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# THE ANTIQUE OUTBOARDER



THREE OF A KIND



The antique outboard display at the Albany Show. All motors shown are owned by Walter Weidman (left) and Phil Kranz (right). Left to right, the motors are: Clarke Troller, Elto Cub, Elto Servicetwin, Waterwitch Single, Caille Pennant, Thor single, Johnson V-45, Champion single, Indian Silver Arrow and Lockwood Chief.



Here is the reason why Phil Kranz restores so many antique outboards. He has a chief mechanic shown with Phil and his Clarke Troller.

# AOMCI at the ALBANY BOAT SHOW

By Walter Weidman

THREE OF A KIND.....Impossible you say - true we don't look alike - well what I really mean is that all three of us own Clarke Trollers. The lady in the cover is professional model Joan Kniskern of Schenectady, New York.

By Your Editor.....

WOW! We don't have anything like that in the Twin Cities Chapter (Clarke Trollers I mean, of course).

# NEGOTIATING FOR ANTIQUE OUTBOARDS

Marcus S. Wright

One can often find an antique worth owning, but to find an engine at anything other than an unreasonably high price is unusual. Don't be discouraged — back off and think!

Realizing that dollars and emotions are sometimes mixed in the seller's mind, try to figure a way to handle this bird so he will agreeably sell you the engine at a decent price. Establishing a good rapport with the seller will usually result in buying the engine at first contact. You should be prepared, however, to spend years in negotiations, in some cases.

Some sellers place a high dollar value on their engine, but will listen to reason and examples. The owner of a 1907 Waterman wanted \$700. Over the phone, I told him of another Club member who had paid \$25 for his engine in good condition, but that I thought his engine was worth \$75 and would pay that price. I advised the owner not to give me a yes or no at that time because I would be 400 miles closer to his city in a week and would visit him if we could arrive at a reasonable figure. We closed the deal for \$100, or about \$2 a pound, for a 60 year old engine! High, but like acreage on an island, no more are being made.

When writing to owners about their engines, list your questions so they have to answer many as "no"; Parts list included?, Owner's manual included?, Decal good?, Original paint job?, Running?, What missing parts?, Original shipping crate?. The more "no's", the better the message gets across that he has to sell you on his engine.

A particularly effective ploy is to enclose a check noted for payment in full with your offer to buy. About two years ago, I acquired an Indian Silver Arrow in this manner. Satisfied from photo and general condition statement by letter from the owner, my response was to reply with a check for \$25 with shipping instructions. This man delivered the engine to my door several weeks later. Result: a rare 1930 Indian at about 30¢ a pound.

Johnson, Evinrude, Elto, Caille, Lockwood, Waterwitch, OMC and Thor engines, in that order, are the most plentiful antiques. Take along a copy or two of "The Antique Outboarder" and show your prospective seller Bob Zipp's column so he can see for himself he doesn't have the only engine of that type in the Hemisphere! Many owners of Model A Evinrudes are chastened when advised that about 150,000 of these engines were built from 1909 - 1928 and are quite plentiful. These are the folks who like to tell you they can exchange them with the Evinrude Company for a new model.

Time cools many people way down. One very rare engine I have was bought for less than the asking price by the single expedient of waiting two months before answering the seller's offer and enclosing a check for 35% less than asking price, with a polite cover letter which explained after giving a lot of thought to the matter, this was the best I could do.

A good negotiating tool is to have about a dozen AOMC August, 1968 Newsletters xeroxed. Give a copy to the prospective seller. Bill Kelly's article will provide him with much food for thought.

The higher the sellers' price, the fewer antiquers who will be interested. This means you can really go to work on the owner. Set a schedule for eventual purchase within a year to 18 months. It can be a real sport in bringing the fellow down to earth on his price. Send him a xerox copy of Bill Kelly's August '68 Newsletter. Act stupid and mail him another copy about 3 months later with a cover letter saying he might be interested in this. Get friends to write or call on him, each one leaving an offer close to yours, but never the same as yours, otherwise he will think you are sending your friends over. A few months of this treatment and he usually gets the idea his engine is iron, not gold.

Some folks are a little slow in getting down to business. After the second or third visit and you feel you know your man fairly well, don't overlook the 'Juice of the Grape'. After lifting a few with your quarry at a friendly tavern, you may get the guy to sell it to you cheap because you are going to give HIS engine a GOOD HOME and he owes that engine a chance at prosperity because you are going to see to that! Feeding vanity sometimes works.

Engines are sometimes priced way out of reason and the owner will not budge, no matter what you do. Occasionally, these engines can be bought from his Estate for a fraction of original asking price! Never lose track of a desirable engine.

Good engines can sometimes be found from salt water areas. When you find one, though, beat the verbal salt water drum loud and clear as this is often worth quite a bit of money to you.

Running engines are worth more than dead ones. Should your prospective engine be dead and you feel the price would be appropriate if it were live, ask the seller if he will make it run for you. Often, this will pave the way for a better price.

Shake the flywheel, turn it, and muttering to yourself, "oh, oh", point out loose rod, piston or gear noises. Any spark? Take your time to create the impression you know your subject — this often gives the seller the solid impression you are an authority and makes him a lot less sure of himself. This weakens the sellers' case and is better for yours. Many folks back way off when confronted with a pleasant, genial, polite and firm person who knows his subject cold!

Quote actual prices paid for your older engines and be sure to name drop a make or two the fellow you are dealing with probably never heard of. Better still, have one in your car and show it to him. He will tend to regard you as a pro and accept your offer as he will get the idea he may never get a better offer!

Another buying strategy is to state your price, lay down the cash where the seller can see it and let him savor the idea of turning his engine into dollars. Some just can't stand that pressure.

You have to stand right up to some people — look them straight in the eye, firmly but pleasantly, telling them that you can appreciate what they would like to get for their engine, but that it is only worth so much and you will gladly give them that. Don't be afraid to offer 10% to 30% of what they ask - you might get the motor right away, or possibly a few weeks later - after the owner has had a chance to think the matter over.

Never embarrass a seller to the point he can't "save face". An example would be he "has another buyer" at a big price, but will save the engine for you for one week, etc. Tell him to go ahead and sell the engine to the other fellow, but since you get into his town every few months, you will check back later just in case the other buyer changes his mind. The odds are excellent the engine will still be there, and at a better price.

#### -SOME BASIC RULES-

- \* Wait a while before replying to an offer to sell.
- \* Never reply the first time by telephone - send a postcard.
- \* Gauge the seller before showing extreme interest. Sometimes good strategy is to say, "Gee - I want it, but can't give you more than \$10".
- \* Size up the seller. What would his income be? Is money important to him? Act accordingly.

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#### TIPS FOR RESTORING OR HANDLING OUTBOARD MOTORS-

Clarence Sitton writes that blind carburetor passages can be cleaned by filling a plunger type oil can with solvent and squirting the solvent through the tiny holes under pressure. Most of the time, you can easily see if the hole is open by how fast the solvent goes through. Use this type can with gas for priming.

The MOTOR BOATING magazine in 1930 carried a description of a tool just invented to hold the flywheel securely while the holding down nut is being tightend. The wrench consists of a heavy tape of braided fabric attached to a lever handle such that when positioned properly, its action of holding will clamp the rim more securely as greater pressure is exerted. The fabric protects the flywheel finish from scratches. Seems a modern version of this device could be made from a rubber belt and work just as well.

Don't forget to protect your back from painful strain by bending your knees and lifting a motor from the floor using those powerful leg muscles.

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## LONG BRANCH SALE

The July 28th New Jersey Meet auction with Tom "Colonel" Luce presiding. Tom is standing on the sea wall with Harry Holden (R.) looking on Bob Zipp's (L.), Doc Craver (seated), Bob Hampton (plaid shirt), Dick Michel (holding L-A racer) and others are waiting to bid.

**COMMENTS FROM THE**  
**INDIAN GROUP LEADER**  
**September 17, 2019**

Although there is no specific article about the Indian outboard motor in the October 1969 issue of The Antique Outboarder, there is a photo on top of page 13 containing a Silver Arrow. Walter Weidman and Phil Kranz, both owners of Indian outboards at the time of this publication, are shown in the photo proudly displaying ten of their antique outboards at the Albany Boat Show. An earlier version of the Silver Arrow appears on the right side of that photo. Until I created this comment sheet, I thought that was everything contained in this issue about these rare outboards.

Then, purely by luck, I discovered an excellent article on page 14 written by Marcus S. Wright. His article titled "Negotiating For Antique Outboards" gives instructions on how to find and purchase old outboards for a reasonable price. It was very informative and well written, but I was literally blown away while reading the fifth paragraph when Marcus explained how he purchased his very own Indian Silver Arrow outboard for a mere \$25. What a bargain!



Tom Oncken  
Indian Special Interest Group Leader