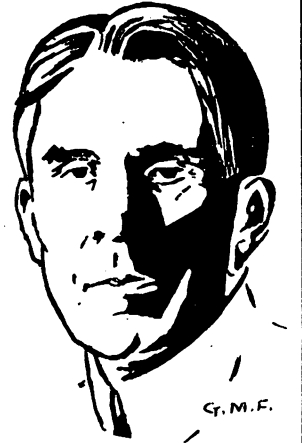




The Zane Grey Review

Official Publication of the ZANE GREY'S WEST SOCIETY
8850 East Pike / Norwich, Ohio 43767
Elizabeth Reeb, Editor



VOLUME 2, No. 6

AUGUST, 1987

FIFTH ANNUAL CONVENTION THE MOMENTUM CONTINUES!

Whenever Zane Grey fans gather, a sense of fellowship develops. The 1987 ZGWS convention, held June 8-11 in Middletown, NY, brought together more than 80 people from 21 states and Canada in a spirit of love for Zane Grey.

The convention began on Monday evening with a convention and chicken barbecue. After welcoming remarks by a Middletown council member, Mary Nelson read "The Blessing," a lovely poem written by her daughter, Cecelia, as a child. A subtitle to the poem was, "Inspired by the Lackawaxen River . . . Dedicated to Zane Grey." Pike County (PA) historian George Fluhr then presented an informative slide program about the history of the Delaware Valley that Zane Grey knew.

Tuesday's activities included an optional members' breakfast hosted by Don Warren. After the call to order, Joe Wheeler gave the keynote address, "Dawn and Dusk on the Delaware," a flowing narrative of Zane Grey's life at Lackawaxen. The symbolic dawn in Grey's life was August 28, 1900 - the day he met Lina "Dolly" Roth along the river; dusk occurred when his and Dolly's remains were returned to their special home along the river.

The account of Grey's stay in Lackawaxen was highlighted by excerpts from his early diaries (1905-1910) and described the severe winters he endured there, how he was attempting to formulate a philosophy of life and that he was trying to achieve a sense of balance. At Lackawaxen, he wrote his first article, the Ohio and baseball trilogies, the juvenile and outdoor books, and some of his best and most popular westerns as well as his only eastern novel.

As the East gradually slipped into a moral dilemma, Grey was drawn to the West where traditional values still existed, eventually moving his family to California. When the eastern changes caught up with the West, Zane Grey looked back to his home in Lackawaxen.

G.M. Farley prefaced his talk about "The Life and



Photo of 1902 sketch by Zane Grey used on 1987 ZGWS program cover.

Times of Lewis Wetzel" with the statement that by today's standards this legendary individual would be considered either a murderer or hippy or both. G.M. learned about Wetzel when he read his first Zane Grey book (*The Last Trail*) and became interested in both the subject and the author. Born in 1763, Wetzel had been captured by Indians as a boy, but escaped and vowed to spend the rest of his life killing Indians. He killed Indians for the sheer joy of it and nobody knows how many, but the count was high. Wetzel probably knew more about woodcraft than the Indians. At the turn of the century, he gave up Indian killing. He died of fever in 1808.

G.M. recollected how he had emulated Wetzel in his youth, substituting rattlesnakes for Indians and their rattles for scalps. He concluded that Lewis Wetzel was a product of his times and was what the Ohio Valley frontier had needed then.

Jeff Dykes delighted his audience with his talk, "Zane Grey's Books for Young Readers," a testimonial about his introduction to Grey's Ken Ward series 75 years ago. He followed this favorite fictional character, anticipating each new book. As a collector of Texas Ranger books, he acquired Zane Grey novels dealing with that subject, to add balance to the factual books. As a dealer, he found that Zane Grey books were a best-seller. From

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At The Editor's End

As this first issue of the ZGWS "Review" under my direction goes to press, I think back on the evaluations, learning experiences and adjustments that have taken place to arrive at this point, and I look ahead to the challenges of producing future issues.

I would be remiss if I didn't express my heartfelt appreciation to the ZGWS officers, board members and Society members who have offered encouragement and advice and to those who have supplied information or articles for this publication. A special thank-you goes to G.M. Farley who volunteered to do the artwork that will appear on the new masthead and elsewhere.

To all of you, I am grateful for your confidence in electing me to office and also for your patience during the transition period. I will probably make a few more small changes to the newsletter and other services, but I will try to avoid lengthy delays.

It is appropriate here to look back over the two previous years of newsletters and remember that Don Warren faithfully produced them, putting a lot of time and energy and a little of himself into each one.

Please call or write me with your comments and suggestions concerning this newsletter. The "Review" is for you, the members, and as editor, I want to know what you'd like to hear about.

In The Swing Again

A phone call to Dr. Charles Schissel in Massachusetts this weekend confirmed all of the progress reports I've been receiving from several of the ZGWS officers. He expressed his great disappointment at not being able to share in the convention comradery, but otherwise sounded very chipper. Charles says that he is much improved in the last few weeks, so much so, in fact, that he has his doctor's permission to go on an airplane trip. He and Rita are planning to go west for two weeks in September to visit their daughter who works at Yellowstone National Park. He is hoping to re-open his practice sometime in October, but in the meantime is taking life easy.

G.M. Farley was hospitalized recently for severe back problems. He was scheduled for surgery, but says that a miracle occurred that allowed him to forego the surgery and go home to gain his strength.

Roll Call

States represented at this year's convention were: Arizona, California, Colorado, Connecticut, Georgia, Illinois, Indiana, Kansas, Kentucky, Maryland, Massachusetts, Michigan, Minnesota, New Jersey, New York, Ohio, Pennsylvania, South Carolina, Tennessee, Texas, and Vermont, plus the province of Ontario, Canada.

If I missed anyone's state, please let me know.

Reflections In The Lackawaxen River

by James H. Vickers

It has been over six weeks since the convention in Lackawaxen yet some memories become sharper as time passes. I was closer to this convention than the others so please forgive me if I am less objective.

Some of the reflections in the Lackawaxen River that will always stand out in my memories are -- the beautiful day we had at Lackawaxen with warm sunshine flooding the Zane Grey House and surrounding area. Loren Grey with Al and Helen Davis going over the house and grounds of Loren's early youth. The ever gracious Mary Smith Nelson, inviting us into her home with stories and pictures of Zane Grey. Jeff Dykes and G.M. Farley on the bench in the front yard. One can visualize Zane Grey seated between them as the three discuss the art of writing and swap tales of western lore. The hike to Prospect Point and the dazzling beauty of the two rivers converging in front of the Grey home. Exmarine sergeant, now National Park Supervisor, John Hutzky giving us the history of the area and presenting the good news from Congress that the National Park Service would acquire and preserve the Zane Grey home. Our members who came so far to see this historic place: the Loren Greys and Mark Hixson from California, the Gillespies from Colorado, the Nobles, the Stiles, the Dobsons, the Rulons and the vivacious Eleanora Evans from Arizona. The stalwart figure of Joe Wheeler presenting the keynote address. The art and philosophy of Taylor Oughton. Cliff and Marilu Ford's generous gifts to our youngest participants. John Gilbert, that epitome of southern gentility, providing enormous help and advice toward the success of the convention, and even standing at the crossroads holding a Zane Grey road sign.

Gil and Gert DeYoung and their tireless effort to have an outstanding auction, highlighted by Gert's afghan. Vic Lewis' unerring eye for an auction bargain and then pushing the bidding to the limits while wife Fay rolled her eyes in wonder. The Zane Grey drawing that added just the right touch to the Elizabeth Reeb-designed program. The joy of seeing some of our newest members like Barbara and Phil Haub being caught up in the Zane Grey experience. The wreath laying ceremony at Zane and Dolly's grave with words of honor from Reverend G.M. Farley, Reverend Darrell Richardson and Royal Canadian Mounted Policeman, Sergeant John Roy (Rtd.). The total participation of all our attending members who by their presence made this a successful meeting. The warm fellowship of the final banquet with everyone speaking of their personal memories. And finally the last reflection in the Lackawaxen River is that of the man who worked so hard but unfortunately could not be there, our President, Charles Schissel.

Upcoming Deadlines

Deadlines for the October and December newsletters are October 10 and December 1 respectively. Anyone with news items or articles to be published should submit that information to your editor before that date.

Meet Zane Grey's West Society's President

by G.M. Farley

One day while I was calmly and quietly perusing the contents of our local used book store, the lady who owned the store passed by followed by a portly gentleman. I heard her say, "If we have any Zane Grey books they will be back here." I fell in line and added to the procession. It wasn't that I did not know where the westerns were located among the loaded shelves. I did, and I kept the shelves cleared of any worthwhile Zane Grey. I just felt sorry for the gentleman inquirer.

Approaching as timidly as my zeal for collecting would allow, I said, "Are you looking for Zane Grey books?"

The man turned, eyed me speculatively with the cold eyes of an Arizona gunman, and asked, 'Are you G.M. Farley?'

I was stunned, almost to immobility, but managed to recall that was who I happened to be, and said, "Yes."

Dr. James Vickers was a novice collector at the time, but he quickly overcame that handicap and became a collector of some note. Jim travels a lot for the government, and he usually does so by automobile. This gives him access to used book stores in nearly every city in the U.S., and like any true book collector, he avails himself of every opportunity. No city is the same after a visit from Jim Vickers.

Jim and Valerie became members of the Zane Grey's West Society in time to attend the Payson convention. Shortly thereafter Jim was elected to the board of directors. Actually this occurred at the Zanesville convention. He had the Society at heart, and was often greatly concerned if something seemed to be going wrong.

Jim loves the West, especially Zane Grey's West and has travelled by automobile many of the same trails that Grey once traversed on horseback. He has plans to visit and investigate more places that Grey wrote about, some of them in areas dangerous to travel.

Danger is not a new word to Jim Vickers. About two years ago I read an article from an Ohio newspaper which referred to Dr. Vickers as "Indiana Jones." Vic Lewis, at the Middletown convention, suggested that Jim was also mixed up in "monkey business."

Jim travelled to the jungles and rain forests of three continents in search of monkeys for polio research. He was the first to recognize and promote monkey farms in the United States. And some of his excursions have brought him into imminent danger.

In northern India, Jim and his party were apprehended by a savage tribe who looked upon the monkey as a deity. Jim had captured several of the primates and the irate natives felt he should be punished. Their verdict: both arms and both legs were to be broken and Jim to be left alone in the jungle to die. Fortunately, one of his guides could speak the native dialect, and after some negotiations, the natives agreed to release Jim providing the monkeys were set free. It did not take long to do this. Perhaps that was what Vic Lewis was talking about.

In the 1960's a special television presentation was filmed telling the story of the capturing and use of the rhesus monkey in making vaccine to fight the polio epidemic. Much of the filming was done in what was then Tanganyika. Dr. Vickers was the star of the show. This documentary shows Jim, a young, handsome man, in Africa mingling with the natives and animals, selecting traps for the animals, and the shipment back to America. The out-takes were as interesting as the actual documentary. The viewer is privileged to see the Tarazan-like Vickers astride a rhinoceros, proving that the ZGWS does have a fearless leader.

Jim is well-known as a speaker and writer, and he is also an artist, and a capable administrator.

It would be easy to write more, but space is limited.

We are proud to have Dr. James Vickers as the Society's president.

Notice To Members by Elizabeth Reeb

At the annual business meeting of the ZGWS on June 11, 1987, members voted to distribute a list of active members' names and addresses to the membership. Anyone who does NOT wish to be listed should contact me by November 1. The option to include addresses and/or phone number is now offered on our membership applications.

Zane Grey Stamp Update

Since 1974, Zanesville resident and stamp collector Donald Slack has been circulating petitions to collect signatures to support the issuance of a stamp in honor of Zane Grey.

Thirteen years later, Don is still going with his campaign. Several stores and public places in Zanesville have the petitions, but most of the signatures come from the National Road-Zane Grey Museum.

In May, Don sent 3,392 more signatures to the Citizens' Stamp Advisory Committee, bringing the total to 26, 817.

The Advisory Committee considers requests for stamp subjects, preferably on a significant anniversary of their birth. Stamp subjects must have national importance. A Zane Grey stamp has been considered several times, but each time the request was turned down. The latest request to the Advisory Committee suggests a 1989 issuance on the 50th anniversary of Zane Grey's death.

Anyone who would like to help in this effort should contact Elizabeth Reeb, ZGWS Secy-Treas. or write to Donald C. Slack, P.O. Box 24, Zanesville, Ohio 43702-0024.

Fifth Annual Convention continued

youth to man to senior citizen, Mr. Dykes has looked upon Zane Grey as one of the great story writers of the American West.

"Zane Grey on the Santa Fe Trail" was a slide presentation narrated by Charles Pfeiffer. He showed historic points along the famous trade route using old pictures and present-day illustrations. Four of Zane Grey's novels have connections to this trail: *Fighting Caravans*, *Lost Wagon Train*, *Knights of the Range*, and *Twin Sombreros*. Charles identified many locations that were described or named in these books, also pointing out the accuracy or discrepancies with these sites.

In his talk, "Dolly Grey: The Woman Beside the Man," Dr. Loren Grey reflected upon the partnership his parents shared during their 34-year marriage. Comparing them to two tall trees in the forest, with leaves intermingling yet neither leaning too much on the other, he pointed out that Dolly was "beside" rather than "behind" her husband. While Zane Grey was away, Dolly was very independent; she travelled and kept diaries. Dr. Grey announced that Dr. Candace Kant (*Zane Grey's Arizona*) is currently writing a book with excerpts from Dolly's letters.

Taylor Oughton ("The Art of the Dust Jacket") explained that art enabled him to be connected to a variety of things. A noted wildlife artist, he has also done sports and historical illustrations as well as book covers. He said that a dust jacket is an invitation. Oughton painted the last seven Zane Grey "invitations" for Harper Brothers: *The Ranger*, *Blue Feather*, *Stranger From the Tonto*, *Fugitive Trail*, *the Arizona Clan*, *Horse Heaven Hill* and *Boulder Dam*.

The annual auction completed Tuesday's schedule. Thanks to some very nice books donated by members and some lively bidding, this year's auction netted \$3461. Auctioneers Gene Hafner, Cliff Ford and John Roy did a splendid job, assisted by Gil and Gert DeYoung and the Tom Myer family.

Perfect weather greeted conventioners for the field trip to Lackawaxen on Wednesday morning. Upon arrival there, smaller groups were organized, with one group touring the Zane Grey House and Museum and later visiting Mary Smith Nelson in the Smith House while the other group hiked to Prospect Point, a favorite Zane Grey spot overlooking the confluence of the Lackawaxen and Delaware rivers.

Albert Davis and Helen James Davis welcomed ZGWS members to the house and museum. Helen, whose father Alvah James introduced Zane Grey to Buffalo Jones who, in turn, introduced Zane Grey to the West, spoke of her memories of the Greys in Lackawaxen. The museum is loaded with priceless artifacts, from Zane Grey's dental drill to his illustrations for *Betty Zane* to original manuscripts.

Mary Nelson also opened her home, built by Zane Grey for his mother and sister Ida. It later was home to the caretaker, Mary's father. Mary reminisced about growing up around the Greys and showed a video tape.

The entire group reassembled for a picnic lunch in the nearby park. John Hutzky, Superintendent of the Upper Delaware National Scenic and Recreation River, reviewed the history of the area and then made the announcement that everyone had been waiting to hear: acquisition of the Zane Grey Home and Museum was being considered in the Interior Subcommittee, with a \$300,000 appropriation request. The National Park Service has occupied space on the second floor of the museum since 1983.

Following the picnic, a wreath-laying ceremony was held at the grave site of Zane and Dolly Grey in the cemetery just south of their old home. Reverend G.M. Farley, Reverend Darrell Richardson and John Roy expressed the sentiments of everyone present with their tributes to Zane Grey.

The remainder of the afternoon was spent touring the houses and museum, visiting with Al and Helen and Mary and the Loren Greys. A preview tour of the Roebling Bridge was well-attended. Within sight of the Grey property, the bridge was purchased by the National Park Service in 1980; it had been closed for restoration but would reopen on June 13th. Built in 1848, Roebling's "Delaware Aqueduct" is probably the oldest cable suspension bridge in America. It carried canal boats in water over the Delaware until the canal company sold it in 1898 to a private owner. The bridge was built by John Roebling, best known for his design of the Brooklyn Bridge.

Thursday was a busy day for ZGWS members. Vice-President Gilbert DeYoung conducted the morning business meeting in Charles Schissel's absence. Don Warren reported a slight decrease in membership and recommended a membership brochure. A financial report was distributed. Auction sales improved over last year and Gertrude DeYoung's afghan brought in \$310. The G.M. Farley Scholarship Fund stood at \$4230.

Members voted on the following: to donate \$200 each to the scholarship fund and the Ohio Historical Society; to allow the Honorary President and Executive Director a vote on the board; to distribute a membership list to all active members; and to have a room and charge a users fee for members to sell and/or trade books after the auction next year.

Election of officers resulted in the following (length of term in parentheses): James Vickers, President (2 yrs); Gilbert DeYoung, Vice-President (2); Elizabeth Reeb, Secretary-Treasurer (2); John Gilbert and Carolyn Timmerman, Directors (2) and Marguerite Noble, Director (1).

The first order of business under President Jim Vickers was to select a site for the 1988 convention. Lake Powell/Page, Arizona was chosen, with Phil Rulon, Marguerite Noble and Gib Stiles on the planning committee.

An auction of books donated by George Houle for the scholarship fund brought \$970. Joe Wheeler donated another book to push the total over \$1000; this put the scholarship fund over \$5000.

Continued on page 8

Membership Report

At the time of this year's convention, our membership included 268 regular members, 6 associate members and 3 student members. There were 74 members who had not yet paid their current dues.

The bad news is, there have been no renewals. The GOOD news is, that since the convention and through the first week of August, we have added 9 new members:

Terry Bollinger, Colorado
Barbara A. Bush, Florida
Albert and Helen Davis, Pennsylvania
Jeff Dykes, Maryland
Dick Hanley, California
Loren R. Myers, Pennsylvania
Charles Schreiner III, Texas
Donald Timmerman, Indiana
Clark G. Webster, Florida

We welcome these new members to our group and also hope that some of our not-yet-renewed friends will send us their dues.



Assembly Line (l to r): Val and Ruth Smith, Gert DeYoung, Valerie Vickers



Dr. Loren Grey: "I Remember Momma"

Hot Off The Press

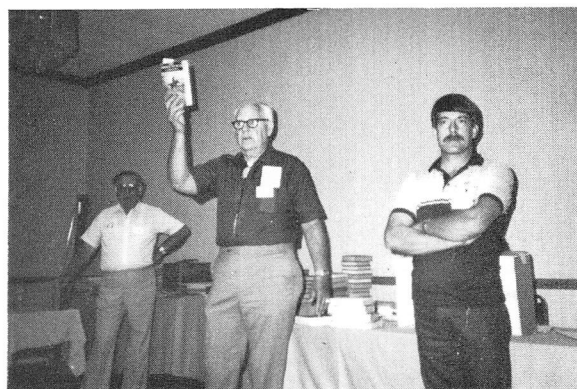
THE NATIONAL PASTIME is a recent publication of the Society for American Baseball Research. Edited by John Thorn, this book includes thirty-four chapters that recall classic moments and heroes in baseball's history. Joseph M. Overfield wrote the article about "Zane Grey's Redheaded Outfield," not without a few errors (Grey's birth and death dates are wrong) but otherwise pretty accurate. The book in paperback costs \$3.95; it was published by Warner Books, N.Y., June 1987 and should be available in bookstores on the sports books shelves.

G.M. Farley Scholarship Fund Grows

In addition to the donation Jim and Valeria Vickers made recently to the ZGWS account for the G.M. Farley Scholarship Fund, I have also received word from Bill Close that KTSP-TV in Phoenix has contributed \$300 to Northern Arizona University for the scholarship fund.



Taylor Oughton, artist extraordinaire



Do I hear . . . ?
(l to r): Gene Hafner, Cliff Ford, Tom Myer



"Did so!" "Did not!"
John Roy and Darrell Richardson



Meeting the Press:
Jim Vickers promotes ZGWS



"They went that-a-way!"
Stand-in road sign, John Gilbert



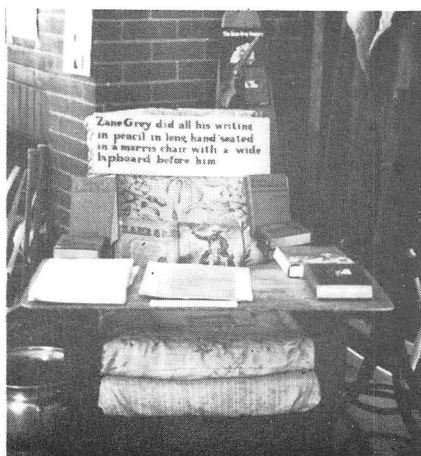
"A Day on the Delaware"
Field trip to Lackawaxen



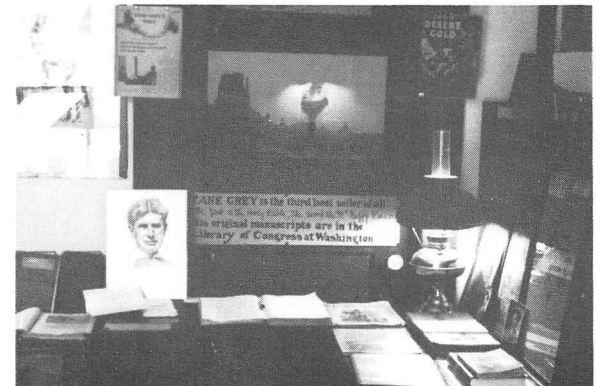
The Arizona Clan (l to r): Phil and Annette Rulon, and Charles and Marguerite Noble



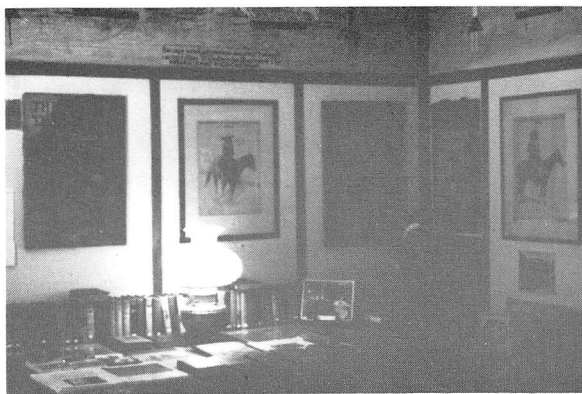
Helen James Davis



Zane Grey's Morris Chair



Inside the Zane Grey Museum



A corner of the museum loaded with treasures



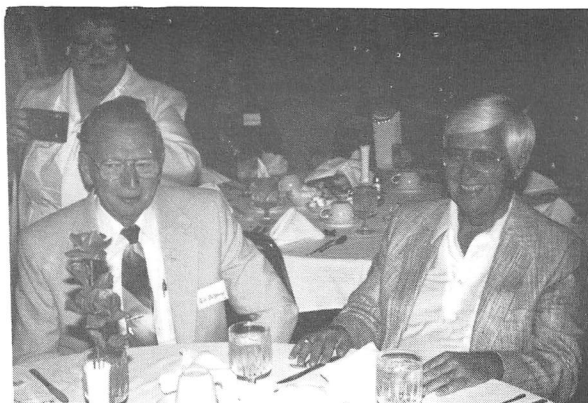
Taking in the scenery from Prospect Point



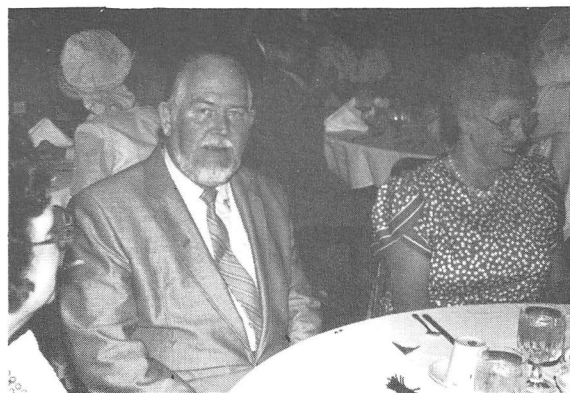
At the ZG and Dolly grave after the wreath-laying ceremony (l to r), Al and Helen Davis, Loren and Bonnie Grey, John Hutzky, Mary Nelson, George Fluhr.



"Everybody turn to the left please." ZGWS board line-up (l to r): John Gilbert, Carol Timmerman, Directors; Elizabeth Reeb, Sec-Treas.; Jim Vickers, Pres.; G.M. Farley, Honorary Pres.; Gil DeYoung, Vice-Pres.; Joe Wheeler, Exec. Director.



In front (l to r): Gil DeYoung, Gib Stiles.
(back, l to r): Carol Timmerman, Valerie Vickers, Barbara and Phil Haub



"Is it soup yet?"
(l to r): Frankie Farley, G.M. Farley, Gert DeYoung.



Our Zane Grey Family

Fifth Annual Convention continued

The business session ended with Cliff Ford's presentations to the young people attending the convention: books to Zachary Sparling and Nicholas Myer and a ZGWS T-shirt to Mindy Myer.

A members' forum featuring short talks about individual collecting or research interest was a nice addition to the convention. Nine members participated.

Her audience was spellbound as Lisa Brown addressed "Zane Grey: The Devil and the Dream," a study about the presence of evil in everyone - the struggle between demons (the potential for being bad) and dreams (the potential for being better). Zane Grey has been criticized for his virtuous heroes and his pure women, but there are a few characters in obvious conflict between viciousness and good. While these figures are not the main thrust of the novels, they do take over. Lisa concentrated on one example, Beauty Stanton (*The U.P. Trail*) who appears bad but is straining to be good.

Pete Hoffman posed the question, "Gnadenhutten: What Really Happened?" Another name for the Moravian village of Gnadenhutten was the Village of Peace. The original title for *The Spirit of the Border* was also *The Village of Peace*. Central to the theme of the story was the 1782 massacre and burning of Gnadenhutten. Zane Grey used both real figures and fictional people and a real event and wound them into this story; he made drastic changes to the actual massacre. In the novel, hostile Indians led by renegades were killed, but in truth, the killing was done by American frontiersmen led by Col. David Williamson. Also in the book, 18 of Williamson's men helped some Indians escape their fate, but in reality, helped send them to their death. Lewis Wetzel was not at Gnadenhutten. Col. Williamson was only a captain in the novel, perhaps Zane Grey's way of punishing him for his deeds. Today, the story of Gnadenhutten is told in an outdoor drama called "Trumpet in the Land."

"Protecting Your Collections" was Elizabeth Reeb's topic. All of us have some treasure we want to preserve and the best way to do this is to control the environment. Sometimes this is difficult to do, but if we know how light, humidity and temperature affect books, papers and photographs as well as how to clean, handle or store such items, our private collections will last much longer.

Jim Vickers, on one of his trips to Florida, explored Long Key, where Zane Grey had belonged to the Long Key fishing club and had even served as president. Grey fished from 1910-1924 in this area. "Zane Grey in Long Key Florida" gave a glimpse of the area today. Reminders that Grey was in the neighborhood are evident from signs bearing names such as Zane Grey Creek and Zane Grey Creek Drive.

Cliff Ford's talk, "Sunset Pass: Is Yours A 'First'?" involved several different copies of the novel that could be considered first editions. An automatic disqualification was the Grosset and Dunlap "first." The Harpers official

date for a first edition of *Sunset Pass* was January 7, 1931. One stated first edition bears the code K-F, indicating October. Two other books with the same code are inscribed April and February. A different copy has the right code for a January 1931 release, A-F, but is not a stated first edition and has an additional notation, FIC. Another copy bears the correct code, A-F alone, and Cliff considers this the true first edition.

Darrell Richardson shared his one-of-a-kind book collection of Zane Grey books during "Zane Grey's Place in Western Literature." This eccentric collection contains such works as Zane Grey books under their original titles, books published by the Purple Sage Press and also an author named P. Zane Gray. The audience would not have been surprised if another contradiction to *Sunset Pass* had appeared at this time. Speaking of time, it ran out before the speaker had finished the introduction to his talk, so it will be continued at the next convention.

Carolyn Timmerman's "Zane Grey in Magazines" was as entertaining as it was interesting. She displayed copies of the magazines she has collected and detailed the circumstances in obtaining each one. The Ladies Home Journal (1925) contained a serial, "The Bee Keeper," but the April issue is still missing; Country Gentleman issues containing Zane Grey stories were purchased at auction for an outrageous price. Persistence with a dealer produced The Chicago Sun Tribune with "Twin Sombreros." A copy of Field and Stream (1910) containing "Trout Fisherman's Inferno" is her oldest magazine.

Mark Hixson's recent trip following "Zane Grey in the South Pacific" got off to a bad start, and once he arrived in Tahiti, he wasn't sure if his luck had changed. It seems that no one at first knew about Zane Grey or the locations he had used. Finally, in his search, he found a girl whose grandfather had known Grey and visited with him. New Zealand was a different matter, for the government had given money to Zane Grey to come to New Zealand and to publicize the country. Here, Mark talked with Frances Arledge, one of Zane Grey's personal boatmen, and visited the site of ZG's fishing camp, the fishing club and a lodge that is being made into a museum in honor of Grey.

Charles Pfeiffer is interested in the geography of Zane Grey's books. "The Rainbow Trail" was a slide presentation of the narrator's favorite novel. This is a favorite book because he likes the Four Corners area and the places are easy to identify and he also feels close to the main character, Shefford. The beautiful points along the Rainbow Trail brought the afternoon session to a close.

The last official event was a banquet, a delicious meal in the company of friends-become-family. On this happy occasion, the absence of Charles and Rita Schissel was sadly noted; it was perhaps appropriate that Rita held the winning raffle ticket for Gert DeYoung's afghan. At Gil DeYoung's urging, each member stood and said a few words of personal note, inspiration or thanks. The closeness of the evening continued as friends said their individual good-byes or made plans to meet in Arizona next year.

Museum Corner

Zane Grey House, Lackawaxen, PA

by Albert and Helen Davis

The dedication of the Roebling Bridge on June 13th brought a steady stream of people to the Zane Grey House and Museum. Congressman Joseph M. McDade, the man responsible for the inclusion of a \$300,000 sum for purchase of the Zane Grey home and artifacts in the Interior Subcommittee, was among those visiting that day.

Attendance for the summer has been good, and the reopening of the bridge has helped to improve visitation. The museum will be open through October 31st.

Progress on the National Park Service acquisition of the house and collections is slow. After the appropriations bill is approved, the Congress will direct the National Park Service to begin the acquisition process by contracting with a private independent contractor to place a value on the property. Then, NPS will negotiate the purchase with the owners. To date, NPS has not become involved.

Zane Grey Cabin, Payson, AZ

by Margaret Sell

This summer has brought more visitors than ever to the Zane Grey Cabin here in Arizona. Each year visitation has more than doubled; also we have had a good amount of visitors from other countries - England, of course, Australia, Sweden, West Germany, Mexico, Canada, Spain, Sri Lanka and India. One charming young man was an Australian aborigine. Late last fall the ambassador from Finland to the United Nations came by and later sent one of ZG's books (*To The Last Man*) in the Finnish language that he had read as a boy.

We are now in our rainy season, but that does not stop people from walking up the path, sometimes in a veritable downpour, to see the cabin.

Invariably, retired persons who have read ZG in their early years say, "It's terrible! I'm hooked again on Zane Grey."

The Goettl property on which the Zane Grey Cabin is located has been on the market for some time, but as yet we who work here have had no knowledge of a permanent transaction concerning the sale.

Next June at the Society's annual meeting at Page, you will have an opportunity to meet Ila Counsellor who is taking most of the responsibility of the cabin. As you know, I am semi-retired, working only part-time. Ila is well-liked by our visitors and a real ZG devotee. We are very fortunate to have her.

P.S. This year we have had many tour groups and school children. Mr. Karl Rothermund of California and Mr. Les Smith of Scottsdale have brought many ZG books here to be given to young people who express a real interest in getting to know Zane Grey and his works.

Zane Grey Museum, Norwich, Ohio

by Elizabeth Reeb

The renovations phase of our \$365,000 state capital improvements project began on August 3rd. While the major work involves putting a roof over the central open-air courtyard for a Zanesville art pottery exhibit, the garage will also be expanded and a small orientation room will be added on to the building. The orientation room, which will seat 50, will provide visitors with an overview of the museum as well as enable us to increase our programs. There will be equipment for multi-media and video presentations.

The courtyard's resident box turtles, including three babies born this spring, must all be relocated, and museum attendants Kit and Kelly and I will be misty-eyed when we must finally give them up.

Unfortunately, our attendance is down a little from last year, mostly because the sternwheeler Lorena is not operating this season. The tour operators usually book a package tour and nearly all of the groups have cancelled this summer.

Events at the museum during the next few weeks include an 1850's baseball game on August 29th, with the Ohio Village (Ohio Historical Society) "Muffins" playing a team of radio/television personalities from Zanesville. On September 5th, we will have a brick-throwing contest (we throw 10-lb. paving block for distance), and our 4th annual Antique Auto "Motor-In" will take place on September 27th.

Keeping In Touch . . . Our Members Write

Mark Hixson sent a postcard from New Brunswick. Our travelling friend visited all of the New England states after the convention and then explored eastern Canada before heading across that country to Washington State. I'll bet he made a bunch of new friends and talked Zane Grey all the way!

Dr. John Gilbert took a Zane Grey horseback trip earlier this summer. We're hoping to hear more details about this. It sounds like he also sold most of his fellow trail riders on the ZGWS.

Speaking of selling others on ZGWS, Carolyn Timmerman has been doing her part. On July 22, the Fort Wayne News Sentinel featured Carolyn, her Zane Grey interests and ZGWS. She reports that she has found more magazines, braving heat and humidity to do so, but she still hasn't completed a serial. Her husband, Donald, has decided to join ZGWS, bringing Fort Wayne's total members to two, but I expect more after all this publicity.

Extra! Extra!

There are some programs left from the 1985, 1986 and 1987 ZGWS conventions. If you were unable to attend and would like any of these, they are available on a first-come, first-served basis. Contact Elizabeth Reeb.

A Warning To Your Pocketbook!

An Open Letter To Members Of The Zane Grey Society

by Edward Myers

Who or what determines the price of a book is easily the most frequently asked question by collectors who want to know what a "fair" price is.

There are a number of factors to consider that a bookman may use in pricing. A bookman may price his books at some fifty to several thousand percent over his cost. I know of no bookmen who would price a book with a value of \$100.00, at \$2.00 just because they were fortunate enough to acquire the book for one dollar at a local good will sale.

Then there is that somewhat (usually at least) vague "track record." One of the most reliable records of what books sell for is found in the "American Book Prices Current" and its British counterpart as well. Here are prices that were acquired through competitive bidding and are actually prices realized. However, even these may vary greatly from sale to sale. Condition of the book and the whims of the bidders must cause some of this fluctuation, although one may also discover changing trends of popularity over a period of years.

Using auction records is an art that seems to me somewhat analogous to drinking scotch. One must develop a taste for the thing.

Other dealers' catalogue prices are even less reliable as a tool in pricing. First one needs to know the dealer's background, his locale, his type of overhead and of course, whether or not he sold the item. It even would be useful to know if that dealer was swamped with orders. This, of course, is nearly always impossible to know.

Since I have mentioned locale, I had probably better deal with this problem now. Did you ever (and I bet you have) wonder why gasoline, food, hotel, etc. prices vary from region to region? For the most part the difference can be traced to the area's ability to pay. Prices are often lower in lower socio-economic regions and in regions not attractive to tourists. In other words, many businesses charge "what the traffic will bear."

Now a bookman living in a high rent district, renting an expensive room or group of rooms to display his wares, is certainly forced to price his goods to recoup his expense in renting. That alone could double prices in some areas over the prices of a bookman with a barn, or who stores his stock in his cellar.

This plus the fact that some bookmen keep testing the market by seeking that finite margin of diminishing returns (ie. pricing up so that only one person will buy this one copy). In other words when a bookman gets an item that he or she deems very scarce or rare, the price may be elevated well beyond common sense or any figure the item has brought at auction.

In the case of Zane Grey, I have been made aware of copies of the scarcer titles such as *Betty Zane*, all the

early juveniles, *Zane Grey's Book of Camps and Trails*, *The Wolf Tracker* and others being priced at double, triple and even four times the values I have listed in my price guide.

My warning to you, the reader, is if you support those who charge outrageous prices by buying their books, you may be assured that the next rarity offered to you by that person will be even more outrageously priced.

My price guide is just that, a price guide, and I admit conservative where the scarcer items are concerned. Yet in general I would not pay more than the listed values except for exceptionally fine copies and or copies signed by the author or some famous person other than the author. Copies with author signatures or other materials, letters, photos, etc., laid or tipped (glued) in are worth only an increase equal to the value of the added material. Thus, a \$75.00 book with a \$25.00 cut signature is worth \$100.00, while a signed copy may be worth \$150.00 or more, certainly much more for an author of greater collector popularity. Again, an experienced antiquarian bookman with many years experience is probably better equipped to make a good judgement in this situation.

So it all boils down to the collectors having a feel or some good knowledge of what he or she should expect to pay for the various titles he or she needs to complete a collection. Then the collector may expect to find a better price in Colebrook, Connecticut, or Haverhill, New Hampshire, or some small town in Iowa or Tennessee than he or she can expect to pay in Los Angeles, California. It's simply that Los Angeles is an expensive place in general to operate a book business. The original source for old books is primarily in the east and as these books change hands in moving west, the prices naturally must rise. Prices seem to be double and higher still over prices for like titles most everywhere else. On the plus side, since the overhead is high, one may be more able to find that elusive title in Los Angeles where the bookman must keep a higher priced stock in general and so gleans the countryside of its scarcer offerings. Thus, if you, the collector, are wary and alert, you may beat the expensive dealer to his stock and capture the rare item on your list at a much better price.

In my estimation a good bookman should use his past experience (supply and demand), auction records when possible, and a careful examination of the condition of the book for flaws in determining the price he should place on the book. He may also consider what he paid himself for the book, but this factor should not carry as much weight in pricing.

If the collector really wants to put a bookman on the spot, ask him or her how that person priced the book you are interested in.

"It brought \$500.00 at a recent auction." Really! What auction? When and where? Could this have been a

fluke? Do you have other auction records to substantiate this price? What other factors did you use in pricing or was that it?

"It's in so and so's catalogue." Oh! Did you get that price? Did several people want the book at that price?

Don't be afraid to ask. You would certainly check prices of food, gasoline, cars, etc. Why not books!

When you find a bookman who can satisfy you in this regard, who seems knowledgeable about books and pricing, you may have found an exceptional person to do business with. Also that bookman will probably give you an unconditional return privilege guarantee so long as you return the book promptly.

Such a bookman can be trusted. Any other must be suspect. Sadly many will tell you the book is not returnable or is returnable only if in their final judgement they have not described the book fairly.

You should be the judge now, not the bookman. Obviously, if the bookman feels you are being too severe he will not send more books to you through the mail. In most cases, however, the customer is right and a bookman hates to lose a customer.

When you read a catalogue and the book is described as "fine" there is no such book term as "mint," you expect a book totally unblemished. Even the color or dye in the cloth edges should not be rubbed away due to handling. Some books come from publishers in less than fine condition.

A little "rubbing" of the cloth edges in V.G. copies may be expected, while considerable rubbing and perhaps a dull appearance and some actual cloth wear (if it is noted) may be expected in "good" copies. "Fair" copies may be somewhat worn and drab, but intact and "poor" copies may be in very bad, loose, worn or somewhat strained condition as well, but must be complete and at least readable. The older the book, the more lenient we may be in defining these terms.

Other defects such as missing plates and maps, tears in sheets or cloth, stains, stamps or writing on the cloth or within the book are defects that should be noted.

A missing jacket, if the book was published with one, is a defect, but it is generally accepted in the book trade, that books sold through the mail are described without a jacket unless one is present. Then it is subject to the condition definitions above. A jacket is usually colorful, and depicts an artist's rendering intended to illustrate a mood or setting for the story or narrative. While the artist frequently fails in this attempt, the jacket is still so important in the book collecting community, that the prices of books with and without jackets sometimes vary as much as 50 times for titles almost never found with a jacket.

It would not be unreasonable in my estimation, to value a fine copy in a like fine jacket for *Heritage of the Desert* or *Riders of the Purple Sage* at \$1,000.00, while a

copy without a jacket might sell for \$100.00. Even a nice copy in a somewhat worn but basically complete jacket could be worth \$700.00 - \$750.00, while it's fairly easy to price *Boulder Dam* in a fine jacket at \$75.00 to \$100.00. Everybody does it, and while the book remains easy to get, the price will not go up. Thus, *Boulder Dam* may still sell for \$100.00 in 1995 while the above *Riders* or *Heritage* may be valued at \$1,500.00 to \$2,000.00, that is, if the current trend in the popularity of Zane Grey continues.

In my 20 years in the book trade, I have seen authors and subjects go into great popularity and then fade into obscurity. In 1967 it was difficult to sell a book with actual tipped in photos for anything but what the book represented in itself, while by 1980, anything with a real photo was saleable. Now I feel the popular crest of such books has been reached and the subject is on a decline.

I could list numerous other examples, but I only wish to illustrate this as a factor in pricing and that a knowledgeable book seller will have a feel for these trends.

Books I may have bought for resale eagerly ten years ago I might buy sparingly at lower prices today. Be assured though that while interest in Z.G. grew slowly from 1967-1980, the recent past has seen a meteoric rise in the popularity of this renowned western writer and this rise seems, like a bull market, to have no end in sight.

Yet the prices of Grey's fishing books have remained little changed over the past ten years. That is because the sporting field long knew of Grey's importance as a fisherman and of the value of his books in this field. So Grey's fishing books that sold for \$100.00 ten years ago might be priced at \$125.00 to \$150.00 today.

In 1972 you might have purchased a fine copy of "*Betty Zane*" from the renowned Seven Gables Bookshop for \$150.00, today that same copy might well be priced at \$1,500.00

A Grosset & Dunlap reprint of *Betty Zane* is worth \$5.00 or so. Most Grossets' in dust jacket are worth \$10.00 to \$15.00 and I have been selling these for \$7.00 to \$8.00 each. Again, this is based on my feel for supply and demand.

Whatever you do, get that guaranteed return privilege. Deal with booksellers you don't know at your peril! Know approximately what you should pay for a title. Good copies may be worth less than one half the value of fine copies for some books. If you are able, ask the unknown bookseller to send the book "on approval." Then you can pay for or return the book promptly.

Mark Your Calendars Now!!!!

The date for the 1988 ZGWS Convention will be June 6 - 9 in Page, Arizona. As details become available, we'll let you know.

Book Talk

by G.M. Farley

On The Diamond, edited by Martin H. Greenberg, Bonanza Books, N.Y., 1987, 576 pgs. contains *The Red-headed Outfield*.

Two more titles have been added to the Zane Grey audio cassette library bringing the total to five. These are boxed in such a way as to fit among the pocket book editions of Zane Grey.

Simon and Schuster has released "Audiotrails Volume One by Zane Grey" which runs for 60 minutes and contains "The Story of the Ice Cream Kid" and "Monty Price's Nightingale," read by James Lurie.

"Listen for Pleasure," a Canadian firm, has released, in the same format, except that it contains on two cassettes instead of one, "The Valley of Wild Horses." The reading was done by Charles Haid. Running time is not stated.

Apparently Zane Grey on audio cassette is becoming increasingly popular and the cassettes are showing up in various stores including Waldenbooks.

Even More Book Talk

The Equinunk Historical Society, P.O. Box 41, Equinunk, Pennsylvania 18417 has recently published *Once Upon A Memory - The Upper Delaware Volumes I and II*. In Volume I there are two chapters that deal with Zane Grey: "Zane Grey, The Legacy of his Lackawaxen Days," and "Zane's First Lackawaxen Purchase of Land." The book costs \$11.95 per copy (in PA add 6% tax) and postage and handling is \$1.25 per book.

Helldown is available on videocassette from the Old West Shop, Box 5232 W., Vienna, West Virginia 26105. Cost is \$29.95 plus postage and handling \$2.00.

More Book Talk

Tom Myer has discovered a new book of interest to Zane Grey fans in the 1987 Fall/Winter books catalog from the University of Iowa Press.

WESTERN AND HARD-BOILED DETECTIVE FICTION IN AMERICA: *From High Noon to Midnight*, by Cynthia Hamilton, according to the catalog, shows the complexity of "formula fiction" by concentrating on four highly-popular authors from 1890 to World War II period: western writers Zane Grey and Frederick Faust (Max Brand et al.) and two master hard-boiled detective novelists Dashiell Hammett and Raymond Chandler.

Hamilton traces the developments in the American adventure formula and its relationship to American values. She also relates the stories to the history of the book-publishing and magazine industries. She defines the adventure formula in terms of plot, setting, hero, style and theme, and concludes that these elements make the formula unique and "indeed worthy of critical appraisal and inquiry."

The book will be available in September from the University of Iowa Press, Publications Order Department - GSB, University of Iowa, Iowa City, Iowa 52242. Cost is \$21.00 plus \$1.50 for shipping (Iowa residents add 4% tax).

Advertising and Rates

We endeavor to accept only reliable advertising; however we cannot be held responsible for advertising claims or misrepresentation of a product. If a misunderstanding does occur we will try to help obtain a fair and equitable settlement of the matter. We also reserve the right to refuse or to discontinue any advertisement. The deadline for October advertising is October 10, 1987.

Advertising rates are:

Classifieds - 4 lines	\$3.00
Displays - 3 inches, 1 column	\$25.00
5 inches, 1 column	\$35.00
5 inches, 2 columns	\$55.00
10 inches, 2 columns	\$100.00

Publications Available from ZGWS

We have a number of back issues of our publications that can be purchased. The following may be obtained by writing the Secretary-Treasurer:

The New Zane Grey Collector	\$2.00 each
The Zane Grey Reporter	\$2.00 each
The Zane Grey Review	\$2.00 each
ZGWS Constitution & By-Laws, 1985	\$1.50 each

also:

The Horses of Bostil's Ford	\$6.00 each
Nonnezoshe (Farley reprinted)	\$5.00 each, 2/\$8.00
Fly-Fishing (Farley reprinted)	\$5.00 each, 2/\$8.00
ZG Pen and Ink Drawing, 16" x 20"	\$20.00 each

Archival Suppliers List

by Elizabeth Reeb

During my presentation at the convention, I mentioned several archival supply houses where acid-free papers, boxes, matboard, etc., to protect your books and photographs could be obtained. A number of people have asked me to repeat that list, so here it is:

Conservation Materials, Ltd. 240 Freport Blvd. Box. 2884 Sparks, NV 89431 (702) 331-0582	Light Impressions Corp. 439 Monroe Avenue P.O. Box 940 Rochester, NY 14603-0940 (716) 271-8960
Demco Preservation Supp. Box 7488 Madison, WI 53707 1-800-356-1200	Process Materials Corp. (Archivart Products) 301 Veterans Blvd. Rutherford, NJ 07070 (201) 935-2900
Gaylord Brothers P.O. Box 4901 Syracuse, NY 13221 1-800-448-6160	Talas 213 W. 35th St. New York, NY 10001-1996 (212) 736-7744
Hollinger Corporation 3810 S. Four Mile Run Dr. P.O. Box 6185 Arlington, VA 22206 (703) 671-6600	University Products P.O. Box 101 South Canal St. Holyoke, MA 01041 1-800-628-1912

Photos courtesy of:

John Gilbert - No. 1, 5, 7, 8, 9, 14, 15, 18, 29, 20
Tom Myer - No. 2, 3, 4, 10, 11, 12, 13, 16
Phil Haub - No. 6