

OFFICIAL PUBLICATION OF PIPE COLLECTORS INTERNATIONAL

Pipe Smoker

THE JOURNAL OF KAPNISMOLOGY

ONE
DOLLAR

FALL 1983

MIGOLI unveiled

THEY
SHOWED 'EM HOW
IN SCHAUMBURG

TRADE SHOWS
THE TINDER BOX AND
R.T.D.A.

RARE
DUNHILL
SEVEN DAY SET

Owned By
EDEL JAMES

dunhill

THE
DUNHILL
PIPE •

A Comparison of Then and Now

BEN WADE
- PREBEN HOLM
OR BOTH
FOR 1984

EDSEL JAMES...



dunhill COLLECTOR!

RELAXING - Edsel is pictured relaxing during our interview. He has been trying to slow down recently after a mild heart problem, but admits that his doctor didn't ask him to give up his Dunhill.

Several unexpected things happened when we first embarked on our PCI venture. We thoroughly expected that the focal point of all pipe collecting activity would be centered "up east". You know ... New York, Baltimore, Washington, Chicago ... etc, or on the west coast. For the most part it is, however we were pleasantly surprised to find that some of the people considered most knowledgeable were located right here in the deep south.

As most collectors know, there are several areas of activity in which a person

LOOK AT THIS ONE - Phil Polin, a respiratory therapist (left) and pipe collecting friend, admires one of Edsel's best, as Frank Cooper, long time friend and pipe smoker, enjoys the treat. On the table are just a few of the Dunhill Pipes in the James collection.

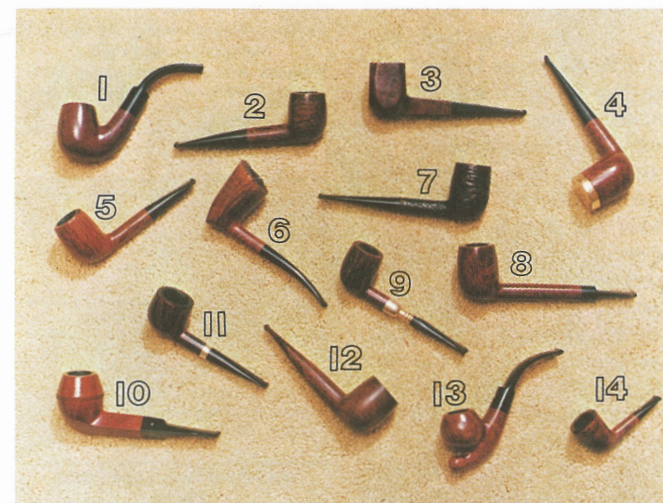


By
C. Bruce Spencer

can specialize. There is the general collector that has a broad range of pipes. There is the person who collects antiques, or a particular style and that is their area of concentration. There is also the person who specializes in a particular brand ... and that brings us to the subject of this story.

When it comes to pipe collectables, the most discussed and sought-after brand is Dunhill. And when it comes to Dunhill collectors, one of the most recognized authorities is Edsel James of Murfreesboro, Tennessee, owner of the Three-Ten (3-10) Pipe and Tobacco Shop.

Edsel James has a business background. He operated a successful insurance agency in Murfreesboro for many



(1) Unsmoked ODA Bruyere made in 1950's (2) Very rare LB "8" Pat # No. with markings "Made March 9, 1915" (3) Very rare Pat # ODB 836 Bruyere (4) 18 Karat Gold Windscreen 835 - Bruyere finish (5) DR - Straight Grain six star - rare (6) Very rare and unusual DRC Freehand (7) Rare "pencil-shanked" 835 shell briar (8) Very nice 841 Bruyere Lumberman (9) 18 Karat Gold Spigot model (10) Nice old ODA 837 - Bruyere finish (11) Extremely rare DR "D" Bruyere finish - ventage 1928 (12) Pat # 472 with billiard ball bit (13) Seldom seen ODA 802 Freehand in root finish (14) Captain Webster (only six made) 1940-50's - 3" long.

years but in 1974 sold it to open the 3-10 Pipe and Tobacco Shop. He had been a pipe smoker for over twenty-five years and was thoroughly engrossed in collecting for fun and profit. His weakness ... DUNHILL!

In discussing his fascination for this particular brand he says, "it goes back to basics. To me, the Dunhill pipe is the best smoking pipe in the world. Always has been!" In the early days of his collecting activity, back in the 1950's, he would travel around the country visiting smokeshops. In a serious indictment of many shop owners of that day, Edsel

says that, "most of them really didn't know anything about smoking pipes. Over the years the ignorance of the tobacconists has killed a good portion of the market by selling smokers inferior pipes and poorly blended tobacco."

As time went on, Edsel developed his own files of information about the Dunhill Pipe. Much of what he has learned he had to dig out on his own, however he does admit that the people at Dunhill (both in the states and in England) have been most helpful over the years. He had to create his own

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COVER PHOTO - A rare set of Dunhill Seven Day pipes dating to 1977. This set reportedly sold new for \$5,400 including the rosewood and teak display case. These are unsmoked and were purchased from Stanley Herbruck of California. They are unstained, natural root briar with 14 Kt. Gold bands. Photos by Larry Foster.

market in the early days. A lot of factory reps helped put him in touch with other collectors and tobacconists that shared his interest in the Dunhill Pipe. At present he estimates that he has about fifty people on his personal list of Dunhill enthusiasts and they communicate regularly.

In his personal collection, Edsel James keeps between five and six hundred pipes. With the exception of a few select specimens (see photo) most of them can be purchased or traded by interested collectors. For security reasons, they are never all in the same place at the same time. He has developed his own pricing structure for Dunhills, based on many years of experience, and finds that most collectors buy and sell based on the normal requirements of scarcity, condition and desire.

The Three-Ten Pipe and Tobacco Shop is a regular gathering place for Middle Tennessee's smoking enthusiasts. He carries a complete line of tobacco and related products but one doesn't stay long before they realize that Edsel James is a "Dunhill collector"!



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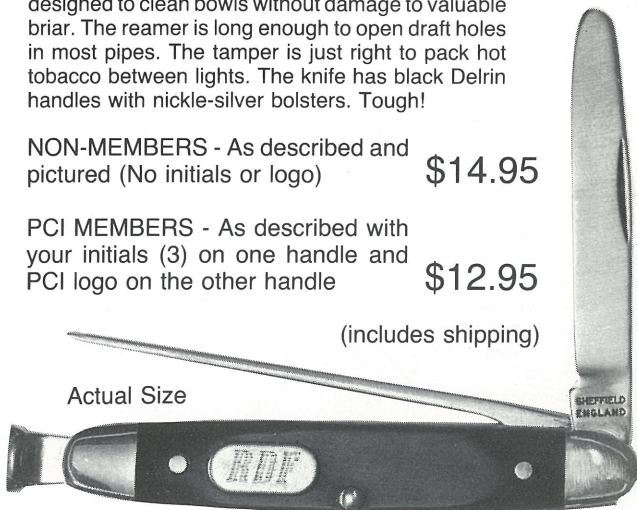
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