

THIS IS YOUR LIFE,

Arthur N. Cutler

Narrated by Vincent P. Bradley,

Commission President

N. J. Real Estate Commission

Monday, June 13th, 1955

PREFACE

The night of Monday, June 13th, 1955, by resolution of the Burlington County Board of Realtors, has been set aside as "Arthur N. Cutler Night" in testimonial to one of the fathers of the organization of the Board, who has completed fifty successful years in the real estate business in Maple Shade, New Jersey.

The Burlington County Board is indeed grateful to Arthur for his keen interest in the real estate profession, whereby he has given freely his time and energy to make our business an ever-growing profession, for which this book is hereby given to Arthur as a lasting memento of our gratitude.

BURLINGTON COUNTY BOARD OF REALTORS

Jack W. Todd, Publicity Chairman

Arthur N. Cutler, This Is Your Life:-

Arthur N. Cutler was born December 16, 1886, the youngest of six children of Edward H. and Anna Collings Cutler (pictures, page), who resided at Jackson Road and White Horse Pike, Berlin, New Jersey, Arthur's mother having been a descendent of the family from which Collingswood, New Jersey, takes its name.

At the age of five, Arthur was orphaned by the untimely death of both his parents. He then went to live in Collingswood with his oldest sister, Mrs. Hannah Groves, where he received his early education.

After living ten years in Collingswood, they moved on to Westville, New Jersey for a short period, then back to Collingswood where Arthur worked as a machinist. The first day on the job he was assigned to operate a machine which required a skilled operator. As he was only an apprentice, unaware of the dangers involved, he seriously injured his hand, thus ending his career as a machinist.

As a result of this accident, he became a part-time real estate salesman under his brother, Edward H. Cutler, in 1905, at which time he commuted from Collingswood to Maple Shade. During the weekdays, he practiced the trade of carpentry, and sold real estate on weekends.

It wasn't until 1906 that he moved permanently to Maple Shade, living at his brother's home at 23 East Idnwood Avenue (picture, page), which is still being occupied as a private residence.

At this time, the town of Maple Shade consisted of 70 homes, with approximately 275 population. What is now Main Street was part of the old Toll Road which ran from Camden to Mount Holly, having two toll gates in Maple Shade, one at the northwest corner of Main Street and Fellowship Road, the other at Main Street and Coles Avenue.

At the corner of Main Street and Poplar Avenue was a General Store, which was operated by Henry Fahr, established 1888. Fahr's daughter, Mary, took the

eye of the young, industrious businessman. As they were both members of a tennis club, there were opportunities for them to become better acquainted. After a short courtship, Mary Fahr changed her name to Cutler on August 18th, 1910.

After having enjoyed a short honeymoon trip through Maryland and Washington, D. C., they moved into a new home which Cutler had built at 62 East Park Avenue, Maple Shade (picture, page), where they lived for several years.

Following the death of Mary's father, the Cutlers established residence with Mary's mother who was all alone, having sold their own home during World War I.

The Edward H. Cutler Company, then in Philadelphia, took over the handling of the Maple Shade Land and Development Company and the Schuster tract in 1905, and started selling off the tract to prospective home builders. The field office, featured on the front cover of the Spring Issue 1955 of the Burlington County Realtor, was located where the present Kristol's Men's Store now stands (picture, page). For a short period of time the field office was occupied as the original Police Headquarters.

The next voice you will hear is one that you should readily recognize -

"Arthur, remember back in 1908, when you and John Owens were constructing a home for Daniel Wunderlick Nead? It was at this time that your building career almost came to an abrupt end, when John Owens nearly hit you when he dropped his hammer from the second floor.

You also remember that this house was constructed at the time for approximately \$2500, including ground. This same house was sold on February 18th, 1919 to Glen E. Blinn for approximately \$3100. On November 24th, 1919 it was sold to George C. Fithian for approximately \$3000. On October 6th, 1925 it was sold to Arthur Nickler for approximately \$5500.

It wasn't until December 20th, 1946 that I purchased 303 North Maple Avenue (picture, page) from you for \$10,000. This property has certainly been a most profitable one to you throughout the years."

LADIES AND GENTLEMEN, introducing Frank E. Gerkens, Jr., editor and publisher of the Maple Shade Progress, who has been a life-long friend of Arthur.

In 1909, Mr. Cutler sold a property at 304 Melrose Avenue, Maple Shade (picture, page) to Mr. and Mrs. Craythornes, whose son still resides in this property.

In 1912, Arthur sold ground to Mr. and Mrs. Fowler, at what is now 534 Cutler Avenue, which bears his name. The Fowlers undoubtedly are among the oldest residents of Maple Shade, still residing in the same property.

For a few years, these sales made up most of the business, but the firm also built a few houses. The first one to be constructed was for Louis H. Holden at what is now 47 East Linwood Avenue (picture, page). The next was for Edward H. Cutler, and is located at what is now 23 East Linwood Avenue (picture, page), and the third being that which is now occupied by Frank Gerkens, Jr.

Each year thereafter a few more homes were built, and during the short span of fifty years in the business, Arthur has seen the town grow from about 70 homes to approximately 3000.

During the spring of 1913, Arthur built a one-story brick real estate office on the northeast corner of Main Street and Poplar Avenue (picture, ^{present}page). The Company occupied its one room office until shortly after the First World War, at which time it was enlarged, consisting of three stores, with two apartments and a large garage in the rear. This office he occupied until June, 1945. Arthur's office was located where the present Jewelry Store is, two doors from his present location. From here he moved into his present location.

During World War I the firm stopped building homes, and devoted their time

exclusively to land and house sales. It was at this time that Barlow and Company took over the new construction. It was in 1915 that Oscar Anderson, then a builder for Barlow, experimented to see just how fast he could build a home.

When a man by the name of John Trader wanted a small house, with quick possession, Anderson built him one at what is now 321 Mecray Lane (picture, page), which took all of five days. This speedy construction was unheard of in those days without power equipment, and is refuted by the following anecdote:-

One day in November, 1917, a Mrs. Mary Way entered Arthur's office looking for a small home. A deposit was accepted on the Trader property Tuesday, December 7th. A title policy was immediately ordered through West Jersey Title and Guaranty Company. Trader moved out on December 9th. The settlement was completed the morning of December 10th, and Mrs. Way took possession that same afternoon. This man Cutler really hustled that one through in three days.

In 1917, he became a member of the Camden County Real Estate Board, which, with its associations, made him an automatic member of the New Jersey Association of Real Estate Boards and the National Association of Real Estate Boards. As a member of the Camden County Real Estate Board, he became one of the originators of the now nationally used Realtor's Pin. He has also been a past member of the Camden County Chamber of Commerce, and past director of the Camden County Real Estate Board Building and Loan Association.

The next voice you will hear is one of your very close personal friends:-

"Arthur, remember back in 1924, with the start of construction of the Delaware River Bridge, which was completed in 1926, the expected growth in the Camden, Gloucester and Burlington County area was far greater than the realization, so much so that David Stern, then owner of the Courier-Post, and a hot-shot salesman by the name of George Carey felt there wasn't enough land in these three counties to meet the anticipated demands that would be forthcoming.

To make the dream come true and for the benefit of the Courier-Post, Mr. Stern looked over the field of real estate brokers, desiring youth, aggressiveness and one that might make his dream come true.

He therefore came up with J. Roebley Tucker, better known as Bob Tucker. From about 1925 to 1928, Market Street in Camden, between 3rd and 4th Streets, was bedlam, and particularly 313 Market Street, the Tuckers' office which was known as headquarters for the bull market. There were times when the wide walks weren't wide enough for the curb market transactions, where options and agreements were transferred many times before the closing date.

Bob Tucker literally became a paper millionaire overnight, riding in a chauffeured, bullet-proof, red sedan. To build this nightmare dream stronger the undercover wizard, Mr. Stern, came up with the now-famous Tucker Caravan, which was to travel from Camden to New York. One of the big reasons was a large amount of New York capital was being poured into this area through Mr. Stern, and it was his opinion that a caravan to New York invited these investors and their friends to introduce more millions to this area.

As far as I can recall, there were fifteen coaches that pulled out of Camden Terminal on or about May 26th, with banners flying the full length, there being hardly standing room with 750 aboard. In New York, the caravan, with local guests totalling over 1000, attended a dinner put on in A-1 style at the Hotel Roosevelt, it being public gossip that both the railroad and the hotel received very little for their part in this picture. There were men in all walks of life present - congressmen, judges, attorneys, mayors, realtors, and victims. A few of the names which still linger in my mind are as follows:- Arthur Cutler, David Stern, Myer Baker, Stanley Bleakley, Ed Borden, Leon Clair, Charles Coolidge, Bill Chalmers, Bill Eppright, Tom Fanelli, William Flemming, Ellis Goodman, Harold Goodley, Louis Humphrey, Jr., Carl Jessup, Ed Lenny, Walter Tushingham, Carl Everett, Jack Lit, Earl Lippincott, Wilbur McAllister, Bill Markheim, W. Mick,

Herman Natal, Ed Praiss, Rudy Rosenfelt, A. J. Rosenfeld, Harold Runge, John Stewart, Leon Todd, Frank Tunstall, Bruno Wolinski, Harry Willson, Phil Zirman, Ben Natal (All living); and, Bob Tucker, William Bleakley, George Carey, Raymond Porter, Pat Harding, James MacElroy, Arthur Kimberling, Louis Joyce, Ed Bausch, William Abbott (All Deceased). "

LADIES AND GENTLEMEN, introducing Wilbur Mick, prominent realtor from Laurel Springs, New Jersey.

"Arthur, remember in the spring of 1927, when the Organization Meeting to form a real estate board was held at the Imperial Hotel in Mt. Holly, with some forty prospective members in attendance? Our first speaker was the distinguished Clifford Powell, notorious for his recent bridge transaction. It is interesting to note that he made special emphasis in his talk to the realtors, and I quote, 'Never cross your bridge until you come to it'.

Also, do you remember that Mr. Powell had quite a time overcoming the unnecessary noise being made by the waitress, who would not concede until she had arranged the silver in its proper place?"

LADIES AND GENTLEMEN, introducing the first President of the Burlington County Real Estate Board, Roy Cole; the first Vice-President having been William Absalom, deceased, the first Secretary, John Chesley, deceased, and the first Treasurer, William Pennell, deceased.

The next voice you will hear will be that of someone you have been associated with since 1931.

"Mr. Cutler, when I attended grammar school, I passed by your office at Poplar and Main Streets on my way to school, and I had the utmost desire to work in an office as distinguished looking as yours, with its wrought iron gates to separate the public from the employes. I never dreamt that upon graduation from

Moorestown High in 1931, I would be in working for you at such a high salary of \$12.00 per week. I am reminded of the time and energy that you put forth to know all the houses that existed in Maple Shade. With the help of the local Fire Company, this campaign was put on by you, and cost the individual house owner 8¢ per number, many of which you had to pay from your own pocket."

LADIES AND GENTLEMEN, introducing Miss Marian Heisler, Secretary for the Cutler Agency.

The next voice you will hear is that of a former barber of yours.

"Mr. Cutler, remember back in 1934, when you stopped by my father's barber shop for a shave, at which time you casually asked if I could do you a favor? I was only too glad to accept, and you offered me a job setting up a tax map showing house numbers for all of Maple Shade, which presently hangs in our office, and I was to receive the fabulous salary of \$14.00 per week. I am eternally grateful for this opportunity extended to me in a profession in which I have received numerous benefits."

LADIES AND GENTLEMEN, introducing to you the present President of the Burlington County Real Estate Board, Romeo Ventura, Salesman for the Cutler Agency.

LADIES AND GENTLEMEN, it is indeed fitting tonight that we gather here to pay tribute to Arthur N. Cutler, who has devoted fifty years of his young life to our ever-growing profession. He has made many contributions to his community and the Burlington County Board, who are duly grateful.

At this time, I would like to introduce Jack W. Todd, who is responsible for this program this evening.

"Arthur, on behalf of the realtors of Burlington County, it is indeed a pleasure for me to present to you at this time, as a lasting memento of this

joyous occasion, this beautiful Seth Thomas clock, which I am hopeful that you and your lovely wife will display in your home in a prominent place for all of your friends to see. We are proud of you, and hope that you enjoy many, many more successful years in the real estate business. Thanks for your many contributions to our growth.

As your business activities necessitate your travelling many miles each year, I would like to present to you this lovely 1955 Cadillac (toy) with the compliments of F. W. Woolworth.

Thank you."