D222123
Knife	Clayton A. Laughlin	D222220
Game shears	Alwin J. Stahel	D222603



Thermometer or similar article	Clayton A. Laughlin	D223211
Flatware	Clayton A. Laughlin	D225177
Dish	Walter Zeischegg	D233501
Desk set or the like	Alwin J. Stahel	D234058
Holder for a knife or the like	Clayton A. Laughlin	D237458
Mileage calculator	Alwin J. Stahel	D244234
Combined message holder and signal	Walter I. Bieger	D253773
Combined paper tray and paperweight	Clayton A. Laughlin	D263724
Golf club cleaner	Donald E. Pearson	D275780

Pyrophoric lighter	Viktor Bohdal	2800785
Pocket implement with retainer for apertured articles	AS, Clifford V. Johnson	2896290
Multiple tool pocket implement	Clayton A. Laughlin, Etsuo Watanabe	3600729
Foldable pocket kit	Alwin J. Stahel	2710443
Foldable implement and method of manufacture thereof	Alwin J. Stahel, Terry N. Nelson	3832775

AS = Arthur Salm

The great majority of these patents were assigned primarily by the inventor to Arthur Salm Inc., but in a few cases they were assigned to others and then produced by Arthur Salm under license.

It is unknown whether all these products were actually produced.

**Table 2.** Inventors of Arthur Salm Products Patented in the USA

Walter I. Bieger	Minneapolis, Minnesota	Edward M. Pickering	Chicago, Illinois
Viktor Bohdal	Vienna, Austria	Park Ridge	Chicago, Illinois
Sam Bordelon	Chicago, Illinois	Arthur Salm	Chicago, Illinois
Thomas M. Britt	Red Bank, New Jersey	Willi Spitzer	Solingen, Germany
Don Harley	St. Paul, Minnesota	Alwin J. Stahel	New Brighton, Minnesota
Clifford V. Johnson	Chicago, Illinois	Etsuo Watanabe	Seki-she, Japan
Clayton A. Laughlin	Minneapolis, Minnesota	Leo F. Wildgen	Minneapolis, Minnesota
Stewart A. Milne	Chicago, Illinois	Cecil B. Woofter	Minneapolis, Minnesota
Terry N. Nelson	St. Paul, Minnesota	Walter Zeischegg	Ulm, Germany
Donald E. Pearson	Robbinsville, Minnesota		
David H. Pickering	Chicago, Illinois		



**Table 3.** Arthur Salm Inc. 1953 Catalog Listings

Manicure sets	Decanter set	Binoculars
Tool kits	Steak knife sets	Pocket knives
Library set	Carving sets	Folding scissors
Desktop items	Poultry shears	
Barometers	Cigarette lighters	

**Table 4.** Flatware/Kitchen Tools Marketed in the USA by Arthur Salm Inc., by Pattern

*Mood Moderne*

6-piece flatware service

*Imperial*

Full-range flatware service

*Delmonico*

- Carving set: knife, fork, narrow-bladed slicer
- Steak set: six steak knives
- Steak knife ensemble: 6-piece steak knife set in a vertically oriented teak stand
- Game shears
- Salad set (1): 5-tined fork and spoon
- Salad set (2): two spoons, one horizontally slotted
- Serving set: fork, spoon, and pointed flat server with one sharp edge, the other serrated
- Holiday set: long-handled spoon, bar knife with forked tip, combination bottle and can opener
- Barbecue set (1): long-handled 2-tined fork, and food turner with blunt edges
- Barbecue set (2): long-handled 2-tined fork, and food turner with one edge sharpened, the other serrated
- Snack set: butter knife, meat fork, cheese knife and jam spoon
- Chef set: roast knife (17-in.), chef knife (15-in.), and poultry knife (13-in.)
- Chefette knife: a smaller (10-in.) version of the chef knife
- Buffet set: serving knife and fork (each 7 7/8 in.)
- Gourmet knife set: boning knife, paring knife, fruit knife, and seafood knife
- Tongs: all-purpose tongs with clawed ends

Nut and lobster master: a nut and lobster cracker, spring-loaded

*Viennese*

- Cheese slicer: combination cheese plane and 3-tined serving fork





- Serving spoons: two spoons, one slotted
- Serving forks (1): matching 3-tined forks
- Serving forks (2): a 3-tined fork and a 2-tined fork, with cutting edges
- Dessert/ice cream set: serving spade and six or eight eating spades

Cake knife and spatula set: cake knife with unusually large serrations and a conventional spatula

*Eldorado*

- Salad set: 3-tined fork and spoon with unusually formed functional ends

Bar set: long-handled spoon, fork, knife, and combination bottle/can opener

*Contura*

- Carving set: knife and fork

Steak set: six steak knives

*Richelieu*

Serving set: long-handled spoon and 3-tined fork

*Dynasty*

- Carving set: knife, fork, and narrow-bladed slicer

- Steak set: six steak knives

- Salad set: spoon, 3-tined fork

Bar set: long-handled spoon, bar knife, combination bottle/can opener

*Neptune*

Bottle opener (of a different type at each end) modeled after a fish; handle overlaid with hand-stitched cowhide

*Shish-Ka-Bob*

Paired cast skewers with plastic handles, stainless hand-guards

*Serrette*

Frozen food saw with rosewood handle

*Cleaverette*

