



Appraisal Report

of Folk Art Model Toy Set

Type of Value: Fair Market Value

Intended Use: Charitable Donation

Report date: May 19, 2014

Client:

Tom & Barbara Wible  
203 Cardinal Glen Cr.  
Sterling, VA 20164

Prepared by:

Sarah McCullom  
Accredited member, American Society of Appraisers  
EIN: 202360390  
3901 Colonel Ellis Ave.  
Alexandria, VA 22304

Date of Inspection: March 19, 2014  
Date of Donation: March 27, 2014  
Effective Date of Valuation: March 27, 2014



3901 Colonel Ellis Ave.  
Alexandria, VA 22304

Tom & Barbara Wible  
203 Cardinal Glen Cr.  
Sterling, VA 20164

May 19, 2014

Dear Mr. & Mrs. Wible,

This appraisal of the folk art model toy set consisting of a coke oven, mine motor, gondola train car and coal hopper train car w/ 2 tracks, is communicated in an Appraisal Report in accordance with our letter of agreement dated March 19, 2014. You indicated to me that you own the property, which was located at your home at 203 Cardinal Glen Cr., Sterling, VA 20164. You did not indicate any liens or encumbrances existed on the property, and I have valued the property accordingly. The effective date of the report is March 27, 2014 the date of donation to the Heinz History Center, Pittsburgh, PA. You were present when I photographed and catalogued the items.

The type of value of this report is fair market value. The Fair Market Value for charitable donation is defined as the price at which the property would change hands between a willing buyer and a willing seller, neither being under any compulsion to buy or to sell and both having reasonable knowledge of relevant facts. If the contribution is made in a property that of a type which the taxpayer sells in the course of his business, the fair market value is the price which the taxpayer would have received if he had sold the contributed property in the usual market in which he commonly sells, at the time and place of the contribution and, in the case of a contribution of goods in quantity, in the quantity contributed. The usual market of a manufacturer or other producer consists of the wholesalers or other distributors to or through whom he customarily sells, but if he sell only at retail the usual market consists of his retail customers. If the donor makes a charitable contribution of property, such as stock in trade, at a time when he could not reasonably have been expected to realize its usual selling price but is the amount for which the quantity of property contributed would have been sold by the donor at the time of its contribution. 26 CFR §1.170A - 1 (c) (2)

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This appraisal is subject to the limiting conditions and assumptions as stated herein. Values are based on the whole and possessory interest of the owner of these properties, undiminished by liens, fractional interest or other encumbrances. To be valid, this appraisal report must be used in its entirety of 18 pages. I have no past, present or contemplated future interest in the subject properties of this appraisal.

The intended use is charitable donation. Intended users have been identified as yourself, your attorney and representatives of the Heinz History Center in Pittsburgh. Use of this report by others is not intended by this appraiser. On the basis of inspection, research and analysis, it is my opinion that the Fair Market Value for the subject properties included in the appraisal report as of the effective date is \$ 3,200.00. Values for the individual pieces are included in the report.

This appraisal report has been prepared in compliance with the Code of Ethics of the American Society of Appraisers and the Uniform Standards of Professional Appraisal Practice (USPAP) 2014-2015, promulgated by the Appraisal Standards Board of the Appraisal Foundation. The American Society of appraisers has a mandatory reaccreditation program and I am in compliance with that program.

Confidential information provided to me in the course of preparation of this appraisal as well as the opinions and conclusions of the appraiser shall remain confidential, in accordance with USPAP and the ASA code of Ethics. I will maintain all documents related to the appraisal for a minimum of five (5) years or two (2) years after any litigation in which I have testified, whichever is longer.

The submission of this report completes this appraisal assignment. Thank you for allowing Hidden Treasure Appraisals to have been of service to you.

Sincerely,



Sarah McCullom

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## **TYPE OF VALUE**

This appraisal has been prepared to conclude the fair market value for a folk art model toy set consisting of a coke oven, mine motor, gondola train car and coal hopper train car w/ 2 tracks.

## **INTENDED USE**

The intended use of this report is for charitable donation.

## **INTENDED USERS**

The intended users include the clients and representatives of the Heinz History Center in Pittsburgh, PA.

## **DEFINITION OF VALUE**

Fair market value for charitable donation is defined as the price at which the property would change hands between a willing buyer and a willing seller, neither being under any compulsion to buy or to sell and both having reasonable knowledge of relevant facts.

26 CFR §1.170A - 1 (c) (2)

## **APPROACHES TO VALUE**

There are three approaches to value: cost approach, income approach, and sales comparison approach. They are defined as follows:

- Cost Approach – A procedure to estimate the current costs to reproduce or create a property with another of comparable use and marketability.
- Income Approach – A procedure to conclude an opinion of present value by calculating the anticipated monetary benefits (such as a stream of income) for an income-producing property.
- Sales Comparison Approach – A procedure to conclude an opinion of value for a property by comparing it with similar properties that have been sold or are for sale in the relevant marketplace by making adjustments to prices based on marketplace conditions and the properties’ characteristics of value.

All three approaches have been considered in the analysis for this appraisal. The cost approach was not utilized because it requires a reproduction or replacement that is new, which would be inappropriate for an estate. The income approach would not be appropriate because there is no indication that the items would be utilized to produce an income.

The approach that has been used is the sales comparison approach. This approach compares similar items in the appropriate market, in order to ascertain the fair market value.

## NARRATIVE

This report involves the value conclusion for a folk art model toy set consisting of a coke oven, mine motor, gondola train car and coal hopper train car w/ 2 tracks. The valuation was requested by the owners, Tom and Barbara Wible. Mr. Wible indicated that they were donating the pieces to the Heinz History Center in Pittsburgh, PA. I photographed and catalogued the items at their home at 203 Cardinal Glen Cr., Sterling, VA 20164. on March 19, 2014 in the presence of them both. The effective date of the appraisal is March 27, 2014, the date of donation.

The type of value sought in this appraisal is Fair Market Value. Fair market value for charitable donation is defined as the price at which property would change hands between a willing buyer and a willing seller when neither is forced to buy or sell, and when both have reasonable knowledge of all relevant facts. Fair market value may not be determined by a forced sale price, nor by the sale of price of the item in a market other than that in which the item is most commonly sold to the public. The location of the item must be taken into account whenever appropriate. (26 CFR §1.170A - 1 (c) (2) The intended use of this report is charitable donation. Intended users have been identified as my clients and representatives of the Heinz History Center.

The conditions under which I photographed and catalogued the pieces were very good. Mr. Wible had the pieces out in the living room. While it was somewhat cramped quarters I was able to fully examine and photograph each piece. The photograph used in this report, however, is the photograph that Mr. Wible took of the pieces and put on line. The particulars of each piece are included in the description in the report.

To assist in identification and find additional information on the pieces, as well as identify the relevant characteristics, I used various books, reference materials and internet sites. All sources are included in the bibliography. The market that I used to conclude value for the pieces was the retail market at the level that similar pieces sell most frequently. This included retail sites that sell similar folk art toys and models. The list of all websites used is included in the bibliography.

Additionally, genealogy research was conducted on both the Burkett and Coulter families in order to ascertain the provenance of the pieces. This provenance identified where the pieces likely originated and set the period of time and identified the company that they represented. This provenance positively influenced the value of the set. Ms Emily Meyer, an associate of Hidden Treasure Appraisals, assisted me in this genealogy research.

Once comparables were found in the appropriate markets, the sales comparison approach was used to conclude the value. I took into consideration the relevant characteristics of the subject pieces and compared those to the characteristics of the comparables. My value conclusions were based on factors such as age, craftsmanship, appearance, rarity, desirability, condition and provenance. These comparisons assisted me in concluding the values. More specifics of my value conclusions are included in the report under Appraised Property. My research, notes and comparables are retained in my work file.

The market for these pieces is both the folk art and toy markets.

Folk Art Market. “The market for traditional American folk art has been buffeted in the last few years by changing tastes and an uncertain economy. Still, top pieces—from portraits and carvings to weathervanes and scrimshaw—continue to bring record and near-record six- and seven-figure prices.... In the 1920s and ’30s, when the first serious collectors began paying attention to American folk art, much of it was still on church steeples and carousels. Since then, it has been widely gathered, studied, appraised and brought to market. That market went into overdrive following the Bicentennial in 1976, when interest in Americana surged. Prices for top-quality pieces soared. From a valuation standpoint, the heart has been plucked out of the lower three-quarters of the folk art market. A good but not great piece that sold for \$25,000 seven or eight years ago now might bring \$6,000. It’s a market correction. It’s no different from the stock market. The problematic material is going for what it’s worth—its decorative value—while the very best material is bringing as much as it ever did.” This according to folk Art dealer Fred Giampetro of the Giampetro Gallery in New Haven, CT.  
(from: artandantiquesmag.com)

Folk art defined: Encompasses art produced from an indigenous culture or by peasants or other laboring tradespeople. In contrast to fine art, folk art is primarily utilitarian and decorative rather than purely aesthetic. Folk Art is characterized by a naive style, in which traditional rules of proportion and perspective are not employed.  
(from: wikipedia)

The toy market. Many toys, games and dolls are very collectible. Nostalgia is at the root of most of this collecting, as stated by Ted Hake of *Hake’s Americana & Collectibles*, there has been an “exponential growth of interest in popular culture collectibles over the past four decades. First and foremost in growth, among the many collecting areas has been toys. Toy collecting has proven its appeal over many decades, among all age groups, and flourished in a multitude of consumer society environments. As long as people appreciate objects with high levels of ingenuity, craftsmanship, and emotional appeal, toys will be in the forefront of collecting.”

## APPRAISED PROPERTY



### **Pictured:**

- |                  |                        |                    |                       |
|------------------|------------------------|--------------------|-----------------------|
| <b>1.</b>        | <b>2.</b>              | <b>3.</b>          | <b>4.</b>             |
| <b>Coke Oven</b> | <b>Coal hopper car</b> | <b>Gondola car</b> | <b>Mine motor car</b> |

**And two tracks....**

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**1.**

**Item:** Folk art coke oven  
**Material:** wood & metal  
**Origin:** Pennsylvania  
**Date:** early 20<sup>th</sup> century  
**Size:** 36" L x 11" H x 19" Deep  
**Condition:** Very good

**Description:** A replica of a factory sized coke oven, with 12 separate ovens, 6 on each side. The top has a rail on which a hopper sits so that it can move back and forth along the top to feed coal into each of the ovens. Likely handmade as a child's toy, and made of wood and metal scraps.

The coke oven was used to convert coal into coal coke, or wood into charcoal, producing creosote as a by product. (railcraft.wikispaces.com)

**2.**

**Item:** Folk art coal hopper train car  
**Material:** wood & metal  
**Origin:** Pennsylvania  
**Date:** early 20<sup>th</sup> century  
**Size:** 12.5" L x 5.5" H x 5.5" Deep  
**Condition:** Very good

**Description:** A handmade replica of a coal hopper train car painted red. It is made of wood and metal, likely from scraps. On the bottom of the piece the covers of the wheels (journal covers) are metal, and have writing on them, indicating they were made from tin cans. It is initialed on the side "JZB" likely standing for John Zimmerman Burkett, the previous owner of the pieces. Like the coke oven it was probably made as a child's toy.

**3.**

**Item:** Folk art gondola train car  
**Material:** wood & metal  
**Origin:** Pennsylvania  
**Date:** early 20<sup>th</sup> century  
**Size:** 20" L x 4" H x 5.5" Deep  
**Condition:** Very good

**Description:** A handmade replica of a gondola train car painted red. It is made of wood and metal, likely from scraps. On the bottom of the piece the covers of the wheels (journal covers) are metal, and have writing on them, indicating they were made from tin cans, just like the hopper car discussed above. The side has painted on it

“R Coulter”, a name of one of the original owners of the mine and a partner of Harry Burkett. Like the rest of the pieces it was likely made as a toy.

**4.**

**Item:** Folk art mine motor car  
**Material:** wood & metal  
**Origin:** Pennsylvania  
**Date:** early 20<sup>th</sup> century  
**Size:** 19” L x 5.5” H x 9” Deep  
**Condition:** Very good

**Description:** A handmade replica of a mine motor car painted gray. It is made of wood and metal, likely from scraps. Much more complicated in design and construction than the other pieces, just as a full size mine motor car would be. Like the rest of the pieces likely made as a toy.

Mine motor cars were used to take miners into the mine and haul back up loads of coal.

**Fair Market Value for group: \$3,200.00**

**Comparables;** Comparables for each of the pieces were found at various websites. Nothing identical was found to these pieces, but folk art models of train cars, trolley cars, trucks and buildings were found to use. Those that were used as comparables were similar in size, style, age, condition and materials. For the coke furnace 2 large trolley cars and a large truck were used. They were of a similar size to the oven and were for sale for \$1,200.00, \$1,550.00 and \$1,800.00. **Value for the coke oven was concluded at \$1,500.00** due to the similarity in size, style and condition of the coke oven to the pieces, particularly the trolley car which was priced at \$1,550.00. Comparables for the other three appraised pieces were the same: three train cars and a train station. They were all about the same size as the gondola car and the mine motor. They were for sale for \$150.00, \$566.00 and \$404.00. **Value of the gondola car was concluded as \$500.00**, as the lower priced piece was much simpler in design and the appraised gondola car is slightly better than all three. **The coal hopper value was concluded as half of that value, or \$250.00** as it is about half the size. **The mine motor value was concluded as more than the value for the gondola, at \$600.00**, as it is a more complex piece. The value of the set or group was concluded as more than the four individual pieces added together as there were also 2 tracks, each 36” long, and because of the provenance discussed in the report. This provenance indicates what these pieces were made to represent and for who these pieces were made, adding historic value to them.

Provenance: The owner indicated that the received the pieces from a friend of his, John Z. Burkett, who told him they had been made for him as a child because they related to his family's coal business.

Genealogy research yielded the following:

- John Zimmerman Burkett, the friend that gifted the pieces to the owner, currently resides in California.
- His father was John Zimmerman Burkett (1896-1969). He is buried in Greensburg, PA. His mother was Margaret M. Burkett.
- His grandfather was Henry (Harry) Clay Burkett (1863-1937). He is also buried in Greensburg, PA. His grandmother was Emma Zimmerman Burkett. His grandfather's connection to Coulter, the name on the train car, was found to be the following:

Hempfield Foundry Co. of Greensburg, PA was incorporated in December 1907 with a capital of \$45,000.00. Directors included (among others) Harry G. Burkett and Richard Coulter, all of Greensburg. In addition, the list of bank directors for the First National Bank of Greensburg, PA also included H.C. Burkett and Richard Coulter. It appears clear that Mr. Harry Burkett and Mr. Richard Coulter were in business together, in particular the coal refining business.

This is likely where these pieces came from; a gift to a grandson or son representing the family business.

An interesting aside is that Richard Coulter (1827-1908) was an American Civil War General in the Union Army. He was involved in many businesses in the Greensburg area following the war.

## CERTIFICATION

I certify that, to the best of my knowledge and belief :

- The statements of fact contained in this report are true and correct
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
- I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- My engagement in this assignment was not contingent upon developing or reporting predetermined results.
- My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly relate to the intended use of this appraisal.
- My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the *Uniform Standards of Professional Appraisal Practice*.
- I have made a personal inspection of the property that is the subject of this report.
- Ms Emily Meyer, an associate of Hidden Treasure Appraisals provided personal property appraisal and research assistance to the person signing this certification.
- I have performed no services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.



Sarah McCullom  
Appraiser

May 19, 2014

## PRIVACY POLICY NOTIFICATION

Appraiser Sarah McCullom, and all the staff of Hidden Treasure Appraisals, LLC is totally committed to safeguarding the confidential information of our clients. Please know that we hold all of our client's personal information provided to Hidden Treasure Appraisals in the strictest confidence and in accordance with the USPAP and the ASA ethics standards of confidentiality. These records include information that we collect from clients in connection with any of the personal property appraisal services provided by our company. At no time in the past have we ever disclosed information to third parties, except as specifically authorized by our clients, or as required by law, and that we do not anticipate doing so in the future. If we were to anticipate such a change in our company policy, we would be prohibited under federal law, USPAP, and the ASA ethics code from doing so without advising you first and obtaining your permission. As you know, we use the personal property information provided by our clients to help meet their appraisal requests, while guarding against any real or perceived infringements of their rights of privacy.

Our policy with respect to personal information about our clients is as follows:

1. We limit employee and agent access to information only to those who have a business or professional reason to know, and only to nonaffiliated parties as required by law.
2. We maintain a secure office and computer environment to ensure that your information is not placed at unreasonable risk.
3. The categories of non-public personal information that we collect from a client depend upon the scope of the client's appraisal engagement. This includes information about personal property assets, information about tax identification numbers, and other non-public information necessary. Additionally, it may include information about transactions between clients and third parties, and information from third party sources.
4. Unaffiliated third parties that require access to our clients' personal information, such as Federal and State Tax regulators, insurance companies, and the like, may only review company records as permitted by law.
5. We do not provide client information to mailing list vendors or solicitors for any reason whatsoever.
6. Personally identifiable information will be maintained during the time a client is a client of the company and for the appropriate time thereafter that such records are required to be maintained by USPAP, and consistent with the ASA ethics code. After this required period of record retention, all such information will be destroyed in a manner consistent with providing confidentiality to our clients.

## BIBLIOGRAPHY

### Literature

Appraisal Standards Board. *Uniform Standards of Professional Appraisal Practice*. The Appraisal Foundation. The Appraisal Foundation, 2014-2015.

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*Foundry – Volume 31*. Penton Publishing co. 1907

*The American Bank Reporter: and Attorney List, Volume 96*. Strumpf & Streuer. 1917.

Wertkin, Gerard. *Encyclopedia of American Folk Art*. Routledge, 2004.

### Internet Websites

<http://toms.homeunix.net>  
[www.1stdibs.com](http://www.1stdibs.com)  
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[www.trocadero.com](http://www.trocadero.com)  
[www.wikipedia.org](http://www.wikipedia.org)

## ASSUMPTIONS & LIMITING CONDITIONS

- Appraiser has no current, past or anticipated future interest in the property.
- The opinion(s) of value are valid only for the effective date of the appraisal.
- The intended for use of this report is charitable donation. This report is not intended for any other use.
- This report is intended for use only by my clients and representatives of the Heinz History Center in Pittsburgh, PA. Use of this report by others is not intended by the appraiser.
- This appraisal report is only valid in its entirety of 18 pages. Reproduction of this report must be done in its entirety.
- The provenance presented by the owner is assumed to be true
- The clients stated that they are the owners of the property. This appraisal is not a certificate of title or a warranty of ownership. Ownership was neither researched nor confirmed.
- The property has been appraised free and clear of all liens and encumbrances.
- Information utilized in the preparation of this report is obtained from a variety of sources that are either documented in the appraisal report or contained in the appraiser's work file. These sources are assumed to be reliable and accurate. The appraiser assumes no responsibility for errors or omissions provided by these sources.
- No change to this report shall be made by anyone other than the appraiser. The appraiser retains the right to amend this appraisal report.
- Sales results quoted in this report, regardless of origin, do not include any taxes. Auction sales results quoted in this report include the standard buyer's premium of that auction house, as of date of sale (unless otherwise noted).
- This appraisal makes no warranty as to the authenticity of the property appraised. Absolute identity is frequently possible through scientific testing. This appraisal is based on visual inspection and the properties were not subjected to extensive testing. Values are therefore based on the information current as of the effective date of this report.
- This appraisal assumes that there are no undisclosed conditions of the subject properties that would have a material and/or adverse effect on the value conclusions. This summary appraisal report is not limited by any hypothetical condition(s) or extraordinary assumptions(s).
- This appraisal is based on visual examination on site.
- Measurements are considered to be accurate within ½ ”.

- The values concluded in this appraisal do not guarantee the price that would be received if property were to be sold.
- The fee structure used is based on an hourly charge and is valid only for this appraisal. It is neither dependent on any conclusion of value nor reporting of any stipulated or pre-determined results.
- By payment of the full appraisal fee, the client agrees to release the appraiser from any and all liabilities of any kind in any way in perpetuity.
- The appraiser is neither an attorney, accountant nor an insurance advisor and assumes no liability for such matters, except as specifically described in this report.
- While all of the pieces were examined and photographed by the appraiser, the photograph used in this report was taken by the owner, Mr. Wible, and used on his website. It accurately represents the pieces that were seen by the appraiser.
- This appraisal has been prepared to comply with the Uniform Standards of Professional Appraisal Practice (USPAP), updated every two years, and in accordance with the ethics code of the American Society of Appraisers.
- This appraisal report is confidential. No part of this report shall be disseminated to the public in any form without the prior written consent of the appraiser.
- Access to confidential information or the value conclusion will not occur without the expressed written consent from the client, unless ordered by a court of appropriate and competent jurisdiction and/or regulation, or a duly authorized panel of a professional organization.
- This appraisal and the back up work file will be maintained for five (5) years, or two (2) years after any litigation in which I have testified, whichever is longer.
- The current contractual obligation concludes with this appraisal report as agreed to between the appraiser and client. Additional actions of the appraiser related to this report and the property can be performed upon completion of an additional agreement at the rates current at that time. The appraiser is not required to attend or testify in court regarding this appraisal or related matters unless additional time or fee arrangements are made.



## CREENTIALS

**Sarah McCullom**, owner of *Hidden Treasure Appraisals, LLC*, is an **Accredited Member of the American Society of Appraisers**. She holds a Certificate in Appraisal Studies and Connoisseurship in Fine and Decorative Arts from George Washington University, in association with the American Society of Appraisers (ASA). Her training and experience centers on 18<sup>th</sup>, 19<sup>th</sup> and early 20<sup>th</sup> Century American and English furniture, ceramics, glass, silver and fine arts. She specializes in appraisals for insurance, estates, and donations.

### Appraisal Experience and Education

Appraisal practice begun in June 2004.

2003 to 2006: *Reunions*, an antiques & gift shop, Alexandria, VA, -  
priced consignments and consulted on pricing and sales.

Certificate in Appraisal Studies and Connoisseurship of Fine and Decorative Arts from George Washington University, run in conjunction with the ASA, completed May 2004 -

Connoisseurship classes successfully completed:

- Survey of American Decorative Arts
- American Historic Interiors
- Silver Identification: Markings
- American Glass: Everyday to Elegant, 1800 to World War I
- 20<sup>th</sup> Century American Furniture
- Regionalism in American Furniture: 1750-1830
- Design & the Decorative Arts in Britain 1500-1900

Appraisal classes from the ASA successfully completed:

- Introduction to Personal Property
- Methodology: Research and Analysis
- Report Writing
- The Legal and Commercial Environment
- Principles of Appraisal Practice and Code of Ethics
- Uniform Standards of Professional Appraisal Practice (USPAP) 2010-2011
- Advanced Report Writing

The Smithsonian Institution education:

- American Furniture: 1650-1840
- Identifying Silver
- Oriental Rugs: Art Underfoot
- Painted Furniture
- Chinese Export Porcelain

Additional education:

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Furniture of SW Virginia and SE Tennessee  
Virginia Quilts  
Architecture & Decorative Arts, 1760-1815  
French & Russian Decorative Arts, Hillwood Museum  
Ceramics conference, Winterthur, April 2010  
Personal property conference, Trusts & Estates, May 2013

“The Way to Buy Antiques”, given by G.E. Read and Associates, Charleston, SC.  
- fundamentals of appraising, furniture, unusual objects and terms, and  
purchasing antiques including porcelain, silver and paintings.

Attendee, Alexandria Forum Symposium, each year, 2001-2009

Alexandria Association, member, 2001-present

### **Additional Professional Experience**

Thirty years of senior executive experience as career Naval Officer, retiring as a Captain (O6):

Work assignments included Commanding Officer of a Naval Alcohol Rehabilitation Center, Executive Officer, Service School Command, Great Lakes, IL, Officer in Charge of two different Personnel Support Detachments, and Special Assistant for Women’s Policy to the Chief of Naval Personnel.

### **Associations:**

American Society of Appraisers, Accredited Member

American Ceramics Circle

Wedgwood Society

### **Education**

Masters in Business Administration  
Bachelor of Science

National University, San Diego, CA  
University of Alabama