

The background of the cover is a photograph of an outdoor antique market. In the foreground, there's a white pedestal sink with a large brass faucet and a green ship's wheel. To the right, a large red umbrella is partially visible. In the center, a wooden crate holds various items, including a large eagle sculpture. The title 'ANTIQUE REGISTER' is prominently displayed at the top in a stylized, outlined font.

Arizona's  
**ANTIQUE REGISTER**

Vol 15 - No 5

A Guide to the Antique, Vintage & Collectible Marketplace

Sept-Oct 2012

VISIT  
**PICKER'S ALLEY**  
OUTSIDE THRU GATE 

*Picker's Alley at Merchant Square  
story on page 3...*

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

Barbara Stillman, Office Manager & Sales

Lolly Konecky, Art Director

Kayce Westfall - Sales/Office Assistant

Nancy Williams, Consultant



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The Antique Register was founded by Barbara Floyd

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## Sept-Oct 2012 Index

Cover Story .....	3
Cave Creek .....	4
Wickenburg .....	5
Phoenix .....	6, 31, 35-41
Scottsdale .....	6-7
Mesa .....	8, 10-13
Gilbert .....	8
Chandler .....	9, 14
Fountain Hills .....	14
Apache Junction .....	15
Payson • Pine .....	16-18
Humboldt • Camp Verde • Oak Creek • Sedona .....	19
Cottonwood .....	20
Ft. Mohave • Williams • Yuma .....	21
Dealing with the Dealers .....	22
Special Events & Services .....	23-26
Kingman • Boulder City .....	27
Prescott .....	28-30
Peoria .....	31
Historic Downtown Glendale • Catlin Court .....	32-34
Goodyear .....	35
Historic Globe-Miami .....	42-43
Oracle • Las Cruces • Bisbee • Safford .....	43
Casa Grande .....	44
Tucson .....	44-48

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## Pickin' Turns to Grinnin' At Merchant Square's Picker's Alley

by Mindy Gillen

Pick one—pick a card, pick a number, pick a flower, pick a friend, pick a peck of pickled peppers, pick a song, pick a flavor, pick a guitar—there are all kinds of picking to be done, but have you ever just “picked”?

Pickin' is one of America's favorite past-times and has become a new one for this generation! Pickin' is the simple act of treasure hunting. Sometimes it happens in the attics of our relatives, sometimes at local garage sales, junkyards and flea markets.

In big cities, there is pickin' to be done right on the street curbs, but in Arizona, there is one great place to go pickin'—**Merchant Square Antique Marketplace** in Chandler. Although **Merchant Square** has been the largest antique store in the valley for 10 years, we have recently added a whole new kind of fun to the shopping experience—**Picker's Alley**! Located right on site, we have 18,000 square feet of outdoor pickins! With a variety of 50 different merchants bringing in the goods, there is something for everyone out there!

Antique dealers tend to have strains of commonality. One thing we all have is the ability to see potential in things. We may not have a formalized idea of what it could become, but we know there's potential in someone else's discards. **Picker's Alley** provides a place to feature those items—things otherwise gone from our pile of possibilities are given a second chance.

Take that old International Truck tailgate, for instance. Hinge that thing to a wall, put a couple of chains on the outer corners and you have a work surface, bar, desk, bench—anything you can imagine. Or what about that gigantic carved door salvaged from a demolished building? It's waiting to become your headboard, kitchen table, front door, wall art, room divider—again, anything you can imagine.

Still not convinced? We've seen chairs become planters, dashboards become wall art, bathtubs become coffee tables, grandma's buffet become the TV stand and wood slats become patio covers. It's a thrill, and with a selection of statues, birdcages, garden fountains, patio furniture, industrial carts, car parts, ironwork, shutters, shelving, lighting, windows, restaurant fixtures, signage, tools, furniture, bicycles, pottery, bakers racks, coolers, barrels, wine racks, tools, wood, toys, you are bound to be inspired and have your imagination stretched! There's no machine at the gym for

that!

There's nothing like the twinkle in a picker's eye when he or she comes in from **Picker's Alley** with that newfound treasure. With no extra charge for the dust or the rust, the hunting and sorting is all part of the fun. Find one little treasure or a truckload of architectural salvage—either way, our pickers are grinning!

Planning a wedding or event? Find your inspiration piece here and begin building the memories! With a combined indoor/outdoor square footage of 58,000 square feet, you'll want to spend some time with us. From traditional antiques and home décor to clothing boutiques and one of a kind art objects, the inside is full of treasures as well.

Our staff is friendly, helpful and creative. Your fun is ours as we help you find what you're looking for or that of which you never dreamed! We look forward to seeing you!

**Picker's Alley** is open 7 days a week from 9 a.m. to 5 p.m. and late on Wednesdays until 8 p.m.—you “pick” the best time. We're easy to find on Arizona Ave. just south of Warner in Chandler.

For more information about **Merchant Square Antique Marketplace**, call 480-792-1919, visit <http://merchantsquareantiques.com> or check out **Merchant Square** on Facebook.

*Mindy Gillen is Assistant Manager of Merchant Square Antique Marketplace.*

*See Merchant Square ad on page 9.*

*Photos and cover photo courtesy Brant Clinard.*

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## *Wickenburg Antiques & Artisans Is Celebrating Its 2nd Anniversary*

*by Nancy Williams*

If you are looking for a fun shopping activity, you could head to Wickenburg to enjoy some western hospitality and help **Wickenburg Antiques & Artisans** celebrate its 2nd Anniversary on September 1!

Located in a restored hotel that was built in the late 1880s, this mall is home to more than 18 dealers and 50 consignors.



Visitors will find lots of offerings to check out, including: antiques, collectibles, cowboy, Indian, vintage, jewelry, home décor, furniture, clothing, gifts, art along with homemade cookies, candy and jelly.

Owner Beth Gallant opened the mall with Laura Bovee-Lemon on September 1, 2010, and the business has grown to fill two stories with over 3500 feet of space. The two women began working together when Beth rented space in an antique store that Laura owned for eight years in their current building until 2005 when it was closed, renovated and turned into a real

*Continued on page 6...*

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The Hassayampa River Preserve outside of Wickenburg is a true desert oasis complete with palm trees, a pond that is home to frogs and waterfowl and a mysterious river that rises from the depths of the desert sand. Hassayampa is an Apache word, which is roughly translated as "river which runs upside down."

For most of the 100-mile course through the desert, the Hassayampa River flows underground. But within the Preserve its crystal clear waters emerge, flowing above ground throughout the year. The lush streamside habitat of the Hassayampa is home to some of the desert's most spectacular wildlife.

Visitors can expect to find year round events and programs that allow them to experience the desert in its natural habitat. The Preserve offers material for self-guided tours or nature walks, along with classes and guided tours. Birding, photography, exploring both day and night, Monarch Migration, Nature Mosaics, Rain Water Harvesting and Cooking with Desert Plants are just a few of the events and classes that will be offered

*Continued on page 6...*



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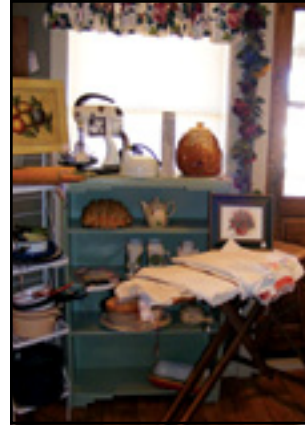
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*Wickenburg Antiques, continued from page 4...*  
 estate office.

In 2010, Beth and Laura were able to lease the historic hotel themselves and have worked side-by-side for the past two years. Now, Laura is retiring from their partnership, but will still have a booth in the mall. Beth says, "Laura is a wonderful person and a good friend. She taught me many things about antiques and the business of selling them."



Beth's husband Vic helps with the business in any way she needs him, and Hailey Bovee also works at the store.

Part of the appeal of **Wickenburg Antiques & Artisans** is its unique historic building. Since the original owners were from Texas, it was called The Texas Hotel when

Wickenburg was a stage stop. Over the years, it has been used for many purposes, and at one time was the Texas Cafe and Bar.

Beth remembers, "When I was in high school (in the late 1960s), we came to the Texas Cafe to eat lunch. They were still renting the seven little rooms upstairs to truck drivers who drove at night. In 2005, the building was entirely remodeled into a beautiful reproduction of a vintage hotel. The rooms are still upstairs and are rented to dealers."

Beth grew up in Wickenburg from the age of 6, graduated from WHS and got a degree in Journalism from NAU. She worked in Phoenix until moving back to the town she loves over 15 years ago with her husband and daughter.

In the future, Beth hopes to use the parking lot once a month for an Open Air Market where Vendors could rent space to sell their items. These could include art, crafts, antiques and farmers' market items.

**Wickenburg Antiques & Artisans** is located at 278 E. Wickenburg Way and is open seven days a week from 10 a.m. to 5 p.m. Rental spaces are available from a small space to a whole room, and Consignors are welcome. For more information, call 928-231-9263, email [bgallant1@earthlink.net](mailto:bgallant1@earthlink.net) or visit **Wickenburg Antiques & Artisans** on Facebook.



*Hassayampa River Preserve, continued from page 4...*  
 over the next couple of months.

The Preserve is open year round with an entrance fee of \$5 per adults and teens. Children under 12 are free. An adult must accompany children under 16. There is a small fee for most events and reservations are required. Call 928-684-2772 or visit their website [www.nature.org/hassayampa.com](http://www.nature.org/hassayampa.com) for more information

After exploring the Hassayampa River Preserve, head into Wickenburg to explore the Antique Shops advertised on page 5. It's definitely worth the trip to experience "Out Wickenburg Way."

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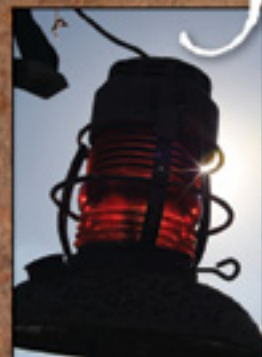
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## *To Keep or To Sell - That Is the Collectible Question*

*by David Russell*

We collect the things we love. Sometimes love lasts and sometimes it fades, even with our collectibles!

I have three dish sets. One is my everyday set (Johnson Bros. Olde English Countryside), one is for holidays and special celebrations (Johnson Bros. Friendly Village), and the third is my "when I feel like something different" set (Mix-matched, Blue Willow). If I should ever downsize or move, I'd sell the Blue Willow because it seldom gets used more than for Sunday breakfast.

But we have to be emotionally ready to let go—and, sometimes, financially ready. What I mean is—if you have a set that you put together 'piece by piece,' it adds up to be an expensive set, and you seldom get back your investment. Yes, our treasures are an investment. Some we get back what we paid; others we make a profit. Then there are the times you have to 'bite the bullet' and take a loss.

But let's look at it this way—you enjoyed the item for many years so deduct the value of the years you used it and be glad that you found a willing buyer and have cash in exchange—cash to buy another treasure and start another collection! Say goodbye to one item and a new one enters your life. It's the cycle of the antique collector.

*David Russell is author of Living with a Yeast, Wheat or Sugar Intolerance, and future Host of Healthy Dishes and Desserts, coming soon to PBS. Contact [davidjetea@yahoo.com](mailto:davidjetea@yahoo.com).*



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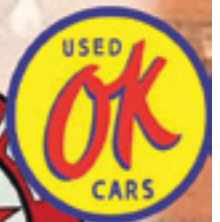
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**Rinker On Collectibles*****The Call To Buy****by Harry Rinker*

Linda and I recently visited the Allegan (MI) Flea Market. It is a throwback to the great flea markets of the 1980s and 1990s—a strong gate, a wide variety of merchandise ranging from antiques and collectibles for the traditional collectors to pizzazz and functional decorating pieces, a strong emphasis on the Country Look, and affordable merchandise. Most attendees left with one or more purchases. As I watched dealers record mid-afternoon sales, I noticed many using a second and third page. Several years ago, dealers considered themselves lucky to fill half a page. My general impression is that, at least in respect to Allegan, things are looking up.

Linda had specific shopping goals in mind—find an older plant stand for use on our front or back porch, add some additional pieces to her grandmother's Blue Willow pattern dinnerware service, which she recently rescued from the to-be-sold pile at The School in Vera Cruz (PA), and a fun conversation piece for the table entering her Davenport University office. Linda met all three of her goals as well as adding two pieces of jewelry to her collection.

The call to buy always has fascinated me. What prompts a person to buy an antique, collectible or desirable? Functional need is too easy an explanation. While I am among those who tout the antiques and collectibles marketplace as a great source for cheaper-than-new buying, I do not see it as one of the prime buying motivators. The antiques and collectibles market does have things people need if they do not already own one, for example, a bed in which to sleep or a chair in which to sit. But, those with functional needs do not think of an antiques and collectibles sale venue as the first place to turn to fill these needs. The call to buy antiques and collectibles extends far beyond functional need.

When asked what prompts me to buy, I often tell the asker that I listen to the mystical voices in my head. As I walk through the aisles at an antiques and collectibles flea market, mall, shop or show, I hear voices calling to me. "Look over here," "Take me home with you," "I have been waiting for you," "You need me," and "Buy me" are a few examples. Having talked with thousands of individuals involved with the trade, I know that

*Continued on page 19...*


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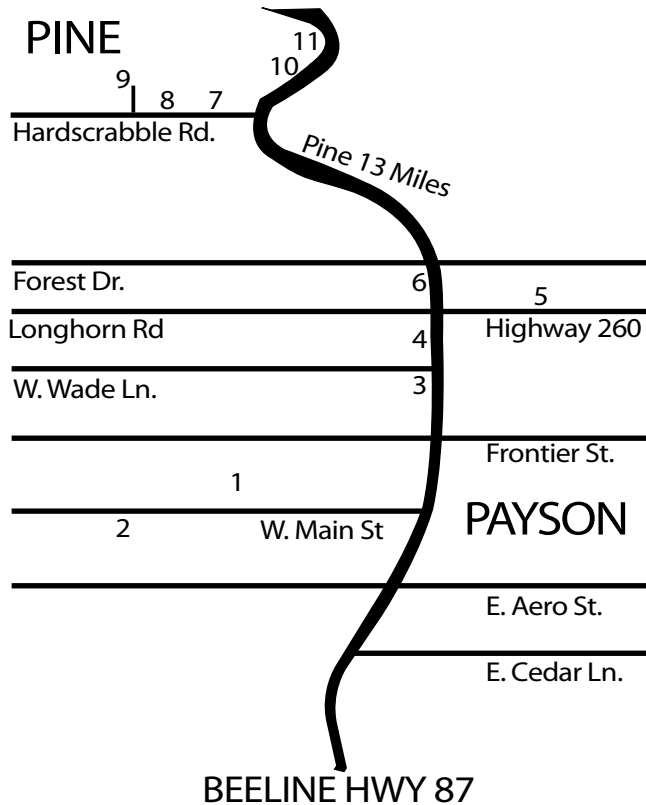
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*Rinker - The Call To Buy, continued from page 17...*

I am not alone. Such voices exist. Years ago, the voices were much stronger. Now, I am hearing impaired. Even when I am wearing my hearing aids, the voices are softer or silent.

I ceased trying to figure out why I suddenly stop and my eyes focus on a single object in a booth or case. Is it fate, coincidence, skill or something different? My eyes scanned hundreds, even thousands of objects prior to my stopping. Why did I pass all the others and focus on this one particular object? What called me to this particular object?

It is difficult, if not impossible, to pinpoint the origin of the call to buy. It is internal and personal. It begins as a hidden desire or want, in place long before the buy occurs. There are multiple explanations—a cherished memory, an urge or necessity to collect, a functional need, a coveting, or simply a will to possess.

Deciding to explore antiques and collectibles sales venue is the first step in awakening the call to buy. In the past, this meant attending an antiques and collectibles auction, reading the advertisements in a trade periodical, exploring a mail auction

*Continued on page 20...*



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*Rinker - The Call To Buy, continued from page 19...*

catalog, or visiting a flea market, mall, shop, or show. Today, it involves turning on a computer and checking Internet auction, direct sale, and storefront websites. In the 21st century, buying antiques and collectibles is a 24/7 experience.

The call to buy is primarily unconscious. Something, usually an object, triggers it. A friend's "Isn't this what you have been looking for?" comment works. Once the call to buy is triggered, the buyer's senses become acute. His/her eyes water. A heightened sense of awareness, a mental alertness, results from an adrenalin rush. The desire to reach out and touch, even to hold the object, is overwhelming.

The desire to buy and the call to buy are not the same. Linda left for Allegan with the desire to buy. She set specific goals. While she hoped to fulfill her goals, she was prepared to be disappointed. While at Allegan, she saw over a dozen different plant stands. Only one evoked the call to buy.

There also is a difference between the call to buy and completing the transaction. A potential buy begins when the call is heard. The successful completion of the sale involves a number of hurdles, any one of which can quickly prove insurmountable.

In an ideal world, a buyer has an unlimited supply of cash, thus allowing him/her to answer every call to buy. In reality, today's buyers are sophisticated and more cautious about parting with their hard earned dollars.

I buy based upon my "God means me to own it" theory: If God means me to own an object, I will find it in the condition I desire, at a price I am willing to pay, and with money in my pocket to pay for it. This three-part equation has failed at all points. It is especially painful when the first two criteria are met and the last is not.

*Continued on next page...*

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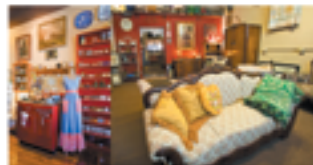
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*Rinker - The Call To Buy, continued from page 20...*

Resistance to the call to buy takes the form of questions. What do I need this for? Can I do better if I continue the hunt? Does not this price seem high? How am I going to get it home? Where am I going to put it if I do get it home? What is my spouse/partner going to say? Questions such as these and more can derail the buying process.

The call to buy can be encouraged, something antiques and collectibles dealers are loath to do. Dealers are far too wedded to the "if I display it, they will come" concept. Many Allegan Flea Market dealers still adhered to the unorganized pile and stuff the booth merchandising techniques of the past. I walked passed dozens of uninviting booths because they were so cluttered and/or had no order to the merchandise displayed within them. If there was an object that would have triggered my call to buy, it went unseen.

A price tag is an offer, essential to triggering my call to buy. I do not buy from dealers who do not price their objects. While attending the Allegan Flea Market, I picked up an object in a booth where objects were not priced. Without even inquiring about my interest, the dealers said, "I can do fifty." I did not respond. Sensing my hesitation and again without any conversational exchange, he countered, "Make that thirty-five." I shook my head no. "I can do twenty-five." I put the object down and walked away.

In another booth, I picked up a Blue Willow small oval serving dish with a price tag of \$95.00. Before I could show it to Linda, the dealer sitting in a chair at the opposite end of his booth called over "everything is half price." Even at half price, the object was overpriced.

The call to buy is an invitation to the seller to strike up a conversation, tout the merchandise and close the sale. Alas, most sellers think the call to buy is all that is needed to complete the sale. "The buyer looked really interested, but he walked away," is a common lament.

While the call to buy is inherent in everyone, it diminishes with age. Ten years ago, I felt differently. I turned 70 in 2011. Over the past several years, the number of objects I purchased when attending antiques and collectibles flea markets, malls, shops, and shows has diminished yearly. In 2001, I bought an object a day on eBay. I did not buy one object on eBay in 2011.

Thank God for Linda. First, the call to buy still is strong within her. Our home would be filled with a great many more

*Continued on page 22...*



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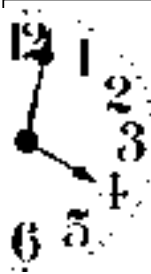
*Rinker - The Call To Buy, continued from page 21...*

objects if I reduced the number of times I said to her, "You do not want that." Second, I buy more for Linda than I do for myself. She was not a collector when I met her nine years ago. In the interim, she caught a good case of the "collecting" disease.

Finally, my failure to answer the call to buy is due in part to the large amount of material remaining at The School in Vera Cruz that I have to sell because it does not fit into our home in Michigan and the over 50 boxes of stuff in Michigan that still have to be unpacked and/or gone through before being placed in storage. Once done, I look forward to the call to buy returning. After all, a true collector always finds room for one more thing.

*Rinker Enterprises and Harry L. Rinker are on the Internet.*

*Check out [www.harryrinker.com](http://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 a.m. 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](http://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](http://www.harryrinker.com). Copyright © Harry L. Rinker, LLC 2012*



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Following up from their successful May market, the girls from **Junk in the Trunk** will hold their next Vintage Market on September 15 at world famous WestWorld of Scottsdale. After that, their new home will be the historic Icehouse Arts cultural centre in downtown Phoenix on November 10. The 2013 dates are January 26, April 27, August 10 and November 16.

Attendees are sure to find something they love at these Vintage Markets. From all things chippy, rusty, vintage and handmade, shoppers may find that perfect vintage dress, one-of-a-kind piece of antique furniture, handmade jewelry or another treasure for their home or garden. There will be fabulous giveaways, D.I.Y. tutorials, vintage photo opportunities, live music and infinite amounts of design inspiration.

Early entry is \$8 for adults and lasts from 7:30 to 9:00 a.m. This will be Junkers' chance to get first crack at all the sweet vintage finds. Market doors officially open at 9 a.m., and general admission is \$4 for adults while children under 12 are free all day. The vintage market will be open until 2 p.m. Please bring cash since not all vendors accept credit.

A portion of all ticket sales will help support Young Life of Paradise Valley and Scottsdale. Young Life is a non-denominational Christian organization that reaches out to adolescents in the greater North Phoenix and Scottsdale area

*Continued on page 31...*



*junk in the trunk*  
VINTAGE MARKET

**SAVE THE DATE!**

SEPTEMBER 15, 2012 AT WESTWORLD  
NOVEMBER 10, 2012 AT THE ICEHOUSE  
JANUARY 26, 2013 AT THE ICEHOUSE  
APRIL 27, 2013 AT THE ICEHOUSE

Three women are standing in front of a rustic wall, holding signs that say "Junk in the Trunk" and "Vintage Market".

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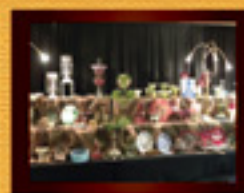
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The Stone Cottage in Historic Kingman is located in a quaint stone house that was built in the early 1900s. Through the years it has been many things—a private residence, an antique store in the 1980s, and rental apartments. In 2010, it was reborn again as an Antiques and Collectibles store, which Owner Allwynne Fleming and ten other dealers call home.

When you walk in the front door of **The Stone Cottage**, you feel that you are visiting Grandma's house. It is truly an adventure back in time as the aroma of newly baked cookies and freshly brewed coffee greets you. The shop features something for everyone's taste—traditional, western, country, shabby chic, primitive, retro, and everything in between.

Allwynne says, "We have seen people come through Kingman from all over the world. We recently had a couple from Japan on their honeymoon looking for Jadite. A few months later we received a lovely letter from the couple thanking us for our hospitality and friendship. That's what we are all about."

Kingman is in a broad valley between the forested Hualapai Mountain on the east and the Cerbat and Black Mountain ranges on the west. The city's high desert elevation of about 3,300 feet provides a temperate climate year-round. Kingman is appropriately called the Heart of Historic Route 66 and its historic charm, interesting shops, and great cafes and restaurants make Kingman a remarkable destination.

**The Stone Cottage Antiques & Collectibles** is located at 534 E. Beale Street, between 5th & 6th Streets. For more information, call 928-718-1221.



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## Vogue Picture Records Back in Vogue Again!

by Jay Mark

As lovers of antiques, we are avid collectors. It's especially rewarding to collect something unique that makes others envious. This column features a fascinating piece of history that few know about. But let's start at the beginning.

Over the last sixty-five years recording technology has changed many times—78 rpm, the 33 1/3 LP, 45s, 8 track, cassette, CD, MP3, and DVD.

Now, many own no physical recordings. They have an ethereal musical library that only resides on a device. Which leads us to wonder what will be around to collect in the future?

Because technology is evolving so rapidly, it's difficult to keep track of changes—and even harder to keep up-to-date with equipment. But that was not always the case.

The era of recorded sound began in 1877 when Thomas Edison first recited *Mary Had A little Lamb* into a metal horn that amplified his voice that was then etched into a tin foil-wrapped cylinder. What started as a simple dictation machine, invented to improve office efficiency, evolved into the multi-billion dollar music industry of today.

Initially, Edison captured sound on wax, and later, celluloid cylinders that dominated for nearly two decades. That is until Emil Berliner introduced the 78 RPM disc record in the early 1890s. The two forms competed until about WW1 when it was apparent that the 78 was spelling the end to Edison's more fragile cylinder.

Over the years, the standard 10" 78 was a familiar part of nearly every American home. The technology gradually improved from acoustic to electronic recording and reproduction. All the while, the recording medium became stronger and more durable. The end of its eight-decade reign of the 78 became evident in 1948 with the introduction of the vinyl Long-Play record and, a year later, with the 45—that's the one with the large center hole.

One of the most innovative series of 78s from the end of the era, and highly prized by collectors, is the *Vogue Picture Record*. It was the creation of plastics manufacturer Tom Saffady.

Produced under a complex patented process by his Sav-Way Industries of Detroit, Michigan, these high audio quality novelty

*Continued on page 29...*



*The first Vogue Picture Record issued in May 1946 featured the Clyde McCoy Orchestra playing Elgin Street Blues and Sugar Blues. Jay Mark*

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*Vogue Picture Records, continued from previous page...*

records featured a colorfully illustrated paper sheet laminated on an aluminum center and encapsulated in clear vinyl.

The imaginative images with a characteristically '40s feel reflected the theme of the songs—one for each side.

The first release featured Clyde McCoy, a popular jazz trumpeter whose signature song was *Sugar Blues*. A descendant of the Hatfield family of the infamous Hatfield-McCoy Feud, Clyde McCoy recreated his song for Vogue's debut fifteen years after he first recorded it.

Musical repertory ranged from jazz and Big Band to country. Shep Fields recorded for Sav-Way as did The Hour of Charm All-Girl Orchestra.

Selling for about \$1, the first novel Picture Record was released in May 1946. But the ambitious, complex experiment was short-lived. Competing major labels were selling their recordings for considerably less—for about fifty cents. The price differential combined with a very limited catalogue of popular artists doomed the fledgling label.

Fifteen months and about 75 recordings later, Sav-Way Industries was bankrupt and out of business. The master recordings and remaining inventory were liquidated or destroyed, leaving a limited market for today's collectors.


In a 1990 book review, Tim Brooks offered his observation on the popularity of Vogue Records: "The interest is probably due more to Vogue's gaudy, campy illustrations, which are prototypically 'forties.' Even contemporary reviewers called them 'glamour-puss disks' and, less kindly, 'coal company calendar art.'"

For the most part, Picture Records still remain affordable. Average prices run between \$30 - \$75. Very rare numbers can reach into the thousands of dollars.

*Continued on page 30...*

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*Vogue Picture Records, continued from page 29...*

With less than 75 published Vogue picture records, a collector has a reasonable target to attain. So now that you know about Vogue records, why not be the first on your block to acquire these colorful treasures of the past?

**HINT:** With antiques becoming more of a decorator item, people have found interesting ways to display the colorful Picture Records. Protected in double-sided frames they can be hung on walls and be periodically reversed. They have also been used as room dividers.

**TO LEARN MORE:** Visit the website of the Association of Vogue Picture Record Collectors at [www.voguepicturerecords.org/records.htm](http://www.voguepicturerecords.org/records.htm). It provides a detailed history, illustrates every known Picture Record, gives pricing information and puts collectors in touch with each other.

*VOGUE - The Picture Record* – Second Edition by Edgar L. Curry 1998 is the best resource on the history of this short-lived enterprise.

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



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*Junk in the Trunk, continued from page 25...*

through caring adults who spend time with youth in order to empower them to see that their lives have great worth, meaning and purpose.

**Junk in the Trunk Vintage Markets** was born from the idea that the greater Phoenix area needed a bit more junk in their trunks. Three girlfriends, who enjoyed the pursuit of finding that perfect vintage piece and sharing home décor ideas, felt there was a lack of a community for local Arizona Junkers.

A vacation in the summer of 2011 was the starting point of **Junk in the Trunk Vintage Markets**. The trio found themselves junking their way north from Spokane, WA, up through the Rocky Mountains of Alberta. After returning from their trip and committing to take the first step toward their dream, they set out to launch their vision. They hosted their first vintage market in September 2011 in the backyard of a north Phoenix residence.

With much success—most of which they attribute to their stellar line up of local vendors—they started to feel like there was an interest in having a truly unique vintage market, one that people could put on the calendar every year and look forward to. Out of this desire, their events provide an amazing line up of local vendors, a world-class venue and additional opportunities to learn D.I.Y. tips and tricks from some of Arizona's finest local Junkers.

For more information on the markets and for details on how you can become a vendor, please visit [www.junkinthetrunkvintagemarket.com](http://www.junkinthetrunkvintagemarket.com). WestWorld is located at 16601 N. Pima Road, Scottsdale, and Icehouse Arts is at 429 W. Jackson St., Phoenix.

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## ***Turquoise & Turquoise Jewelry Are Linked to Great Southwest***

by Dwight Schannepp

Turquoise and turquoise jewelry has always been linked with the Great Southwest. Southwest Indian jewelry is very distinctive in style and is widely recognized as having come from this region of the world.

Around 1880, turquoise started to appear in Arizona's Native American Indian silver jewelry. From about 1910 to 1940, the popularity of this turquoise jewelry exploded through the efforts of one man—Fred Harvey, who was the principal food vendor for the transcontinental Atchison, Topeka and Santa Fe Railroad Company in the last half of the 19th century.

Harvey installed souvenir counters along the train routes and encouraged and organized Native American Indians to sell their jewelry, blankets and baskets. Authentic Fred Harvey jewelry is characterized by stamped arrows and bows, thunderbirds, snakes, whirling logs and often contains symmetrically cut small oval pieces of turquoise and is signed.

During this time period, other pieces, such as those produced by H.H. Tammen with similar characteristics, were often called "Fred Harvey Style." Jewelry in the "Fred Harvey style" is the



Typical "Fred Harvey Style" bracelet

Indian jewelry that comes to mind when reminiscing about the souvenir jewelry sold at tourist stops along Arizona's Route 66 and at the Grand Canyon. Objects with these trader-

influenced motifs were lighter weight and less expensive than earlier traditional Indian jewelry, hence this jewelry was of great interest for tourists traveling in the Southwest.

Arizona is a large producer of copper and turquoise is strongly associated with copper. Turquoise is almost always found in the upper portions of copper deposits, usually no deeper than 100 to 150 feet. A few of Arizona's more popular mines include Morenci, Kingman, and Sleeping Beauty from Globe.

Turquoise is a very complex mineral that occurs in many

*Continued on page 41...*

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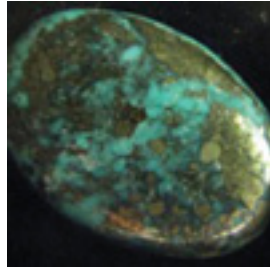
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[www.antiquegatherings.com](http://www.antiquegatherings.com)

*Turquoise, continued from page 34...*

different types of rocks. It may have a wide range of chemical compositions, which are manifested through its extreme variations in color and patterns. Identifying the mine that produced a specific piece of turquoise can be extremely difficult because a single mine can produce a large variety of colors, matrix and density of stones.

Turquoise is formed when surface waters percolate slowly downward through igneous rocks containing phosphorous, aluminum, copper and iron. As long as copper, aluminum, and phosphorous and water are present in substantial quantities, turquoise can be concentrated—no matter the rock type. These elements dissolve and concentrate in cavities in the rocks, combining to form the mineral, turquoise. As there are so many geologic factors involved in the creation of turquoise, turquoise deposits are small and erratic. *Continued on page 44...*



*Morenci Turquoise:  
Note the distinguishing  
silver colored Pyrite.*

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*Turquoise, continued from page 34...*

An arid or desert-type climate is ideal for turquoise, as too much water prohibits the chemical reactions necessary for the formation of turquoise. It gets its color from the heavy metals in the ground from where it forms.

Blue turquoise forms when there is copper present, which is the case with most Arizona turquoise.

Green turquoise forms where iron is present, which is the case with most Nevada turquoise. Matrix is the host rock.

Turquoise varies in quality from Gem quality to low grade "chalk." Gem quality turquoise is hard while low-grade turquoise is soft and must be treated to make it usable in jewelry.



*Sleeping Beauty Turquoise:*  
Note the lack of matrix.

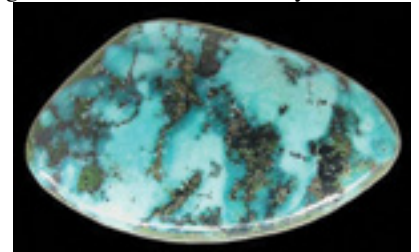
plastic bonding agent.

Waxed turquoise is created when turquoise is soaked or heat-treated to improve the color.

Turquoise can change color when exposed, over time, to human oils or heat.

Turquoise Land.com and TucsonTurquoise.com are websites that offer additional information and fine examples of turquoise jewelry.

*Turquoise and turquoise jewelry are Dwight Schannep's passion. He and his wife Christy own **The American Antique Mall** located at 3130 E. Grant Road, Tucson, which offers multiple dealers with high quality and a variety of American turquoise for sale. Please visit [www.americanantiquemall.com](http://www.americanantiquemall.com) or call 520-326-3070 for more information, including hours and days of operation.*



*Kingman Turquoise:* Note the black matrix.

The following treatments are applied to "chalk" or "low grade" turquoise:

Reconstituted turquoise is created by pulverized turquoise, which is turned into a powder and mixed with epoxy. Dyed turquoise is created with pigment added to deepen a stone's color.

Stabilized turquoise is created when a low grade, chalky or unstable turquoise is treated with a

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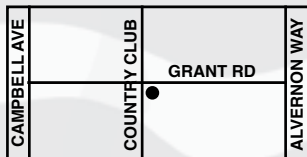
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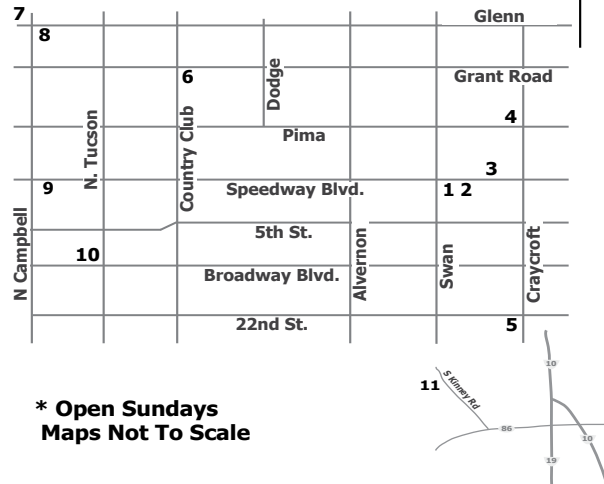


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