National Appraisal Consultants

Appraising
Autographs, Manuscripts
& Historical Documents

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Easier Than You Think

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Identifying
Fonies, Fakes and Forgeries

(Yes, I know it’s spelled wrong… It’s a joke)

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www.YourFavoriteAppraisers.com

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National Appraisal Consultants

Brian Kathenes, ISA CAPP

Our special guest speaker is professional appraiser, published author, and radio & TV personality, Brian Kathenes. Mr. Kathenes is the host of Value This! with Brian and Leon, Public Radio’s nationally-syndicated weekly call-in antiques and collectibles talk show. He and his business partner, Leon Castner, share antique tips, take listeners’ calls, and answer questions on all types of antiques and collectibles. Their book: Betcha Didn’t Know That! -- 101 Antiques and Collectibles Trivia Tips That Can Make You Rich, Famous, and the Hit of the Party, is on bookshelves and available at Amazon.com in both print and audio versions.

Brian is the Managing Partner of National Appraisal Consultants, a firm specializing in personal property appraisal consulting, appraisal theory, litigation support, and appraisal practice development. He is a Certified Appraiser of Personal Property and specializes in Rare Books, Manuscripts & Historical Documents, Aircraft, Exotic cars, Sports memorabilia, and all types of collectibles.


Brian Kathenes has been the keynote speaker at the Folger Shakespeare Library and at the Library of Congress in Washington, DC. He is the past chairman and member of the New York Winter Antique Show Vetting committee. Brian was also the on-air, TV appraiser and science fiction consultant for the Discovery Channel’s collectibles show: POP NATION: America’s Coolest Stuff.

He’s an Eagle Scout, so you know he’ll always tell you the truth. He was honored as Hope Township’s Outstanding Citizen of the Year, and was recognized by the NJ State Senate and General Assembly in a Joint Resolution for his “meritorious record of service and commitment” to his community. Brian was honored as the “2009 Business Person of the Year” by the Warren County Board of Chosen Freeholders and the Warren County Regional Chamber of Commerce.

He has appraised the Batmobile, the Back to the Future Car, and memorabilia from the blockbuster movie Titanic, including the giant ship model. He has appraised some of the world’s most valuable and rare books, items that have been on the Moon, and even appraised (and played) Elvis’ guitar.

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Appraising Autographs, Manuscripts & Documents - Easier Than You Think
ISA Conference, Tempe AZ, April 2012
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There are millions of dollars’ worth of autographs and documents lurking in your clients’ homes and businesses. Some are trash - others may be worth thousands of dollars. Mastering the ability to identify and appraise these items is a skill that will create a new and desirable service for your clients. This interactive, hands-on presentation will provide you with specific, simple ways to identify common non-genuine autographs and documents that you may encounter on an appraisal engagement. Learn the proven steps to proper identification. Discovery the best sources for pricing and valuation. Handle a variety of documents made from parchment, vellum and paper.

Brian Kathenes, ISA CAPP, National Appraisal Consultants

Disclaimer: Information in this booklet has been gathered from a variety of resources and should not be considered the "last word" on any price, item, or topic. We all know that the following is true: prices change - markets change - interests change. What’s hot today may be trash tomorrow. So before you run out to buy or sell anything based upon what you’ve read in this book, do a bit more research, or better yet, visit our website to learn more about the value of your stuff. www.BestCollectibleTips.com

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Appraising Autographs, Manuscripts & Historical Documents

Easier Than You Think

The Proper Equipment

You don't need a laboratory, a scientist, or high tech equipment.

You don’t even need an autograph specialist --- most of the time

You do need:

Common Sense  ---  Common Sense just ain’t so common

Two Eyes -- even one good one will suffice

One fully-functioning brain
  (the operative phrase here is fully-functioning)

A quality loupe magnifier

…and maybe a little direction

Printed Signatures Tips:

Suspect all 19th century engravings    Take it out of the frame    Inspect the verso (back)

Think about its origin (paper)       Even ink color           Consistent ink intensity

A "flat look"

No salutation                        Torn edges

Did the signer die before publication? Does it make sense?
Land Grant and Document Tips

- Presidential signature matches the secretary's handwriting
- It is signed and dated after Andrew Jackson's first term of office (after 1832)
- Presidential seal does not authenticate signature (harbor seal)

Machine Signed Signatures

Generically known as the "Autopen"
- Reproduces the exact same signature for each pattern made
- A VIP may have several patterns
- As a pattern wears it creates a chatter or shake

Look for:
- Even pen pressure
- Consistent ink line width (no narrowing or trailing paraph)
- A drawn, not written appearance
- An exact match of a pattern

Your Greatest Appraisal Tools

Your Library, your common sense and your associates

The Collected Works of Abraham Lincoln -- Edited by Roy Basler

Lincoln facsimile example: It's listed, but it's a facsimile (use all of your skills)

Overlooked assets

Anything may have tremendous value. Just because you haven't seen it before doesn't mean it has little value.

Do your homework          Research local history
Ask the client (unless they're dead) Expect the best – look for the worst
Ask the family            Pre-plan the appraisal inspection
My Favorite “Fonies,” Fakes and Forgeries

If they can stump the experts, they can stump any of us ---

Some more tips:

Assume that 80% of contemporary autographed Hollywood and Sports items are not genuine: Babe Ruth, "Abe" Lincoln, Hollywood, Contemporary VIPs and celebrities, Marilyn Monroe, Beatles

Investigate: paper, ink, writing style, time frame, location, postmarks, and envelopes. (The envelope was not commonly used in the United States until 1845).

Genuine letters with the forged addition of a famous name or signature with a quote

Inventions: Camera (~1838), typewriter (~1870), ball point pen (~1888, 1940’s), felt tip pen (~1960), pulp paper (~1840’s), envelope (~1845), metal nib vs. quill nib

Important Description Information

Typical retail catalog description

KELLER, HELEN: Blind, deaf, humanitarian; an inspiration to millions. An extremely rare and nearly impossible to find ALS in pencil. 2pp. May 27th, n.y. Octavo. on "The Wright-Humason School..." stationery to "My Dear Mr. Grant..." Two full pages thanking him for "...the beautiful little cross...", and explaining why it has taken so long for her to receive it. "...it was most kind of you to remember the anniversary of our first meeting in such a beautiful way and I thank you with all of my heart..." She concludes with; "...you have made me very happy - Add sunlight to my daylight - Make the happy happier - this is what you have done for your Sincere friend Helen Keller". In pristine condition. Perfect for framing. A wonderful conversation piece. A superb and scarce item. This one won't last. Call today!! Only $1,750.00
Typical Appraisal Description

One Helen Keller letter $25.00

A Fairly Decent Appraisal Description

ALS Signed; "Helen Keller"
Autograph Letter Signed "Helen Keller:"  8-1/2"x11-1/4."  An octavo ALS written and signed in pencil. 2 pages. Dated: “May 27th” no year. A quarto leaf, folded to octavo, thanking "My Dear Mr. Grant" for a gift of a cross. She concludes with; "...you have made me very happy - Add sunlight to my daylight - Make the happy happier - this is what you have done for your Sincere friend, Helen Keller". In very fine condition with light soiling first page. Washboard guidelines present.  $1,250.00

More Tips:  Data and information to gather if you need more help

Color photographs or digital images of autograph and document: overall shot and close up of signatures, use a quadrille grid, fabric stitch count grid or ruler. Use both raking light and top light shots. If shooting through glass use a polarized filter. (Photograph the heck out of it!!)

Accurate measurements and identification:  Overall size of item, preferably metric. Line spacing. Draw watermarks if present or shoot with back light. Write down your thoughts and pick a value.

Books:

Photograph the title page, bastard title page, the binding, and spine.

Get all copyright information. Identify binding: leather, calf, vellum, sheep, cloth, wrappers (paper).

Document Condition: shaken, disbound, loose boards, water stained, etc. Note how many blank pages (endpapers and fly leaves) before the first printed page and after the last. Identify the number of plates and maps (shoot a typical illustration).

Original receipts and buying patterns:  Any information related to the personality's origin, provenance and where purchased or how obtained. Note invoices from dealers, previous reports, collecting interests.
Common non-genuine items:

Books:
- The Memoirs of US Grant, by (guess who)
- The Red Cross, by Clara Barton (William McKinley intro.)
- Almost any set of books by Mark Twain

Documents:
- “Rice paper” faux parchment copies: Declaration of Independence, Gettysburg Address, Bill of Rights, etc.
- Hitler: Im Namen Des Deutschen Volkes Verleihe ich…
- Any Land grant dated after 1832
- Photographs: white “knock-out” signatures
- Autographed sheet music
- Abraham Lincoln: “US Volunteer Service” Discharge partly printed document 9/10/64

Letters:
- Winston Churchill: no date: “I am deeply touched by your kind contribution…”
- Harry Truman: “ALS” No salutation. 30th day of 1953-54, constitutional support
- Helen Keller: Letter requesting support for the blind (most likely a secretarial).
- Herbert Hoover: August 1964, 90th Birthday thank you letter
- Thomas Jefferson: “Nov. 27, 03” Asking for a loan (With ‘free frank’ envelope)
- Any letter with a generic salutation: “My Fellow American,” “Friend,” etc. or no salutation at all. (Nixon, September 29, 1952,)
- “George R I (King George V) Windsor Castle letterhead “Soldiers of the United States…” April 1918

Websites and Resources

www.ValueThisRadio.com Value This! With Brian and Leon radio show site - See “Learn” section.
http://ezinearticles.com/?expert=Brian_Kathenes Articles on autograph values and identification
http://www.youtube.com/user/ValueThisRadio?feature=watch You Tube Channel for Value This! With Brian and Leon. Many videos on autograph identification and valuation.
Books & References


32) American Book Prices Current. A compilation of manuscripts, books, autographs and documents that have sold at auction. The definitive reference for pricing, provenance and value determination. If you do not have a collection of these, then you are missing the most valuable reference in the profession. We have several duplicate editions available. 1965, 1966, 1968, 1969, 1970. Extremely scarce and difficult to obtain. Very good. Older editions are excellent sources of provenance and appreciation. New subscriptions available on thumb drive or online.


41) ---------------- The Illustrated Letter - An Extraordinary Collection of Embellished Correspondence by Celebrated Artists and Writers. 1987. You will find this profusely illustrated reference hard to put down. It contains wonderful letters with pictures, drawings and special additions from the writer. Great art and literature reference.

42) ---------------- Scribblers and Scoundrels 1968. A great work by the "master" Loaded with tales and stories of great deals gone bad. Terrific reference with illustrations facsimiles and images.


44) Carter, John: ABC For Book Collectors Oak Knoll Press, New Castle, DE.
GLOSSARY & ABBREVIATIONS
Commonly used document and manuscript terms

ALS: Autograph Letter Signed (body of letter written in the hand of the signer) and signed.

ADS: Autographed Document Signed; hand written document signed and written by the signer

ANS: Autograph Note Signed; handwritten by signer, but without a formal greeting or open

AQS: Autographed Quotation Signed; e.g.; "Give me liberty or give me death, O.J. Simpson"


Bumped: Book condition: Dented and rounded corners of binding

Dedicated: Written to a person; e.g., "To Fred,"

DS: Document Signed, partly printed or in another hand but signed

Duodecimo: Size: About 5” x 7” Abbreviated "12mo"

FDC: First Day Cover; envelope with canceled stamp, usually cacheted and normally issued first day the stamp is commemorated or released.

FE: First Edition

Folio: Size: About 12” x 19”

LE: Limited Edition

LS: Letter Signed (body of letter typed or in another hand)

Octavo: Size; About 6” x 9”. Abbreviated "8vo"

Quarto: Size; About 9” x 12”. Abbreviated "4to"

Sixteenmo: Size About 1” x 3” Abbreviated “16mo”

Shaken: Book condition term: Loose binding but still intact.

Wrappers: The original paper cover of a book. Most early books were issued in wrappers and bound after purchase by a book binder of the owner’s choosing.
National Appraisal Consultants

Summary of Appraisal Qualifications
Brian Kathenes, ISA CAPP

Experience and Expertise


Co-developer and presenter of Understanding USPAP: A Personal Property Perspective -- An intensive one-day seminar addressing the Uniform Standards of Professional Appraisal Practice

Co-designer and presenter of Turbo-Charging Your Appraisal Practice, and NAC Appraisal Marketing Bootcamp -- nationally delivered seminars on expanding and marketing personal property appraisal firms.

Designer and presenter of Appraising the Appraisal -- A continuing educational seminar for insurance professionals and agents. Created to help insurance professionals understand the appraisal process.

Specialist Certified Appraiser of Personal Property in Autographs, Historical Documents & Manuscripts
A multi-year research, study, and testing certification issued by the International Society of Appraisers in conjunction with the University of Maryland. Registered Number 970119 June 30, 1997. Re-certified as a Certified Appraiser of Personal Property. Re-certification, September 2002. Retested and passed CAPP Recertification examination April 2009

USPAP Certification Class: 15-hour Uniform Standards of Professional Appraisal Practice. Tested and successful completed the 15-hour program - November 2011

Chairman New York Winter Antique Show Vetting Committee on Autographs, Manuscripts & Rare Books:
Responsible for vetting all autographs, documents manuscripts and rare books displayed and sold at this most prestigious show. Committee Chair 1993-1995; Committee Member 1996-present

Successfully completed International Society of Appraisers / Indiana University CAPP program courses 101, 102, and 103, resulting in Designated Member Status. Indiana University / International Society of Appraisers Continuing Education Program.

Successfully completed ISA CAPP Course 104: Advanced Appraisal Theory & Report Writing and ISA CAPP Course 105: The Appraiser As Expert Witness

Chairman of the International Society of Appraisers – Hearing and Discipline Panel of the ISA Ethics Committee 2001-2003;

Chairman International Society of Appraisers Ethics Committee 2003-2006: Vice Chair ISA Ethics Committee 2001-2003

Chairman: ISA Marketing Task Force. 2008-present
Archives and Collections

- American Museum of Jewish History; Large archive of global Jewish historical memorabilia
- Neil Armstrong Archive – Neil Armstrong Museum; historical archives
- Extensive archive of the works and history of a global social and women’s rights reformer and activist
- Upsala College: College Library, Reference Library, Rare Book Library, Abraham Lincoln Artifacts Collection
- City of New York; Law Department; Global stock and bonds business archive, world celebrities and international autographs and historical items
- City of Philadelphia – Records Department: Appraisal of the entire City Records and Historical Archives
- National Museum archive of internationally-known law enforcement leader
- Papers and Archives of US Speaker of the House of Representatives
- Papers and Archives of US Congressmen
- Archive of early aviation history of woman aviator and her European and African tour via airplane, including film footage and magic lantern slides
- Archive of early flight film footage and aviation history
- Archives of business records and business history of manufacturing firms.
- Bankruptcy appraisal of international sports card inventory and business records
- International documents, photographs, art, autographs, manuscripts, records, related documents
- International military manuscripts and documents form World War II and World War I, seized by US Customs and Border Protection.
- British Leland historical archive for Ford Motor Company Jaguar Division; technology, service, marketing, advertising, and business records
- Domestic Airline bankruptcy – business records and certifications
• Morristown Free Public Library; Rare Book and Manuscript Collection
• International Movie Memorabilia collection consisting of extensive movie & film artifacts, records, posters, promotional materials, props, and ephemera
• Extensive archive of Elvis Presley artifacts and memorabilia
• Appraisal of movie camera and related artifacts directly related to John F. Kennedy assassination
• Largest public archive of Miss America and Atlantic City New Jersey memorabilia, records and photographs
• Largest collection of Alexander Hamilton papers in private hands.
• Ronald Regan Archive at Eureka College; manuscripts, archives, film, photographs and artifacts
• Global archive of Cincinnati Museum: “Women & Spirit Exhibit”
• Archive of the First Director of NASA; National Aeronautics and Space Administration

**US FEDERAL ENGAGEMENTS**

Prime contractor, appraiser and consultant: Internal Revenue Service, US Department of the Treasury; questionable charitable contribution donations engagement

Prime contractor, appraiser and consultant: US Marshals Service, US Department of Justice; seized and forfeited property

Name Subcontractor, appraiser and consultant: US Customs and Border Protection; seize and forfeited property, primarily global and international property

Appraiser and consultant for various National Museums and museum curators, archivists, and executive managers. Focusing on international properties.

**Conference Seminar Leader**

Traveling lecture series and celebrity appearances: “Betcha Didn’t Know That!” Topics on sports memorabilia, antiques, collectibles, autographs, rare books, and ephemera. 2006- present.

ISA Conference: Santa Fe, NM: “*Beating the Bushes: Recession-proofing your Appraisal Practice,*” 2006

ISA Conference: Chicago, IL: “*Appraisal Ethics: Should we or Shouldn’t We - ISA’s Ethics Policies and Procedures*” 2005

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**Columnist / Author / On-air Valuation Specialist**


Science Fiction, Technology and Military Specialist for Discovery Channel TV Show “POP NATION: America’s Coolest Stuff” Television series taped in June and July 2005, for airing December 2005 on Discovery Channel

Co-host of *VALUE THIS! With Brian and Leon*, a weekly radio broadcast program relating to the value and appraisal of antiques and collectibles. 2001-present. Syndicated 2003-2005 on WNTI and WRNJ. Currently airing on Public Radio WNTI 91.9 FM and webcast on www.WNTI.org

Co-creator, writer and on-air co-host “Betcha Didn’t Know That” daily segment on the history and value of unusual collectibles and antiques. 2001-2005

Author *The Autograph Detective* A regular column, 1988-1996, and infrequent submissions (to date) featured in the *Pen & Quill* journal and related magazines dealing with the identification, authentication, and the appraisal of autographed material and collectibles.

Co-author *What’s It Worth To You*, *Montage Magazine* dealing with valuation and authentication of antiques and collectibles, including sports cards, sports memorabilia and artifacts. 2000-2003

Contributor and advisor to *USA TODAY* "Ask Money" feature: Providing authentication and valuation expertise on autographed material, sports collectibles, stamps, rare books, and ephemera. 1988-1992

Host and Producer of *HOBBY WORLD*, a weekly Cable TV program relating to hobbies and collectibles. Cablecasted by Storer Cable Communications. 1985-1987

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Business Experience

President & General Manager: Progressive Business Concepts, Inc., a full-service, training and consulting firm, specializing in organizational performance. And the direct mail marketing division Brian Kathenes Autographs & Collectibles, a specialty autographs and historical document service - buying, selling and authenticating autographed material, sports memorabilia, Hollywood & celebrity memorabilia, and collectibles. 1984 - Present.

Managing Partner, National Appraisal Consultants, LLC: A full service personal property appraisal and consulting firm. NAC specializes in insurance reports & research, litigation support, valuation methodology consultation, and IRS-related appraisal matters.

President and Executive Board Member, Hope Area Chamber of Commerce – Hope NJ 1999 - 2005

Bachelor of Science, Chemical Engineering, 1978, New Jersey Institute of Technology, NCE

Materials Planning and Control Manager: Halston Fragrances / Max Factor: Plant design and start up team member; new product launches, 1980-1984


Professional Associations and Memberships


UNIVERSAL AUTOGRAPH COLLECTORS CLUB: Life member. Past Member of the Board of Directors and first UACC Director of Education.

AMERICAN PHILATELIC SOCIETY: Member and Guest Speaker. Presented an Autograph Authentication Program at National Conferences in, St. Louis MO, and Atlantic City, NJ. Member of the APS Appraisal Committee.

MANUSCRIPT SOCIETY: Member of the Board of Trustees, 2008-present. A document and manuscript organization dedicated to education and research of autograph history. Member and Contributor to Manuscript News. Member of the 2003 and 2009 Annual Meeting Planning Team and Guest Speaker at the Library of Congress.

Awards

2009 Honored as the 2009 Business Person of the Year. by the Warren County Board of Chosen Freeholders, and the Warren County Regional Chamber of Commerce.

2008 Good Scout Award. Recognized by the NJ State Senate and NJ State General Assembly in a Joint Resolution for “meritorious record of service and commitment” to his community. 2008

1999 Honored as the Outstanding Citizen of the Year, Hope, New Jersey. Presented by the Mayor of Hope and the Hope Township Council.


1973 Eagle Scout Award, Boy Scouts of America

1996 ISA Service Award for work as Region 1 Representation of the International Society of Appraisers

1989 Recipient of International Society of Appraisers Service Award for developing Appraisal Education Programs for the ISA Computer Network.

Specialties

Appraisal Services and Consultation for:

- Estate Tax Liability
- Insurance Coverage
- Insurance Claims
- Litigation Support
- Pretrial research and report preparation / consultation
- Charitable Contribution and Donation
- Equitable Distribution
- Asset valuation
- Appraisal Education
- Bankruptcy

in the following specialties

- Historical Documents, autographs and manuscripts
- Rare & Collectible Books, pamphlets and correspondence
- Sports cards and sports memorabilia
- Technology and Office Equipment
- Small engine equipment and engines
- Coins, stamps & currency
- Paper ephemera and collectibles
- Movie memorabilia and movie and star collectibles

Other --

Appraisal Report Development, Litigation Support, Expert Witness Testimony and Deposition

- Richard Nixon v. United States of America (Nixon Watergate Papers Case)
- Estate of Richard Nixon v. United States of America (Nixon Watergate Papers Case)
- Griffin & Taylor v. United States of America (7-14-98) Cr69643.0 (Nixon Watergate Papers Case)
• Linda Pincus v. Whirlpool, Sears, et al Docket No. MON-L-5834-93 (Personalty residential fire claim – residential contents and equipment)

• Historical Documents International v. J, Ronald Getty; Edwin Shiver and Zankel & McGrane No c-94-290-B (John Paul Getty diary case)

• Parkway Sterling-Regal – Haig Tashjian BER-L-5174 (Personalty litigation – fine art & residential contents)


• Upsala College Bankruptcy; East Orange, NJ -- Appraisal of the college personalty assets, library, contents, rare books archive, and Abraham Lincoln Collection

• Fleer / Skybox International: Assignments for the Benefit of Creditors: Appraiser and Consultant (Sports memorabilia appraisal and consultation of the Fleer sports memorabilia inventory)

• Tammy J. Parsons v. Scott D. Parsons, State of North Carolina, County of Wakefield, in the General Court of Justice District Court Division: 07 CVD 14236: Sports memorabilia and collectibles

• Mary Beidler v. Reed Beidler: In the Circuit Court of the Nineteenth Judicial Circuit Lake County, Waukegan, Illinois No. 07 D 325: Aircraft, vessels, and exotic cars

• Numerous dissolution of marriage cases and estate tax liability appraisals containing personal property including: residential contents, rare books, aircraft, classic cars, Hollywood & rock memorabilia, and sports collectibles

• Charitable contribution appraisals for written works, books, collections and archives, from and by Members of the US Congress, US Senators, well-known authors, celebrities, and world dignitaries.

**Specialty Assignments and Appraisal Engagements**

• Appraiser of more than 12,000 artifacts and antiquities including ancient glass, Asian artifacts, Egyptian relics, pre-Columbian pottery, ancient coins, and pre-historic fossils, for estate and trust matters, charitable contribution, insurance coverage, insurance claims, divorce matters, and litigation.

• Prime contractor for US Department of the Treasury, Internal Revenue Service, serving as lead appraiser and litigation consultant in art, artifacts and memorabilia for IRS cases.

• Prime contractor for US Department of Justice, US Marshal Service, serving as consultant and appraiser of fine art, jewelry, and sports memorabilia.


- Named subcontractor for US Department of Homeland Security, US Customs and Border Protection Service, providing appraisal, consulting and litigation support services for fine art, high-performance automobiles antiquities, ancient artifacts, sculpture, illustrations, manuscripts and works on paper.

- Named Appraiser for U.S. Bankruptcy Court. Appraiser of personal property including fine art.

**Conference Attendance and Continuing Education**

1986 Baltimore MD: International Society of Appraisers Annual Conference; Special Programs and Seminars in Residential Contents & Fine Art; Presenter and guest lecturer

1987-1993 Various ISA Conferences including Chicago, IL, Philadelphia, PA and Long Beach, CA

1993 NJ Chapter of ISA -- Seminar ’93: Residential Contents Specialty seminar

1994 Boston, MA: International Society of Appraisers Annual Conference; Special Programs and Seminars in Residential Contents & Fine Art

1996 Houston, TX: International Society of Appraisers Annual Conference; Special Programs and Seminars in Residential Contents & Fine Art

1997 Alexandria, VA: International Society of Appraisers Annual Conference; Special Programs and Seminars in Residential Contents & Fine Art

1997 NJ Chapter of ISA – Seminar ’97 – Honing Your Appraisal Business Skills

1998 San Diego, CA: International Society of Appraisers Annual Conference; Special Programs and Seminars in Residential Contents & Fine Art. Presenter and Guest Lecturer

2003 – 2007 International Society of Appraisers Annual Conferences in Philadelphia PA, Houston TX, Atlanta GA, Chicago IL, Santa Fe NM, Fort Worth TX; Special Programs and Seminars in Residential Contents & Fine Art

2008 Baltimore, MD: International Society of Appraisers Annual Conference; Special Programs and Seminars in Residential Contents & Fine Art

2009 Charleston, SC: International Society of Appraisers Annual Conference; Special Programs and Seminars in Rare, Exotic, and Collectible Cars, and Residential Contents & Fine Art

2011 Nashville, TN: International Society of Appraisers Annual Conference; Special Programs and Seminars in early photography, civil war artifacts, art pottery, furniture, appraisal theory, and Residential Contents & Fine Art
Papers, Treatises, and Published Works

National Appraisal Consultants, LLC:

Co-author: Betcha Didn’t Know That 101 Antiques and Collectibles Trivia Tips That Can Make You Rich, Famous, and the Hit of the Party


Pen & Quill: The publication of the Universal Autograph Collectors' Club

"Identifying Non-genuine Autographs: Printed signatures and signed photographs" Pen & Quill XXI, No. 3 May-June 1988


"Companion Autographs" Pen & Quill. XXII, No. 2, March-April 1989

"Sherlock Holmes and Autograph Authentication” Pen & Quill. XXII. No. 3, May-June 1989

"Pre-printed and Rubber-stamp Signatures" Pen & Quill. XXII, No. 4, July-August 1989

"Autograph Appraisals -- What You Need To Know” Pen & Quill. XXII, No. 5, September-October 1989

"New Forgery Style Discovered” Pen & Quill. XXIII, No. 1, January-February 1990

"George and Gracie's Rubber Stamp,” Pen & Quill. XXIII, No. 3, May-June 1990

"Will The Real John Jay Please Stand Up,” Pen & Quill. XXIII, No. 4, July-August 1990

"Autographs and Ethics: Perfect Together,” Pen & Quill. XXIII, No. 5, September-October 1990

"Pay Me Now, Or Pay Me Later,” Pen & Quill. XXIV, No. 5, September-October 1991

"Four Score and Seven Years Ago...,” Pen & Quill. XXIV, No. 6, November-December 1991

"Abraham Lincoln, John Wilkes Booth and The UACC”, Pen & Quill. XXV, No. 2, March-April 1992

"Common Sense Ain't So Common,” Pen & Quill. XXV, No. 3, May-June 1992

"Overlooked Assets,” Pen & Quill. XXV, No. 4, July-August 1992

"Lots of Common Sense in the UACC,” Pen & Quill. XXV, No. 5, September-October 1992

"Who Owns That Autograph?,” Pen & Quill. XXV, No. 6, November-December 1992

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"First Lady Autopens,"  *Pen & Quill*, XXVI, No.1, January-February 1993


"Rubber Stamp Signatures,” *Pen & Quill*, XXVI, No. 4, July-August 1993


"Printed Facsimile Signatures ,” *Pen & Quill*, XXVI, No. 6, November-Dec. 1993

"Facsimile Hitler Documents,”  *Pen & Quill*, XXVII, No. 7, January-February 1994


"Group Facsimile Signatures," *Pen & Quill*, XXVII, No. 4, July-August 1994

"Brian and Jay's Collecting Tips," *Pen & Quill*, XXVII, No. 5, September-October 1994

"My Favorite Catalogs,” *Pen & Quill*, XXVII, No. 6, November-December 1994

"A Rather Large Opera Autograph,” *Pen & Quill*, XXVIII, No. 1, January-February 1995

"Frank Who? (Franking Privilege),” *Pen & Quill*, XXVII, No.2, March-April 1995

"Father of the Blues (W. C. Handy ),” *Pen & Quill*, XXVIII, No. 3, May-June 1995

"High-Tech Collecting,”* Pen & Quill*, XXVIII, No. 5, September-October 1995


"So What's It Worth?,” *Pen & Quill*, XXIX, No. 2, March-April 1996

**Other Works**

"Identifying and Appraising Autographs, Manuscripts and Historical Documents”  In conjunction with the development of a specialty studies program for the International Society of Appraisers.  1996

"The Autograph Detective"  *The Paper and Advertising Collector* June 1988  pp16-17

"What's it Worth to You?"  Antiques and Collectibles Column  *Montage Magazine*, Author -- Feature Writer


- "What's it Worth to You?" Spring/Summer 1996, pp 25-26
- "Old Books in the Attic" Montage, Winter 1996,
- “The Lowdown on LPs & 45s: Are Your Old Records collectibles or Cob-Web Collectors?” pp 70-71
- “Oh, You Beautiful Doll!” Barbie and Antique dolls pp 40-41
- “Collecting Baseball Memorabilia -- Hitting a Home Run or Striking Out?” pp 55-56

"How To Tell If It's Genuine" Paper Collectors' Marketplace, September 1991 pp 16, 19, 84

"Robots That Forge Signatures" Paper Collectors' Marketplace, November 1991 pp 8, 78


“Betcha Didn’t Know That” Oldies 1510, WRNJ, Hackettstown/Washington, NJ Co-author and on-air talent of this continuing series of radio spots relating to the value and history of antiques and collectibles

“Value This! With Brian and Leon,” formally “Trash or Treasure With Brian and Leon” Oldies 1510, WRNJ, Hackettstown/Washington, NJ and WNTI FM and webcast www.WNTI.org Host and on-air talent of the nationally-syndicated weekly call in “radio road show” September 2001-present


Additional Presentations:
Dealing With Ethical Appraisal Dilemmas ISA Conference Chicago IL Assets 2005

Appraising and Identifying Autographs Letters and Historical Documents 1996 Houston, TX: International Society of Appraisers Annual Conference