

Arizona's ANTIQUE REGISTER

Vol 15 - No 4

A Guide to the Antique, Vintage & Collectible Marketplace

July-August 2012



Beat the Heat
at Antique Trove
Story on page 29...

Arizona's
ANTIQUE REGISTER
 Your Two-State Guide to the Antique and Collectible Marketplace • Established 1998

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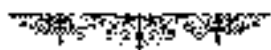


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The Antique Register™ Story

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The Antique Register was founded by Barbara Floyd

THE ANTIQUE REGISTER™, Months of July-August 2012
 Volume 15 Number 4. Deadline for next issue is August 1st.

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Subscription price: 1 Year, 6 Issues, \$12.00. Single copies: \$2.00

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 Your Guide to the Antique and Collectible Marketplace • Established 1998

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There Is Lots of Activity in Arizona's Antiques, Collectibles, Vintage Arena

by Barb Stillman

As you look through this issue of *The Antique Register*, you'll see that we have a number of new advertisers. Several are brand new shops opening for the first time, others have re-opened in a new location, and still others have just discovered the paper.

Although we are delighted to talk to all our shop owners, it is especially fun to hear from those opening new businesses. There is an excitement in their voices as they tell their stories—such as about buildings they have found that are in perfect locations or the fun they are having displaying their awesome finds, which they are looking forward to sharing with shoppers.

There is a lot of activity in the Antiques, Collectibles and Vintage arena among all of our advertisers— existing shops, new owners and new locations. They all work very hard to share their passion for antiques, collectibles and vintage. Visiting the shops will allow you to “catch” their excitement.

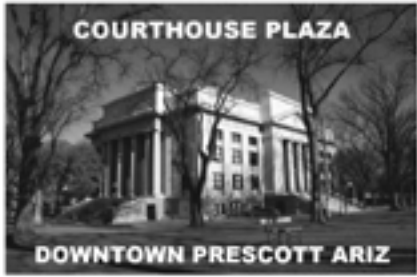
Ask the shop owners questions—they are a wealth of information and are happy to share their knowledge and expertise with you. Look for an unusual item and discover its origin. Antiquing is not only for the “experts,” it is fun for all to explore and learn.

Since the summer months are upon us, it is nice to visit shops in the cool high country or step into an air conditioned mall or shop and take a break from the heat of the day. Why not plan a day trip to an area unfamiliar to you and explore some of our great shops, malls and shows? Take that overnight trip you have been looking forward to and take along a copy of *The Antique Register* so you can be sure to visit some of our advertisers along the way.

Continued on page 4...

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New Shops, continued from page 3...

Arizona has so many wonderful Antiques, Collectible and Vintage shops to visit, and we are happy to be your guide to all of them as you travel around the state. Here is a list of new advertisers that have joined *The Antique Register* just this year:

Phoenix: **Magpie's Nest and Then Again AZ**

Scottsdale: **Avery Lane Home; Junk in the Trunk and Select Estate Antiques & More**

Cave Creek: **The Big Heap**

Wickenburg: **Copperstate Cowboy**

Glendale: **Vintage Chic Boutique**

Goodyear: **Brass Armadillo** – 2nd location

Tucson: **Lions Gate Antiques. A Backyard Boutique and Downtown Tucson Antique Fair**

Cottonwood: **Mimi's Antiques and Morning Star**

Humboldt: **Re-Collectables Sale and Brockett's General Store**

Pine/Payson: **Fall Apple Festival Antique Show, Loot Resale and Sweet Nostalgia**

Have you come across a new shop not in the paper? It is always surprising to find an antique and collectible shop that has not heard of *The Antique Register* since it has been around for almost 15 years, but there are a few still out there and we are happy to know about them. Please tell them about us and let us know about them as well. We will contact them and hopefully they will become a regular advertiser.

Tell us about your summer excursions and we will share them with our other readers. Drop us a line at info@theantiqueregister.com or visit *The Antique Register* on Facebook. And, please, be sure to tell all the shops you visit that you found them in *The Antique Register*.

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• Bayberry's Antique Dolls and Dave's Antiques

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Winner of Dolled Up for Murder

Brigid Engel of Phoenix is the winner of *Dolled Up for Murder*, Jane K. Cleland's newest Josie Prescott Antiques Mystery. *Dolled Up for Murder* was labeled "a winner" by Publishers Weekly, and it's easy to see why. The story involves people we care about (and you don't need to have read the earlier books in the series to enjoy meeting the characters now) and the plot is intricate and surprising. Plus, for us antiques lovers, you'll learn fun and fascinating facts without ever feeling lectured at and talked down to. Plan on relaxing with this delightful story — it's definitely in mint condition!

For information on pre-ordering *Dolled Up for Murder* or to learn about other Jane Cleland books and this busy author's interesting activities, go to Jane's official site at: www.janecleland.net.

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Wonderful Business Opportunity Available in Picturesque Williams

A wonderful business opportunity is available in picturesque Williams, gateway to the Grand Canyon. Located in quaint Old Town just one block from the Grand Canyon Railroad station, **Lonesome Dove Antiques** is for sale. Owners Tom and Nancy Crandall have lovingly operated their antique shop for five years and now, due to health reasons, would like to retire.

Lonesome Dove Antiques is situated in a unique 1890s rock building that is zoned for both commercial and residential use, which makes it possible for buyers to step into this established antique business and make the building their home as well. The Crandalls are also offering the building for sale with or without the antique business.

Only about an hour away by car from the Grand Canyon, Williams is one of the last places to stop before you reach the Canyon making it a popular and busy destination that attracts visitors from around the world. The Grand Canyon Railroad station is in downtown Williams, and the popular train departs every day from the historic 1908 depot for a leisurely two-hour trip to the Canyon.

Historic Route 66 is Williams' Main Street and it is one of the best-preserved stretches of the "Mother Road" in America with numerous fun shops, restaurants, events and recreational activities. Cowboys swagger down the street, and you will see a gunfight break out most any night from April through October. Visitors experience the down home friendliness of Williams year round during festivals that range from rodeos, car shows,

Continued on page 8...



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Lonesome Dove, continued from page 7...

mountain men fests, home town beauty pageants, and the Christmas season Polar Express.

Nestled at the base of Bill Williams Mountain in one of the largest Ponderosa Pine Forests, the area offers miles of hiking trails, fishing, horse back riding and skiing. Bearizona, Grand Canyon Deer Farm and Flintstone's Bedrock City are all nearby fun family destinations.

There is so much to do in and around Williams—and now there is an opportunity to be a part of this small, unique and lively town. You can see a picture of **Lonesome Dove Antiques** in their ad on page 7. For more information, contact Nancy at 928-635-2610, 928-308-1967 or 760-445-5600.



Antiquing in the Grand Canyon State Where to Uncover Your Next Precious Find

by Mary Dessoie

New York has its Chelsea Antique Market where antiques and collectibles enthusiasts, along with the city's top interior designers, wait at 4 a.m., flashlights in hand, as the trucks and station wagons roll in and are unloaded for the weekend flea market. London has the venerable Portobello Road market. And there are those who insist that the Paris fleas, where the antiques often date back to the 17th and 18th centuries, are the dernier cri for vintage clothing, colorful accessories and antique linens.

But why go to the expense of traveling to such far-flung places on your next antiquing adventure when some of the best bargains for antiques and collectibles can be found right in Arizona? Here are a few tips before you head out on your next antique hunt.

1) Do your homework. No matter what you collect—whether it is 1950s TV lamps or cowgirl collectibles—it's important to learn as much as you can about the topic. Not only will it be enjoyable to learn about the treasures you covet, but this knowledge will also help you to become a better shopper.

2) Understand shopping etiquette. Try to develop a working relationship with a dealer who specializes in your area of interest. Most dealers are hard working, honest and friendly. Once they get to know you, they will keep your interests in mind as their inventory changes.

3) Learn to bargain. Although one would not dream of walking into Nordstrom and haggle over the price of a blouse, it is kosher to do a little bargaining when shopping for antiques. Dealers generally factor in about a ten percent margin in their prices, so most are willing to be flexible. Asking "Is this your best price?" is the most polite way to negotiate an amount. Beware of shops where the merchandise does not have price tags.

4) Think about your home. Some folks see things they like and purchase them on the spot without considering how they will fit into their home décor. Before you buy any piece—especially one that costs a great deal of money—think about how it will complement your other furnishings.

5) Look in unexpected places. I have found some of my finest pieces of Victorian china in the back rooms of shops. Some of the best finds are found in the least-expected places. For example, even if you are not looking for furniture, take a look at some of the antique stores specializing in just furniture. Oftentimes, these stores have small stashes of ephemera or kitchen collectibles tucked away. You may be able to get these and other items at great prices since they are not the dealer's specialty and he is not interested in them.

While some people may opt to stay at home and buy antiques by visiting the computerized auction sites, most dealers and

Continued on page 11...

The Stone Cottage
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Hours: Tues-Saturday • 10-4:00

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**Deadline for August-September Issue
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Antiquing, continued from page 9...

customers agree that antique shops are here to stay. A Pinetop dealer told us, "I'm not too anxious to do business on the Internet because I enjoy meeting and visiting with the people who come into my shop from around the world. It gives me an opportunity to learn from others and hopefully I can share my knowledge of antiques."

Another respected antiques dealer concurred by saying, "People always like to feel and see the merchandise. We are tactile beings."

While you are having fun browsing, please keep in mind the motto of most antique shops across the nation: "Lovely to look at and lovely to hold. But if you break it, it's sold!"

Mary Dessoie founded the Butter Pat Patter Association for collectors of butter pats. Butter pats are miniature plates that were introduced during the mid-1800s for individual servings of butter. A subscription to The Patter newsletter costs \$22 and includes a mint-condition Royal Doulton butter pat and 10 issues of The Patter. Sample copies are available by sending \$4 and a LSSAE (66 cents) to Mary Dessoie, 7950 E. Keats Avenue, No. 178, Mesa, AZ 85209-5025. For those who would like to start their subscriptions immediately and receive their Royal Doulton pat by return mail, please send your check or money order, in the amount of \$22, payable to Mary Dessoie. Copyright 2012. Not to be reproduced without author's consent.



PINE ARIZONA 2012 UPCOMING EVENTS



MAY 12th & 13th—3rd Annual May Day Celebration

MAY 26th & 27th—32nd Pine Strawberry Arts & Craft Guild Annual Craft Show

JUNE 8th, 9th, 10th—Strawberry Patchers Quilt Show

JUNE 9th & 10th—22nd Annual Strawberry Festival

JUNE 30th & July 1st—32nd Pine Strawberry Arts & Craft Guild Annual Craft Show

AUGUST 11th & 12th—2nd Annual Mountain Daze Festival

SEPTEMBER 1st & 2nd—32nd Pine Strawberry Arts & Craft Guild Annual Craft Show

OCTOBER 6th & 7th—5th Annual Fall Apple Festival
1st Annual Apple Festival Antique Show

NOVEMBER 24th & 25th—4th Annual Festival of Lights Craft Show & Christmas Tree Lighting

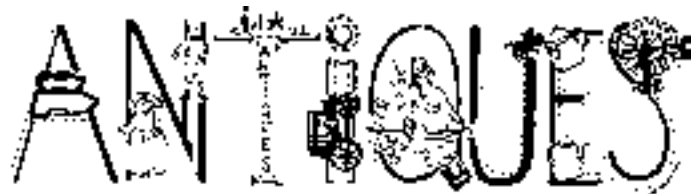
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Find Us On Facebook

Be sure to find us on Facebook at *The Antique Register*, where we are able to interact with our readers and share all of our advertising shops events and specials. We also post the pictures we can't fit into this paper and this summer watch for shop videos, interviews and giveaways!

Now that it feels like summer here in Arizona it's the perfect time to think about visiting our northern shops. If you can't get up north just pop into one of our great local shops, we find that browsing our favorite stores helps beat the heat!



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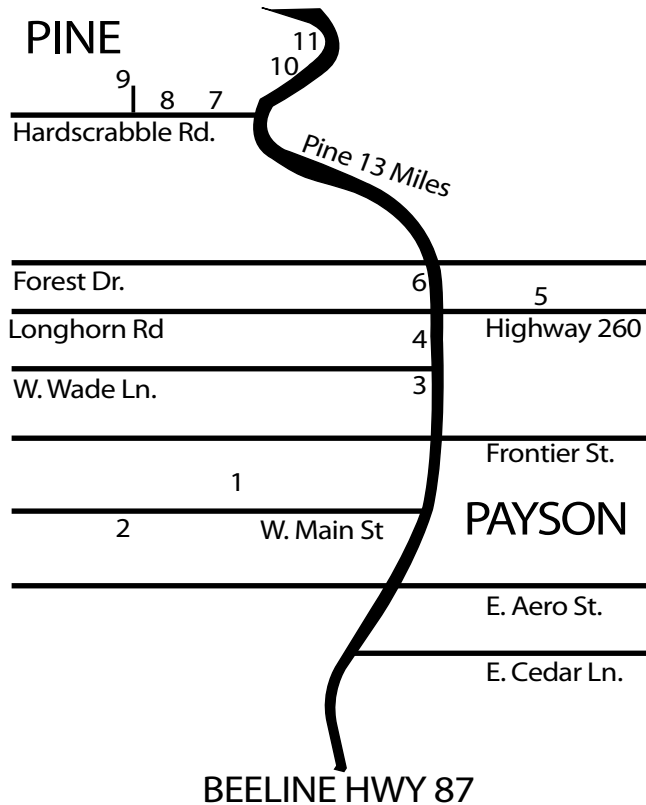


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Enjoy a Treat from our Vintage Candy Counter!
Daily 10-5, Sun 10-4

E.T. Paull, the Currier & Ives of Sheet Music

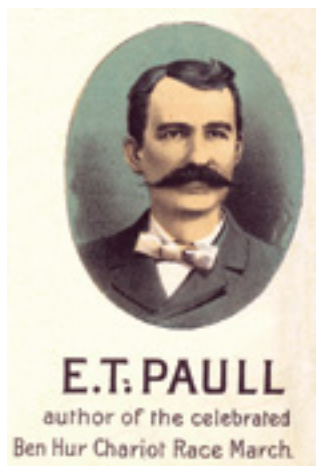
by Jay Mark

"Don't judge a book by its cover."

Although there is no evidence the phrase was in popular use when Edward Taylor Paull began publishing sheet music with vibrant, chromolithographic covers in the mid-1890s, it is certain that the phrase was an idiom with which he would strongly disagree.

Paull bet a thirty-year career on just how important a cover was to the sale of sheet music.

Popular publication of sheet music in the United States dates to the early 19th century. The first covers were printed with engraved wooden or metal plates. Generally, early covers consisted of elaborately engraved script with simple or no pictorial images.



After 1800, lithography provided publishers with a less expensive technique for printing illustrated sheet music. By the 1820s, lithography had emerged as the preferred medium. With the introduction of chromolithography (color printing from stone) and popularized by Currier & Ives in the 1830s, color covers slowly began to appear.

A dashing figure, music publisher and composer E.T. Paull dominated the sheet music industry with his vibrant chromolithographic covers for thirty years.

Printed music had so grown in popularity that by 1857 the term sheet music, referring to a standard 11"x14" size, was introduced to describe published musical manuscripts. In the years following the Civil War, sheet music publishing grew into a major industry.

Sheet music was the essential connection between composers and the public. If one wanted to hear the latest song, there were few options. Recorded music didn't appear until the 1880s. And radio was in a distant horizon. So it was primarily through sheet music that compositions were communicated.

It just so happens that only a year after the term sheet music had entered the vocabulary, Edward Taylor Paull was born in Gerrardstown, Virginia—the oldest of Henry and Margaret Paull's three children.

We don't know how or why Paull gravitated to the music business, but by 1878 when he was just 20 years old, Paull was managing the J.S. Carroll music store selling organs and pianos in Martinsburg, Virginia.

There is some evidence that he went on to become an agent/travelling salesman for the Estey Organ Company. It is during this time that Paull ran into financial difficulties. By 1885, he had amassed sufficient debt that required his prosperous father's help to pay it off. Shortly after, Paull relocated to the Sanders and Stayman music store in the larger city of Richmond, Virginia.

Paull's first connection to sheet music came in 1888 when, according to an article in the April 1989 *The Sheet Music Exchange*, his name appears on "Chase Bros. Grand Triumphal March."

Continued on page 21...

21 Years in the Antique Business
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The Old West Trading Post in Safford Offers Items from England & France

by Nancy Williams

Nestled in the Gila Valley, at the base of the majestic Graham Mountain to the south and the Gila Mountains to the north, is the community of Safford, which offers the best of small town USA. And that is where you will find **Old West Trading Post**, the largest antique mall in southeastern Arizona.

The **Trading Post** is similar to other malls in that there are many dealers and consignors with a variety of offerings. However, this store is quite unique because Owners Brice and Carol Willis regularly travel to England and France to purchase the furniture and smalls that dominate the inventory offered at the **Trading Post**.

Local estate items along with local memorabilia, including Old West Items, are always in stock, and the mall boasts a huge collection of Sun Purple glassware. Customers can also find player pianos, organs, phonographs and radios. Currently, there is a large collection of Native American turquoise and silver jewelry.

Brice was initially a "dealer" in his teen years when he imported antiques from England, and in 1970, the couple purchased a collection of Haviland china and assorted other antiques that they sold through Yesterday House in Flagstaff.



However, raising a family and teaching intervened so owning their own business was put on hold until they created the Trading Post in 1994.

When the business opened, there was approximately 10,000 square feet to fill so consignments were encouraged and a craft area was opened in one section. However, as the antiques' inventory increased—a result

of frequent trips abroad—the space for consignment was reduced. Additionally, even more room was eventually made available for antiques as the interest in craft items waned. Currently, a former work area is being remodeled to provide even more floor space for inventory.

Randy Faunce is the **Trading Post's** Manager. With his friendly, welcoming personality, he is always interested in

Continued on page 19...



OLD WEST TRADING POST
Largest antique mall in southeastern Arizona

Featuring an inventory of furniture including:
Imported English furniture • Willow and Shabby Chic furnishings
Native American silver and turquoise jewelry
Glassware • Decorator Items • Gold Canyon Candles
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We Are Not a Mall • Deal with the Owners

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Fine Art/Textiles/Primitive to Retro
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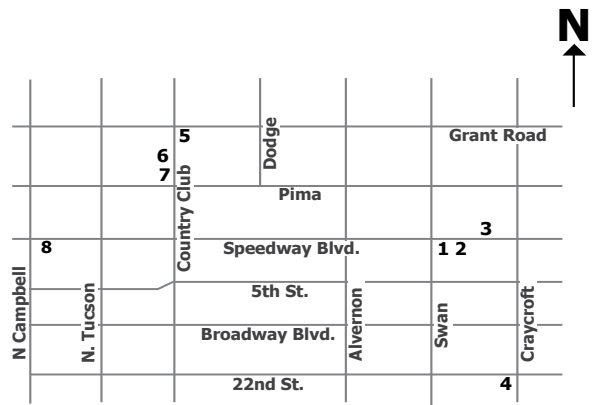


5055 E. Speedway (Corner of Speedway & Rosemont)
www.coppercountryantiques.com

Mon-Fri 10-5 • Saturday 10am-5pm • Sunday 10am-4pm

Tucson's Guide
To Great Antiquing & Collecting

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2. **Christine's Antiques**
4940 E. Speedway • 520-323-0018
3. **Copper Country Mall**
5051 E. Speedway • 520-326-0167
4. **22nd Street Antique Mall***
5302 E. 22nd Street • 520-514-5262
5. **American Antique Mall**
3130 E. Grant • 520-326-3070
6. **Grey House**
2301 & 2227 N. Country Club • 520-325-0400
7. **A Backyard Boutique**
2229 N Country Club • 520-795-3123
8. **LionsGate Antiques**
2000 E Speedway • 520-319-2004
9. **Cat Mountain Emporium***
2740 S Kinney Rd • 520-578-8795




*** Open Sundays**
Maps Not To Scale



Old West Trading, continued page 17...

helping customers with their questions and interests. Randy's creative ideas result in attractive displays, and he has an excellent understanding of styles, periods and construction of furniture.

It is important to Brice and Carol that their customers have a fun shopping experience. They say that first-time visitors often remark that there is so much to see and they didn't realize how big the **Trading Post** really is.



The Willises credit Dale Coffey and Bill Swift, former owners of the Red Lamp Antiques in Clifton, Thatcher and currently in Prescott, with being early influences because of their quality antiques, knowledge and enthusiasm about the business.

Whether you visit Southeastern Arizona to experience the recreation that is available, to relax away from the metropolitan hustle and bustle, or to find some fun shopping, be sure to stop in at the **Old West Trading Post** at 812 W. Thatcher Boulevard, Safford. The store is open Monday to Saturday, from 10 a.m. to 5 p.m. For more information, call 928-348-9293.



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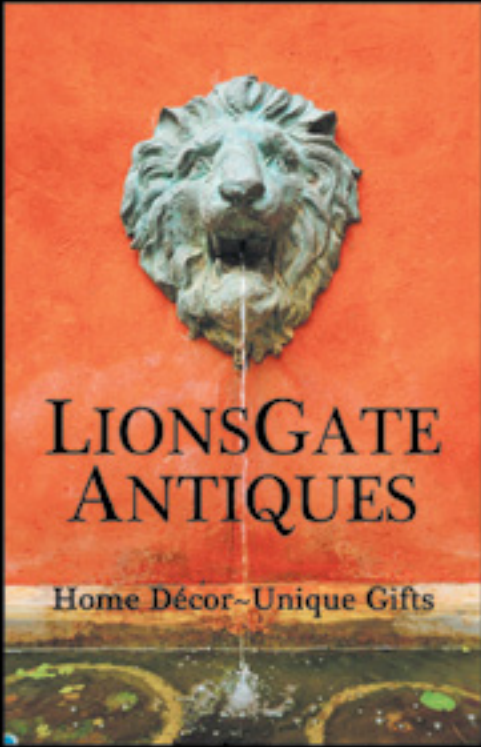
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If It's Antiques You Seek, Try Downtown Tucson Chic

Antiques of all types will fill historic Downtown Tucson on the fourth Saturday of each month at the Downtown Tucson Partnership and A Perfect Pantry summer antique fairs. **The Downtown Tucson Antique Fair and Vintage Gala** will be held on June 23, July 28 and August 25 from 8 a.m. to 4 p.m. at the Old Pueblo Garage on Congress Street east of Church Avenue.

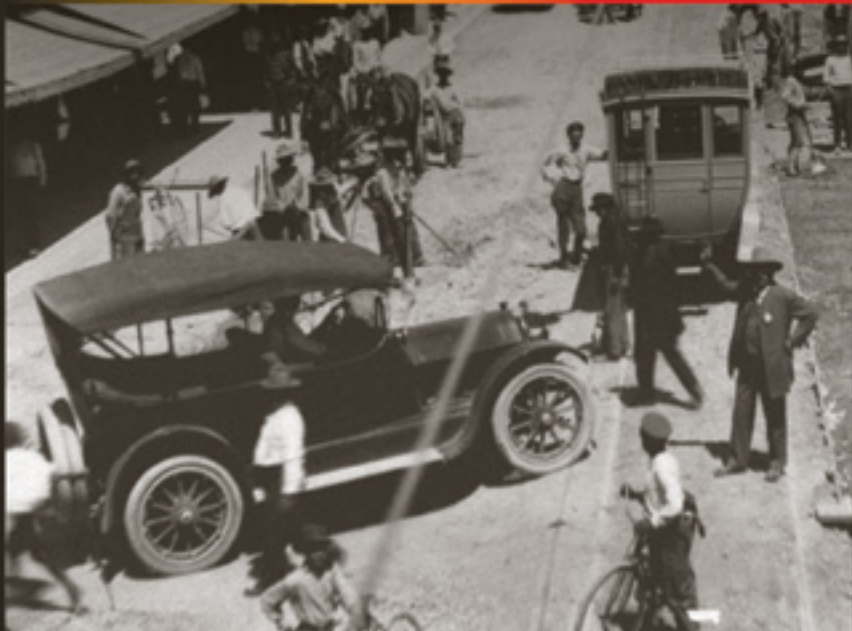
The events will feature up to 100 vendors from antique fairs across Arizona, and Downtown retailers will have their wares on display and available for purchase. Many local merchants will open their doors before, during and after the Fair, and A Perfect Pantry will provide an assortment of refreshments.

"It will be wonderful to introduce the antique community to all of the amazing restaurant and retail experiences in Downtown," said Michael Keith, CEO of the Downtown Tucson Partnership. "We hope this becomes a regular monthly event Downtown, and with the help of A Perfect Pantry, we think we can turn this into one of the largest Antique Fairs in Southern Arizona."

The Downtown Antique Fair is just one of the events in what promises to be a fun-filled summer jam-packed with activity in the heart of Tucson. Other events will include scavenger hunts, penthouse parties, special movie screenings and more.

Getting Downtown is easy. Enter from the north via Stone or 6th Avenues, from the south via Stone or 6th Avenue, Broadway/

Continued on next page...




DOWNTOWN TUCSON ANTIQUE FAIR

AND VINTAGE GALA



Happening the Fourth
Saturday of Every Month

Sat. July 28th, 8am-4pm &
Sat. August 25th, 8am-4pm

Located in the Old Pueblo
Parking Garage on Congress St.
between Scott Ave. & Stone Ave.



Interested in being a seller?
Please call 520-668-7883
or www.DowntownTucson.org

 **DOWNTOWN
TUCSON
PARTNERSHIP**  a perfect pantry

Downtown Tucson, continued from previous page...

Congress from the west or the quick Toole Avenue detour from the east. Parking is still plentiful with more than 15,000 parking spaces available. Patrons are encouraged to park at the Pueblo Parking lot adjacent to the antique fair or at the Pennington Street Garage, 110 E. Pennington St.

For more information, please contact Caitlin Jensen at 520-837-6516 or Caitlin@downtowntucson.org.

The Downtown Tucson Partnership is a non-profit, 501(c)(6) corporation, charged with acting as the catalyst for Downtown revitalization.

E.T. Paull, continued from page 15...

In 1894, after 16 years in the music business with all its ups-and-downs, E. T. Paull finally found his stride. The publication of his composition Chariot Race or Ben Hur March—inspired by the enormously popular 1880 Lew Wallace novel Ben Hur: A Tale of the Christ—was an instant success.

It's exciting chromolithographic cover depicting all the energy, tension and excitement of a chariot race was unlike any other ever seen.

Even coming from an unknown composer and publisher, it nonetheless sold 60,000 copies the first year alone—propelling E. T. Paull to the top of his industry literally overnight.

When John Phillip Sousa, the March King, recorded the Chariot Race, Paull's career was assured.

While in Richmond, Paull discovered August Hoen's lithography firm—the ideal company to create vivid covers using as many as five lithographic stones to provide remarkable depth. It was the start of a year's-long relationship.

In 1895 and early 1896, while still in Richmond, Paull published three more songs, all printed by the A. Hoen & Co., before making one final move to the home of Tin Pan Alley—then the music capital of the U.S.—New York City.

The E.T. Paull Music Company went on to publish scores of his own compositions and those of others.

E.T. Paull researcher Bill Edwards says of Paull's music, "Anyone who has played through a large part of the E.T. Paull catalog, particularly pieces written by Paull himself, knows summarily what to expect and when. In other words, it is not necessarily the music that sold the piece, as his writing was both predictable and limited in scope. Many of the sections of his marches are interchangeable..."

E.T. Paull was the Currier & Ives of sheet music publishing. Just as Currier & Ives advanced lithography as a popular, affordable art form, Paull elevated sheet music covers as frameable art.

By the time he died in 1924, three and four-color screen-printing had replaced chromolithography, thus putting an end to an era of a unique printing form dominated for three decades by Edward Taylor Paull.

During his career, Paull published about 207 different



E.T. Paull is recognized as the publisher of the most colorful chromolithographic sheet music covers. Pictured are just eight of more than 200 published between 1894-1924

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titles. With variations, the number increases. Some try to collect all the covers, which can vary in price from as little as \$10 to more than \$100 for the scarcest.

Hint: E.T. Paull sheet music covers are so extraordinarily beautiful that they make great, framed art. When displaying chromolithographs and other printed pieces always be careful to avoid exposure to direct or indirect sunlight. Framing behind UV filtering glass is recommended.

Further Research: Considerable research on the life and output of E. T. Paull can now be found online. Bill Edwards has extensively studied E.T. Paull and published *The Music, Art and Life of E.T. Paull*. For more information and a comprehensive illustrated list of E.T. Paull covers, check Edward's website <http://www.perfessorbill.com/pbmidi4.shtml>. Wayland Bunnell has also extensively researched E.T. Paull. You can read his essays at <http://www.jfeenstra.com/Forward.html>

Jay Mark, a 40-year antiques business veteran owns *Those Were The Days!* online bookstore. He also teaches, lectures frequently and regularly writes about antiques and history. Reach him at jaymark@twtdbooks.com. ©2012

Patterns Of The Past Antique Mall

Apache Junction's Oldest & Largest Antique Mall

Over 80 Dealers

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Latest American Furniture Book Includes Colonial, Federal Periods

by Robert Reed

Time is here again for yet another volume of *American Furniture*. Published annually the books are each considered a classic journal of record in field of furniture made or used in America since the 17th century.

Highlights of the current *American Furniture* edition include Fraktur and furniture of the Pennsylvania Germans from Millback to Mahantongo and the Nottingham school of furniture in Pennsylvania and Maryland.

There is also a fascinating study of documentary evidence of painted seating furniture during the late Colonial and Federal Periods. Additional there is a fact-filled chapter on Felix Huntington and the furniture Norwich, Connecticut during the period of 1770 to 1800.

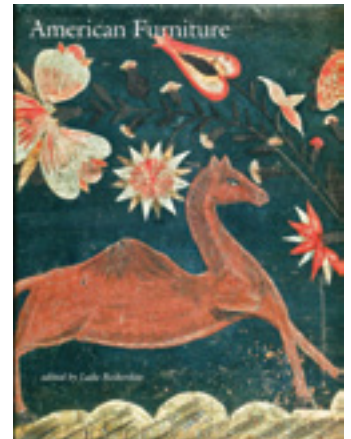
Also included in the latest volume are reviews of furniture-related books. Titles include Furniture of Southwestern Massachusetts, 1710-1850, Gustav Stickley and the American Arts and Crafts movement, Furniture of Southeastern Pennsylvania, 1725-1850, and The Furniture of John Shearer 1700-1820.

Over the years subjects in the individual books have dealt with furniture history, technology, design, and conservation along with related topics by the nation's leading furniture experts.

The editor of this book and previous editions is Luke Beckerdite. He is a decorative arts scholar living in Williamsburg, Virginia. Beckerdite is also co-editor of the annual *Ceramics in America*.

American Furniture 2011 edited by Luke Beckerdite, hardcover, with 276 color illustrations and 336 pages is distributed for the Chipstone Foundation the University Press of New England. The price is \$65.

Book reviews by Robert Reed, *Antique and Collectibles News Service*, PO Box 204, Knightstown, IN 46148.



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Cover Story

Antique Trove Mall in Scottsdale Offers Treasures for All Ages

by Nancy Williams

There is so much variety at **Antique Trove** in Scottsdale that we decided to use a collage of several displays on our cover to give

you just an inkling of what you might find in this mall full of so many treasures. Whether you want to buy that special gift for someone, add to your own collection or furnish your house or apartment, you'll find something special at **Antique Trove**.

The Mall was founded in June 1989 and has been serving Arizona for 23 years. There are more than 130 dealers offering a wide variety of items such as: jewelry, art, military items, collectibles, sports memorabilia, clothes and records. The selection of

furniture is extensive and you can furnish a house with everything from antique furniture to wonderful mid-century modern. The prices are the best and most affordable in town, and there is always something to be found in the 23,000 square feet of shopping fun that will inspire the creativity in all ages.

Antique Trove has four all-store sales each year—the next one will be Labor Day weekend, September 1-3. This is a great time to get the best deals since every dealer offers a discount.

Also, from October to April, the store hosts a parking lot sale with over 50 vendors from around the city bringing unique items to sell.

Scott Stanton has been managing the **Trove** for six years, and he and a staff of 14 employees work hard to make each customer's shopping experience fun and profitable. Their goal is to be the most customer-friendly and service-oriented store you can visit.

Scott says, "We receive compliments from people who visit us from around the country that we are achieving this goal. Being located near Arizona State University is a huge positive. Probably 25% of our customers are between the ages of 16-26. We hear comments all the time that this is their favorite store to shop at."

Continued on page 30...




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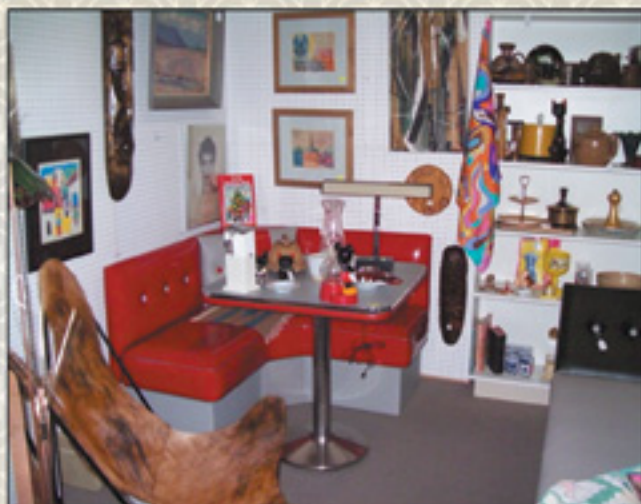
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Antique Trove, continued from page 28...

Its great to see a whole new generation shopping and buying!" He adds, "We are looking forward to at least 23 more years of being in business!"



Antique Trove is located at 2020 N. Scottsdale Road. Hours are 10 a.m. to 6 p.m., Monday through Saturday, and Noon to 6 p.m. on Sunday, 361 days a year. For more information, visit them online at: <http://www.antiquetrove.com/scottsdale/>; check out Antique Trove on Facebook; or call 480-947-6074. There is also an **Antique Trove** located in Roseville, CA.



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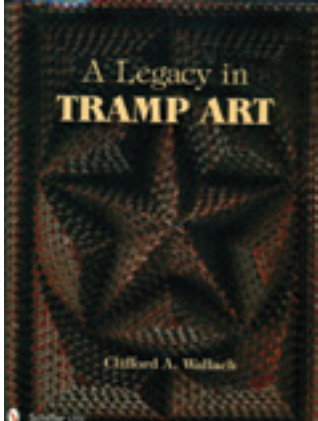
Book Review

“Tramp Art” Gets Its Due In Newly Released Volume

by Robert Reed

Tramp art has sometimes been overlooked and underappreciated over the decades, however it finally gets its due in the just released *A Legacy in Tramp Art* by Clifford Wallach.

This is a richly illustrated and rewarding read about how untrained artists created striking pieces from generally unwanted and unheralded materials like old cigar boxes and discarded wooded crates.



Applications of tramp art were vast. There were picture frames, miniature houses, wall cupboards, and even small carousels in exquisite detail. There are lamps, birdcages, wall pockets, and even a miniature roll top desk. Then there are pedestal boxes, sewing boxes, jewelry boxes, glove boxes, sewing boxes, and boxes with no specific use other than their enduring appeal.

Besides everything from a child's dresser to a whimsical wagon, there are presentations of specific artists. Readers will learn a little about artists such as Augustus “Gus” Wynn, Levi Fisher Ames, Robert Louis Kosmerl, Carl Briston, Ernest Huber and many others who actually crafted and thus created treasured tramp art in the past.

The best part, however, is the generous selection of photographs of tramp art. There are ten black and white photographs and more than 630 full color illustrations. Each includes descriptions and dimensions.


“The more I study tramp art, the more I begin to understand it as an art movement created by untrained artists,” notes the author in the book's introduction. “The more I understand how the soothing repetitive carving of the notches helped these men in their lives, the more connected I feel to their art.”

Writer Wallach has two previous books on tramp art including *Tramp Art*, *Another Notch*, *Folk Art From the Heart* and *Tramp Art*, *One Notch at a Time*. He and his wife Nancy have dedicated their lives to researching and collecting tramp art. Some of their finds have dated as early as the 1870s.

A Legacy in Tramp Art by Clifford A. Wallach, hardcover, color illustrated, 224 pages, is \$69.99 plus shipping from Schiffer Publishing, www.schifferbooks.com.

Book reviews by Robert Reed, *Antique and Collectibles News Service*, PO Box 204, Knightstown, IN 46148.



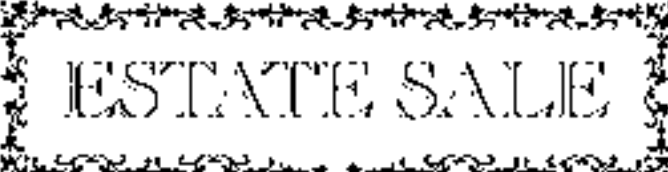


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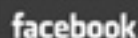
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*Rinker On Collectibles****National Postal Museum Offers Something For Everyone***

by Harry Rinker

In Fall 2011, I received a letter from Postmaster General Patrick R. Donahoe appointing me to the Citizens' Stamp Advisory Committee (CSAC) for a three-year term, beginning January 2012 and ending December 2014. CSAC is a 15-member committee that recommends to the Postmaster General stamp subjects that are contemporary, timely and relevant, while at the same time representative of the cultural diversity that is the United States.

Currently, CSAC meets four times a year in Washington, D.C., a town I visited frequently from the mid-1960s until the end of the 1970s. After 1980, the times I traveled to Washington, D.C. were quick in-and-out business trips. I never set aside time to check out new museums or revisit those with whose collections I already was familiar—or at least thought I was.

Museums are an important source for gaining insight into antiques and collectibles. Ideally, curators have vetted and correctly labeled the displayed objects, thus providing a visual learning base to study collecting categories. In the early 1970s, I once asked an expert how to differentiate between a period and reproduction (exact copy), copycat (stylistic copy), and fake (object deliberately meant to deceive) Fraktur.

His answer was, "Study 500 period examples and you will have no problem identifying the problems."

His advice was on point. Since then, I create opportunities whenever possible to study large groups of related objects, carefully examining them to learn the characteristics that make them period. Even though a museum's objects cannot be handled, at least those on display, they still are capable of providing a creative learning experience.

Washington, D.C., and its surrounds contain a treasure trove of museums. The opportunity to visit these museums was one of the prime reasons I accepted my CSAC appointment. My goal is to spend the day before each CSAC meeting visiting a new or familiar museum. Since CSAC is what brings me to Washington, D.C., it seemed appropriate that I begin with the National Postal Museum. This "Rinker on Collectibles" column is the first of a series of columns over the next three years discussing the museums I visit.

Before visiting an antiques and collectibles flea market, malls, shop or show, I do advanced research. It helps me to develop a visiting plan that maximizes the time I have available. In the past, museum research required going to the public library or local bookstore to see what reference material I could find about the museum. Today, I go to the Internet.

The National Postal Museum's website is www.postalmuseum.si.edu. Like many museum websites, the National Postal Museum's website provides information far beyond information about the museum and its exhibits. The home page toolbar contains links for About the Museum, Exhibits, Collection, Educators, Stamp Collecting, Research, Getting Involved, Activity Zone and Museum Library. After taking a Museum Virtual Tour, I reviewed the current exhibits, making a special note to spend time in the Alphabetilately gallery and at the current exhibit, "Fire & Ice: Hindenburg

and Titanic."

The museum website divided the collections into two distinct types. The first is Philately—"objects that chronicle the evolution and history of U.S. stamp design and production; and the administration that controlled their issuance and use." The second is Postal Operations—"Objects that chronicle the development of the U.S. Postal system and the vital role mail plays in our daily lives." Since the website contains far more information than I was going to encounter during my visit, I spent half an hour clicking through the various home pages making "remember to look here when a question arises" metal notes.

Janet Klug, a past president of the American Philatelic Society, is a CSAC member and chair of the New Initiative Committee on the Smithsonian National Postal Museum's Council of Philatelists. When I e-mailed Janet that I was planning to visit the National Postal Museum, she put me in touch with Dr. Cheryl R. Ganz, Chief Curator of Philately, a Hindenburg collector and author, along with Daniel Piazza with help from M. T. Sheahan, of the exhibit catalog for the "Fire & Ice: Hindenburg and Titanic" exhibit. Cheryl agreed to meet me upon my arrival for a personal tour of the collection. Our 45-minute walk through provided me with an excellent overview.

The National Postal Museum is one of the Smithsonian's 19 museums, 16 of which are located in Washington, D.C. The National Postal Museum is located in the old Post Office at the corner of Massachusetts Avenue and 1st Street NE, just across from Union Station. The Smithsonian Institution and the United States Postal Service reached an agreement in 1990 to create the museum. It opened to the public in 1993.

In talking with Cheryl, she referred to the National Postal Museum as a "third day" museum, that is to say, a museum visited during a family or group's third day of sightseeing in Washington, D.C. The Capitol, White House, Washington Monument, Lincoln Memorial, the Supreme Court, Air and Space Museum, and American History Museum are the stars of day one and day two.

One reason for the National Postal Museum's third day status is a public perception that its primary focus is stamps. The National Postal Museum is far more. There is something for everyone. An aviation buff will be attracted to the exhibits on moving mail by air. The military collector will be fascinated by the exhibit on "Mail Call: History of America's Military Mail," which covers the delivery of mail to soldiers serving on land and sea from the Revolution to Iraq and Afghanistan. Animal lovers will relish in the exhibit "Art of the Stamp: Owney the Postal Dog," which features Bill Bonds' sketches and artwork that led to the creation of the Owney stamp. Owney memorabilia appears throughout. Historians of the development of America can trace the history of the growth of America in the extensive exhibit "Binding the Nation." Police historians will pause at "Postal Inspectors: The Silent Service." As a historian of the History of Technology, I spent a third of my visit studying the changing technology

Continued on page 36...

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National Postal Museum, continued from page 34...

and techniques that were developed to move the mail more quickly and efficiently.

When I ended my visit, I had a far greater appreciation for the thousands of objects and dozens of sub-collecting categories that comprise the general category of postal collectibles. While I was aware of most, I had not fully appreciated the variety within each sub-collecting category. I also came to realize that I was a closet postal collector. Dozens of objects within my other collections crossed over into the postal collectibles realm.

None of the above is meant to negate the importance of the National Postal Museum's stamp collection. Its stamp collection is one of the finest in the world. William H. Gross, founder of PIMCO and a stamp collector, has donated \$10 million dollars to create a 12,000 square foot gallery devoted exclusively to the museum's philatelic collection.

I have learned from past experience that it is impossible to grasp the full extent of any museum's collection in a single visit. If the visit is to be meaningful and the education received remembered, it is best to concentrate on one aspect of the museum and return later to embrace other learning opportunities. During my advance research, I selected the Alphabetilately exhibit for special attention. Since I am trained to think alphabetically and categorically, it had appeal. It was the perfect test for what I knew, thought I knew, and did not know. My visit confirmed that all three categories applied.

The Alphabetilately exhibit opened on September 26, 2008, and was originally scheduled to close on September 6, 2011. As of mid-April 2012, it still was open to the public. The exhibit begins with A for "Advertising Covers." I was familiar with the

Continued on next page...

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National Postal Museum, continued from previous page...

late 19th century and early 20th century material thanks to my contacts with letterhead/billhead collectors. The case introduced me to the wealth of post-1920s material. I first encountered C for “Cinderella Stamp” when viewing a collection of Allentown, PA, Cinderella stamps in David Bausch’s collection. A Cinderella stamp is a non-postage printed label that is attached to an envelope. They range from advertising labels to charity seals. Now I know how to properly classify the Christmas Seals in my stamp collection. S is for “Se-Tenant,” the term used to describe “two or more adjacent stamps having different designs, denominations or colors.” Now I will know what this term means when used during a CSAC meeting.

Do not know what Kansas City Roulettes are? Check out the exhibit on www.postalmuseum.si.edu—or better yet visit the National Postal Museum the next time your travels take you to Washington, D.C.

Rinker Enterprises and Harry L. Rinker are on the Internet. Check out www.harryrinker.com.

You can listen and participate in Whatcha Got?, Harry’s antiques and collectibles radio call-in show, on Sunday mornings between 8 and 10 a.m. Eastern Time. If you cannot find it on a station in your area, Whatcha Got? streams live and is archived on the Internet at www.gcnlive.com. Sell, Keep Or Toss? How To Downsize A Home, Settle An Estate, And Appraise Personal Property (House of Collectibles, an imprint of the Random House Information Group, \$16.95) is available at your favorite bookstore and via www.harryrinker.com. Copyright © Harry L. Rinker, LLC, 2012



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Top Ten Antiques for 2012

by Mary Dessoie

In the northern and mountain areas of Arizona, our weather is ideal right now for those who like to go antiques so you will want to get out and about and snap up some investment pieces for your personal collection or resale. Even in Phoenix and Tucson it can be refreshing to explore indoor antique malls, which can be peacefully cool retreats at this time of year.

Here is my annual list of what savvy shoppers will be hunting for at antiques shops, auctions and shows.

1. Chinese Republic (1912-1949): Some pieces will be marked "China" or "Made in China." Even the new Chinese middle class has found new respect for the quality of the items from this period. My recent trip to China confirmed that this is a country that must not be ignored. China has a treasure trove of antiques. Smart collectors are able to spot trends before the masses invade the market!

2. Americana: All things American are collectible. There is tremendous interest in American country accessories, especially primitive items. Look for maps, quilts, samplers, pottery, crockery, kitchen implements, tools, and nautical items—anything that suggests this country's earlier hard-working roots.

3. Modernism (1919-1969): Call it Bauhaus, Art Deco, 1940s Moderne, or Biomorphic Fifties. This was a futuristic and optimistic era.

4. Religious Items: There is a trend that explores all religions, from mainstream to tribal. Look mostly for statuary, artwork, but also for ecclesiastical and liturgical items like candlesticks, vases, incense burners and textiles.

5. Staffordshire Transferwares: The older it is the better! Scenes are oriental, pastoral and classical. The china comes in an array of colors—cranberry, lavender, mulberry and the ever-popular blue. Smart collectors snap up plates in all sizes—from turkey platters to diminutive butter pats.

6. Books: Any first edition is sought after, especially American authors. Also look for high-quality gilt and leather

Continued on next page...

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Top Ten Antiques, continued from previous page...

bindings, miniature books, children's books, cookbooks, and books with famous illustrators. Original dust jackets add to the value.

7. Artful Metals (1870s-1930s): The rise in the value of precious metals has collectors looking at all metals—bronze, copper, tin, cast and wrought iron, especially when they are artfully crafted.

8. Architectural and Garden: Old wrought and cast iron is particularly popular now—fences, gates, pickets, plant stands. Creative decorators are finding new uses for porch columns, garden statuary, jardinières, cement urns, doorknobs, gingerbread, newel posts, barn siding and old furniture.

9. Estate Jewelry: Costume jewelry is always a favorite. Also, look for intaglios, cameos and enamels.

10. Depression Glass: Now that the craze has quieted down and prices have leveled off, long time and new collectors are returning to this once volatile field. The demand for color has given it a boost. Look for interest to expand beyond the regular patterns and colors to things like Fire King Tulip and Peach Luster and refrigerator dishes.

You are holding the best guide for your antiquing jaunts in your hands. Now is the time to buy while prices are low. So please get out and have fun antiquing!

Mary Dessoie covers a variety of topics in the field of antiques and collectibles. She founded the Butter Pat Patter Association for beginner and advanced collectors of butter pats. Butter pats are miniature plates that were introduced during the mid-1800s for individual servings of butter. A subscription to The Patter newsletter costs \$22 and includes a mint-condition Royal Doulton butter pat. In addition, subscribers will receive ten issues of The Patter. Sample copies are available by sending \$4.00 and a LSSAE (64 cents) to Mary Dessoie, 7950 E. Keats Avenue, No. 178, Mesa, AZ 85209-5025. For those who would like to start their subscriptions immediately and receive their pat by return mail, please send your check or money order, in the amount of \$22, payable to Mary Dessoie.

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New Vintage Store Opens in North Phoenix

Then Again AZ, a charming locally-owned shop featuring antiques, vintage, collectables, Shabby Chic, and used items, originals and reproductions, opened in North Phoenix on Friday, April 13th. That date turned out to be a very lucky day—the shop has been very busy since its opening.

This new “something for everyone” store is owned and operated by Kevin Bendure and Brenda Teffer, who have been in the vintage business for over 30 years. Their knowledge makes for a very exciting shopping experience. The store specializes in Garden, Mid-Century, Vintage Electronics, Shabby, Western, and much more! The inventory is constantly changing so every visit is as much fun as the first one.

Then Again AZ is located at 11222 N. Cave Creek Road, just 1/4 mile south of the established Savvy antique shopping mall area. Summer hours are: Wednesday through Thursday from 11 a.m. to 6 p.m., Friday and Saturday from 11 a.m. to 5 p.m., and Sunday from noon to 4 p.m. It is closed Monday and Tuesday. Delivery is available for larger items.

For more information, call 602-903-4922; email info@ThenAgainAZ.com or visit **Then Again AZ** on Facebook. You can also sign up for updates and specials, join email/social media at: <http://eepurl.com/j6qGH>.



Book Review

The Pinball Compendium Is a Real Bell Ringer

by Robert Reed

Pardon the pun, but the newly published *The Pinball Compendium* by Michael Shalhoub is a real bell ringer. The book offers a look at more than 900 pinball machines of the last decade that are dazzlingly color-illustrated with updated values. This is the second edition original volume that has been revised and expanded.

An appealing part of *The Pinball Compendium* is that each chapter is devoted to a specific year between 1982 and 2011 and features descriptions, release dates and historical background on pinball machines of that remarkable period. Noted manufacturers also featured include: Gottlieb, Williams, Bally, Data East, Stern, Sega, and still others.

Besides current values, there are stories and interviews with

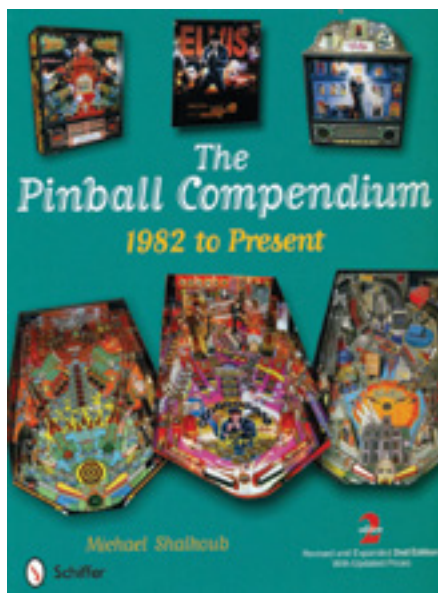
many of the legendary artists and designers of that historic era.

“Readers will gain fascinating insight into planning that went in to the game, how the designers and artists got their start in the industry, behind-the-scenes tales of life in the pinball world, and other events of intrigue,” notes one veteran observer of the pinball scene.

Michael Shalhoub is the author of four volumes on pinball machines covering those manufactured as early as the 1930s onto the present day. He is also the owner/collector of more than 400 pinball machines. The Australian native notes that times certainly are changing in the pinball world. “Today the majority of pinball machines are no long in arcades, snooker rooms, and corner stores, but rather in people’s homes,” he comments.

The Pinball Compendium: 1982 To Present by Michael Shalhoub, hardcover, color illustrated, 320 pages with index is \$59.99 plus shipping from Schiffer Publishing, www.schifferbooks.com.

Book reviews by Robert Reed, *Antique and Collectibles News Service*, PO Box 204, Knightstown, IN 46148.



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The Antique Register visited **Junk in the Trunk Vintage Markets** in May at Westworld, we were happy to see many of our advertisers participating, including **Everything Goes** and **Audrey's** (in pictures). **Junk in the Trunk Vintage Markets** is holding their next show on Sept. 15th, you can see their ad on page 43.



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Big Heap Vintage & Handmade Festival Debuts in Cave Creek in November

On November 16, 17 and 18, the **Big Heap Vintage & Handmade Festival** will make its debut, featuring some of the best hand-selected Indie, Vintage, Modern, Industrial and Salvaged goods in the West. The three-day event will be held in “perfectly uncivilized” Cave Creek, which is located north of Phoenix and is surrounded by mountains in the beautiful Sonoran desert.

Sponsored by the founders of Cave Creek Thieves Market, Lori Cowherd and Mickey Meulenbeek, **The Big Heap** will be held at 38410 N. School House Road. The vintage and hand made event is open from 9 a.m. to 4 p.m. The two suggest: “Bring a truck. You’re gonna need it.”

According to Mickey, this one-of-a-kind festival will feature heaps of hand-selected vendors from throughout the country. Lori said, “We encourage visitors to come and witness the salvage.”

For vendor information, details and directions, visit: www.thebigheap.com or call Lori at 480-575-6828



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Newcomer Set To Star Again At Santa Fe's August Art Scene

A unique antiques and art show returns to Santa Fe this summer when **The Santa Fe Show Objects of Art** is held at El Museo Cultural de Santa Fe in the City's Railyard. The Santa Fe Show runs concurrently with the City Different's traditional Antique Ethnographic Art Show and Antique Indian Art Show weekends.

A gala preview party benefiting Delancey Street Foundation starts the show's run on Friday, August 10. The Santa Fe Show will be open to the public from August 11 through 13 and again on August 17 through 19, from 11 a.m. to 5 p.m. daily.

The emphasis throughout **The Santa Fe Show** will be on the aesthetic importance and design significance of the works presented by galleries, artists and designers. More than 60 elite vendors will present outstanding art and design pieces in a wide range of media and historic periods.

Exceptional exhibitors include: Dancing Threads, collectors of exquisite Indonesian textiles; Haig's of Rochester presenting fine jewelry and Asian antiques; and the well known western art expert, Robert L. Parsons Fine Art. They will set the standard for a show featuring objects, textiles, jewelry, antiques, furnishing and decorative arts from the Americas, Africa, Europe and Asia.

Exhibitors at **The Santa Fe Show** represent the first tier of specialists in their fields and come from across the country including New York, Florida, California and Texas. **The Santa Fe Show** is presented by M2, which is operated by veteran fine art and antiques show producers Kim Martindale and John Morris.

Admission to **The Santa Fe Show** is \$12 per person (or \$16 for the run of show) with children under

16 admitted free. Visitors to downtown Santa Fe can ride the free "Santa Fe Pick-Up" shuttle service to the show and The New Mexico Rail Runner Express train's Santa Fe Depot stop is a block from the venue. There is ample parking at the Railyard's nearby underground garage. Refreshments will be available at The Santa Fe Show's café. Updated show information is available at www.TheSantaFeShow.com or by calling 505-660-4701.

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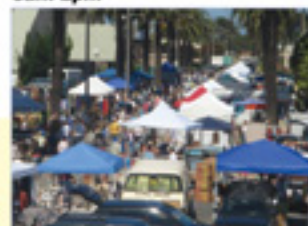
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Great Southwestern Charity Antique Show To Be Held August 4 & 5 at Lujan Center Benefit Sneak Preview on August 3, 2 to 7 p.m.

Do you love a Treasure Hunt? Are you an Antiques Roadshow aficionado, an A1 Picker or a Storage War “junkie?” Do you brake for each and every estate sale? If yes, then there is an event coming up that you won’t want to miss!

The Great Southwestern Antique Show at the Lujan Center at Expo New Mexico on August 4 and 5 welcomes back all the extraordinary and diverse dealers whom you have come to know over the years. These include some of your favorite Arizona antique dealers: Frank Baldizan, featuring great Mexican Antique Arts & Crafts; Native American Art dealers, Turkey Mountain Traders, Tyrone Campbell and Lillian Black, and John Hill from Scottsdale; Jonathan Day, Flagstaff; Darlene and Bob Seng of Prescott; Western Antique dealers, Robert and Bonnie Vines, Kayenta; and Jeff Hammond of St Johns. Hailing from the southern areas of Arizona are Cowboy dealer Steve Wilson, Sierra Vista; Douglas Dunn Antiques, Bisbee; Rochelle Mendle with her fine estate jewelry, Tubac; and Paul and Kathy Nickens, specializing in rare books and ephemera. An exciting addition to this roster is Tucson favorite, Native American & Fine Art Dealer Michael Higgins.

The show attracts dealers from across the country and collectors and designers from around the world. With 200 dealers, **The Great Southwestern** presents the greatest diversity of antiques and collectibles to tantalize even the most worldly collector. It also offers a surprising array of affordable art to keep those savvy bargain shoppers coming back each and every

year. Dealers from coast to coast bring everything from Asian art to vintage guitars.

Once again, the profits from this annual event support Art and Education programs in New Mexico. So come out and support quality dealers and help in the efforts to Stamp Out Cancer by attending the Friday Sneak Preview on August 3 from 2 to 7 p.m. 100% of your \$75.00 admission donation helps finance the advanced education of the University of New Mexico Cancer Nursing team. Your admission gives you full access to all weekend events, including the Saturday evening dealer reception immediately following the show at the sponsor gallery, Cowboys & Indians Antiques. The gallery, located at 4000 Central SE, is only a short trip from the show’s home at the Lujan Center at Expo New Mexico, just 1 mile west down historic route 66. You’ll have a great time shopping the gallery and enjoying the company of dealers and collectors while listening to great live music—the food and beverages are on the house!

The Great Southwestern Antique Show opens for general admission on Saturday, August 4, at 9 a.m. and runs until 5 p.m.; Sunday hours are from 10 a.m. to 4 p.m. Children under 10 are free while adult admission is \$8.00/day or \$12.00 for a two-day pass. Visit: www.greatsouthwesternantiqueshow.com to get more information regarding the show, links to dealers, hotel recommendations and all about the great Art & Education Charity partners!

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