

| STOCK NUMBER | ARTWORK TITLE | YEAR CREATED | DATE RETIRED | EST. QTY. PRODUCED | EST. SECONDARY MARKET VALUE | STOCK NUMBER | ARTWORK TITLE | YEAR CREATED | DATE RETIRED | EST. QTY. PRODUCED | EST. SECONDARY MARKET VALUE |
|--------------|---|--------------|--------------|--------------------|-----------------------------|--------------|---|--------------|--------------|--------------------|-----------------------------|
| C-20 | Urban Cowboy | 1981 | 12/31/84 | 2,000 | 1,500.00 | 505 | Woah Demit Cowboy | 1995 | 12/31/97 | 1,200 | 75.00 |
| 200 | Beer Drinker | 1980 | 06/30/91 | 6,800 | 300.00 | 506 | Woah Demit Cowgirl | 1995 | 12/31/97 | 1,000 | 75.00 |
| 201 | Bather | 1985 | 05/29/98 | 9,000 | 85.00 | 507 | Woah Damnit Cowboy | 1995 | 12/31/97 | 1,000 | 75.00 |
| 202 | Snoozer | 1985 | 12/31/96 | 7,000 | 80.00 | 508 | Woah Damnit Cowgirl | 1995 | 12/31/97 | 1,500 | 65.00 |
| 203 | Card Shark | 1980 | 12/31/90 | 4,250 | 300.00 | 509 | Sex Mach. (1 st edition) | 1995 | 05/29/98 | 2,500 | 55.00 |
| 204 | Hunter | 1988 | 12/31/94 | 5,016 | 70.00 | 510 | Dancin Fool | 1996 | 05/29/98 | 1,800 | 125.00 |
| 205 | Early Riser | 1980 | 12/31/90 | 6,375 | 250.00 | 511 | Redneck & Fed Up | 1996 | 05/29/98 | 1,500 | 100.00 |
| 206 | Fisherman | 1987 | 05/29/98 | 12,000 | 75.00 | 512 | Bar-B-Q-in' (1 st edition) | 1997 | 05/29/98 | 1,100 | 55.00 |
| 207 | Golfer | 1987 | 12/31/93 | 6,600 | 130.00 | 513 | Real / Instructions (1 st "4") | 1997 | 05/29/98 | 1,000 | 55.00 |
| 208 | Goodbye Cruel World | 1987 | 12/31/97 | 11,000 | 80.00 | 514 | Road Rage | 1997 | 05/29/98 | 900 | 100.00 |
| 209 | Computer Wizard | 1988 | 12/31/91 | 5,000 | 180.00 | | | | | | |
| 210 | The Boss | 1988 | 12/31/97 | 4,500 | 90.00 | | | | | | |
| 211 | The Promise | 1988 | 05/29/98 | 7,500 | 75.00 | | | | | | |
| 212 | Yee Haw! | 1988 | 12/31/90 | 4,000 | 185.00 | | | | | | |
| 213 | Biker | 1988 | 05/29/98 | 8,500 | 85.00 | | | | | | |
| 214 | Trucker | 1989 | 12/31/95 | 5,000 | 120.00 | | | | | | |
| 215 | Executive | 1989 | 12/31/91 | 3,000 | 175.00 | | | | | | |
| 216 | Henpecked & Hogtied | 1989 | 12/31/90 | 2,000 | 175.00 | | | | | | |
| 217 | Happy Hour | 1989 | 12/31/92 | 1,466 | 125.00 | | | | | | |
| 218 | This Job | 1989 | 12/31/92 | 1,685 | 115.00 | | | | | | |
| 219 | Man's Best Friend | 1989 | 12/31/94 | 3,726 | 95.00 | | | | | | |
| 220 | Hello From (custom) | 1989 | 06/30/91 | 1,500 | 50.00 | | | | | | |
| 221 | Tourist | 1989 | 06/30/91 | 2,000 | 60.00 | | | | | | |
| 222 | Camera Crazy | 1989 | 06/30/91 | 2,000 | 80.00 | | | | | | |
| 223 | Smokin' Biker | 1990 | 05/29/98 | 7,500 | 100.00 | | | | | | |
| 223-S | Smokin (Sturgis 1990) | 1990 | 12/31/90 | 1,000 | 700.00 | | | | | | |
| 223-D | Smokin Daytona 50 th | 1992 | 12/31/92 | 500 | 800.00 | | | | | | |
| 224 | Couch Potato | 1991 | 12/31/95 | 4,000 | 80.00 | | | | | | |
| 225 | Mechanic | 1991 | 12/31/92 | 1,451 | 225.00 | | | | | | |
| 226 | Redneck | 1991 | 12/31/91 | 2,914 | 230.00 | | | | | | |
| 227 | Skier | 1991 | 12/31/93 | 1,368 | 85.00 | | | | | | |
| 228 | Pool Shark | 1991 | 12/31/96 | 3,500 | 100.00 | | | | | | |
| 229 | Bowler | 1991 | 12/31/93 | 1,593 | 90.00 | | | | | | |
| 230 | Gunfighter (C. Society) | 1981 | 12/31/91 | 2,913 | 200.00 | | | | | | |
| 231 | Saddle Sores | 1991 | 05/29/98 | 4,000 | 85.00 | | | | | | |
| 232 | First Cup | 1991 | 05/29/98 | 4,000 | 80.00 | | | | | | |
| 233 | Golf My Way | 1991 | 05/29/98 | 5,500 | 75.00 | | | | | | |
| 234 | Rodeo Clown (C.S.) | 1991 | 12/31/94 | 1,540 | 150.00 | | | | | | |
| 235 | Executive Library | 1992 | 05/29/98 | 6,000 | 75.00 | | | | | | |
| 236 | Yard Warrior | 1992 | 05/29/98 | 7,500 | 100.00 | | | | | | |
| 237 | Party Animal (1 st edition) | 1992 | 05/29/98 | 4,000 | 60.00 | | | | | | |
| 238 | Fire Fightin' (1 st edition) | 1993 | 05/29/98 | 3,500 | 60.00 | | | | | | |
| 239 | Dr. Feelgood | 1993 | 05/29/98 | 4,000 | 85.00 | | | | | | |
| 240 | Plumbin' Trouble | 1994 | 05/29/98 | 2,500 | 90.00 | | | | | | |
| 241 | Keeper / Peace (1 st ed.) | 1994 | 05/29/98 | 4,000 | 55.00 | | | | | | |
| 242 | Draggin' Butt | 1995 | 05/29/98 | 2,000 | 100.00 | | | | | | |
| 243 | Goin' Postal | 1996 | 05/29/98 | 1,500 | 100.00 | | | | | | |
| 401 | Cookies /Santa | 1992 | 05/29/98 | 2,000 | 150.00 | | | | | | |
| 402 | Testin The Toys | 1993 | 05/29/98 | 1,500 | 175.00 | | | | | | |
| 500 | Loungin' / Ladies (C.S.) | 1994 | 05/29/98 | 1,500 | 100.00 | | | | | | |
| 501 | Didn't Inhale | 1993 | 05/29/98 | 7,000 | 130.00 | | | | | | |
| 502 | Housework (1 st edition) | 1993 | 05/29/98 | 7,500 | 55.00 | | | | | | |
| 503 | Defenders (1 st edition) | 1994 | 05/29/98 | 1,500 | 125.00 | | | | | | |
| 504 | Mean & Ornerly | 1994 | 05/29/98 | 3,000 | 90.00 | | | | | | |

QUESTIONS, ANSWERS & FACTS ABOUT THE COWBOYS & NATIONAL VALUE GUIDE

THE FIRE THAT CHANGED THE WORLD OF COWBOYS: On 05/29/98 – the Cowboy factory burnt to the ground. Since it was a total loss, much of the information contained herein had to be assembled from past newsletters, catalogs, etc. and records salvaged off of back-up computer tapes as well as from the memories of the associated artists and craftsmen who help produce the Cowboys.

WHY DID SO MANY STYLES RETIRE AS OF THE FIRE (5/29/98)? Bill Vernon, artist and Cowboy's founder, had many originals kept off premises and could have easily brought back virtually all of the styles in production at the time of the fire. Instead, he elected to allow 05/29/98 to serve as a "mass retirement" date. This was done in the interest of collectors worldwide in an effort to further enhance the value of their collections.

WHO DECIDES WHAT RETIRES AND WHEN? This is strictly Bill's decision. He loves to surprise collectors and delights in improving the value of individual sculptures. As you see, some Cowboys show extremely low and exact production numbers going way back in "Cowboy history". Bill's long term goal is to see the Cowboy's go down in history as one of the best, most unusual collectibles of our time. They are well on their way! Chances are that you'll continue to see Bill surprise everyone with early retirements well under the 3,500-piece limit enhancing values even further. No one will know which pieces he will retire early so serious collectors are advised to try and keep one of each sculpture in their collections.

THIS GUIDE TRACKS RETIRED PIECES ONLY: Please refer to a current newsletter / catalog and price list for new releases and all styles that are now active and that can be purchased at retail. Furthermore, this guide is published as a service to dealers and collectors advising them as to the production quantities and the estimated secondary market values of each of their sculptures.

ESTIMATED SECONDARY MARKET VALUES: Since August, 1990, the *Cowboy Collector Society* has monitored the value of retired Cowboy sculptures. We gather information from dealers, collectors, buyers and sellers and have assisted many collectors in the buying and selling of retired sculptures among themselves. Consequently, we have first hand knowledge as to what collectors are / were willing to buy or sell their retired Cowboys for. Many of the prices shown here are historical and based on past secondary market sales / trades. We have updated the values to reflect **our opinion** as to what a buyer should pay or a seller should ask for a retired piece in good condition.

ESTIMATED QUANTITY PRODUCED: In the beginning, Cowboys were not limited editions. Therefore, we had no reason to keep up with exact production quantities other than for our own inventory records. As for the figures contained herein - up through and including #514: in some cases the figures are exact and accurate. However, in most cases these are estimates based on past inventory records. All stock numbers higher than #514 are now produced as "**Limited Editions**". Therefore, the quantities produced from 1999 on will be closely monitored.

WHAT DOES "C.S." or "C. Society" BESIDE THE ARTWORK TITLE MEAN? These are sculptures that were produced for Collector Society "members only" and were not meant for purchase by the general public.

SECOND EDITIONS – WHAT ARE THEY? A piece goes into "second edition" status in the event changes are made to the original design. This is exactly the case with certain styles brought back after the fire. Sculptures that are in second edition are clearly marked in the mold so they are easily identified. Our advise to collectors is; if you already own a first edition of a sculpture that has now entered second edition status, there is no real need to acquire both editions unless you are striving to include every sculpture we make in your collection.

WHICH COWBOYS DID BILL ACTUALLY SCULPT? Cowboys had their start in 1981. In the early years Bill had the ideas but employed other artists to do the actual artwork while he concentrated on running the company and production. It was not until 1991 that Bill returned to the sculpting table and took over the entire creative process himself. Since then, he has and will continue to be the only sculptor of Cowboys. "Saddle Sore's" (#231) was Bill's first Cowboy sculpture. Consequently, all sculptures with a stock number greater than 231 are Bill's direct sculptures. All Cowboys with a stock number less than 231 are strictly Bill's ideas but the sculpting work of other artists directed by Bill.

This is that last National Value Guide that we monitored directly.