

# Arizona's ANTIQUE REGISTER

Vol 17 - No 2

A Guide to the Antique, Vintage & Collectible Marketplace

March-April 2014



Tucson's Gather A Vintage Market  
Story on page 3...



# Arizona's ANTIQUE REGISTER

Your Two-State Guide to the Antique and Collectible Marketplace • Established 1998

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THE ANTIQUE REGISTER<sup>™</sup>, Months of March-April 2014  
Volume 17 Number 2. Deadline for next issue is April 1st.

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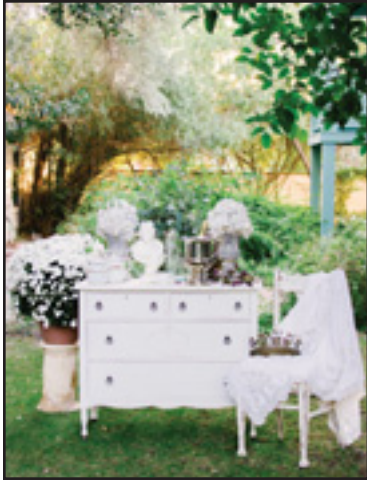
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*Cover Story****Gather A Vintage Market in Tucson****by Nancy Willaims*

**Gather A Vintage Market** in Tucson specializes in antique and vintage furniture and finds for your home and garden so we thought this outdoor scene featuring some of their items made a perfect cover. Photographer Hilary Lamb took the picture.



This unique Market is open once each month for four days from Thursday through Sunday. The upcoming Market schedule is: March 20 to 23; April 17 to 19 (closed on Easter Sunday); and May 15 to 18. Regular hours are Thursday to Saturday, 10 a.m. to 6 p.m. and Sunday, 10 a.m. to 3 p.m.

Owned by Tray and Simone Gers and Grant and Melinda Gers, **Gather**

evolved following Tray's having booths in antique malls. A life-long collector, Tray's collection had needed paring down when he decided to sell some things and ended up in two Tucson malls. Although he was happy with both experiences, he wanted to do more. Having visited similar venues around the country, he felt Tucson was ready for its own four-day vintage market so

*Continued on page 5...*



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# *Gather*

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*Gather, continued from page 3...*

he rallied other vendors and launched the business in January 2013. Grant and Melinda were moving back to Tucson and were excited to collaborate in the new venture.

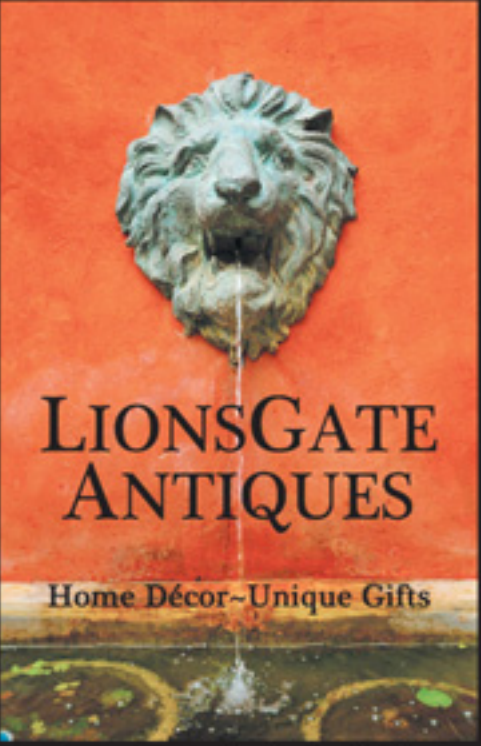
The Market is located at 657 W. St Mary's Road in the old Arizona Sash & Door Warehouse with an old railroad spur that runs alongside it. The Gers loved the old galvanized tin, the exposed wood beams and rafters and the wood floor and felt it was the perfect setting for a vintage market.

At **Gather** all of the vendors work together to create a new shopping experience each month. Revolving around themes, merchandise is blended and each vignette includes items from multiple vendors as they work collaboratively. Every month, the store is completely redone—the floor plan is changed, new merchandise brought in and a completely new look is created. The goal is to have customers walk into a magical experience.

This is truly a family business and Tray, Simone, Grant and Melinda divide up the tasks, taking care of their own parts. Then they all come together around the fun—buying and selling—including enjoying family road trips across America hunting for treasures. They love market days, visiting with regular customers and hearing what they did with the treasures they bought in prior months.

In addition to the Gers family, **Gather** has 8 vendors—Dee, Elizabeth, Elaine, Linda, Betty, Bridget, Rhea and Denise. Dee and Elaine were the original owners of The Grey House Antiques in Tucson and Denise worked there. Elizabeth owned her own store in North Carolina before moving to Tucson. Linda works for a Green Valley Interior Design firm. Betty, Rhea and Bridget have, for years, loved collecting and selling antiques

*Continued on page 11...*



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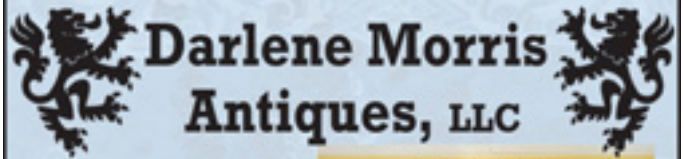
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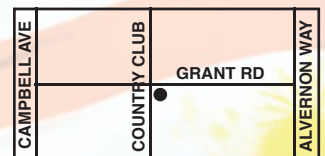
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## Defining 'Old Pawn' When Buying Native American Turquoise Jewelry

by Glenna Dunn

The Term "Old Pawn" comes from the early practice of Native American Indians of the Southwest of leaving their handmade jewelry at trading posts to obtain supplies. Years ago, it was common to store at least some of the family's wealth as collateral at the trading posts, enabling them to make payments. They could retain ownership and had the ability to get their significant jewelry pieces out for ceremonies in the spring and fall.

The use (or abuse) of the term today is broad in application (some using it for anything that doesn't look new) and scope. I see it used incorrectly everywhere from eBay to auctions and bricks & mortar shops. Therefore, it is prudent not to make any assumptions based on this label unless you know how 'Old Pawn' is defined by the person who labeled it thus.

In some areas, it still is a practice of the Southwestern Native American Indians to pawn turquoise jewelry, handmade blankets, baskets and artwork, to convert their possessions into liquidity for life's necessities with the intention of getting them back. If the items are not redeemed, it makes them 'Dead Pawn,' not 'Old Pawn,' which indicates age. 'Old Pawn' is generally agreed to be at least 'vintage' (defined as 50 years or older) jewelry made by Native Americans that may or may not have been pawned at some time.

Because of its age, Old Pawn portrays craftsmanship from the past, may include turquoise from closed mines or other unusual stones and usually shows wear from usage. It may or may not be signed or marked as sterling. Some of the earlier pieces are coin silver. Another one of the major characteristics of Old Pawn jewelry is that the pieces are (in general), comparatively heavy in weight. American Indian artisans, especially the Navajo, used a lot of silver, especially in pieces that were not made with the intention of selling. Because of the rise in silver as a commodity, newer pieces are usually lighter in order to maintain affordability.

This is especially true of 'production' pieces. About 90% of what I see in stores today selling "Authentic Native American Jewelry" is new and mass produced. Most of it is pre-fabricated, even cast, rather than the metal worked by a silversmith. The stones are cut and polished to fit the prefabricated settings. (Old Pawn was designed to the shape of the stones.)

To date, I have not been able to find anywhere in the US where this work can originate on a scale that is commensurate with the vast quantities being produced for all the stores carrying it. And, further, where there are Native Americans involved in the process at least at some point.

Sadly, there is far less of this historic Native American silverwork now than there was just ten years ago. When the price of silver shot up to \$50 a troy ounce a few years ago, much of it was scrapped. Also, thieves never want to be caught with or selling anything that is identifiable, such as these unique pieces. And there is a lot more thieving going on these days.

In summary, although 'Old Pawn' is technically 'Dead Pawn' from at least 50 years ago, the usage of the term is much broader today. Research online and comparative shopping is recommended before you invest in this rare and valuable category.

This article is not intended to negate the value of newer truly authentic Native American artist silver work. With new technology and inspiration, there are amazingly beautiful designs and well-constructed pieces currently being crafted and available. My intent is to point out that, when defined correctly by age and validated by the old techniques of workmanship and materials

*Continued on next page...*



## Book Review

## "Under Glass, A Victorian Obsession" Shows Beautiful Decorative Arts

by Robert Reed

Victorian volumes were beautiful before and now they are beautiful again in the majestic new volume, *Under Glass-A Victorian Obsession* by John Whitenight. The book provides more than 600 images of treasured decorative arts from delicate flowers to Gothic Revival style shell-work shrines.

"Contrasted with the formality and the rather stiff morality of the 19th century, there was a spirit of lightheartedness and whimsy to be found in the decorative arts between 1837 and 1901," notes the author in the book's introduction.

In that broad spectrum is the unique Victorian parlor and, more specifically, the glass dome—or what was more commonly called in those days 'the shade.' Under that dome or shade could be found a rich offering of silk, velvet, marble, carved wood, muslin or related works.

"So, four decades and hundreds of domes later, the hunt and quest for knowledge about these phenomenal art forms captured under glass continues," adds Whitenight.

Chapters include wax art forms, shell work, hair works, stylish feather creations, skeletons of leaves, wood works, glass whimsies, automata-mechanical treasures, musical masterworks and similar topics.

The text of historical fact and Victorian social commentary provides a solid background for the hundreds of illustrated examples. Whitenight himself has been collecting and researching Victorian glass domes since the 1970s.

*Under Glass: A Victorian Obsession* by John Whitenight, hardcover, 628 color illustrations, 23 black and white photographs, 288 pages, and index is \$89.99 plus shipping from Schiffer Publishing, [www.schifferbooks.com](http://www.schifferbooks.com).

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



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incorporated, genuine Old Pawn Native American Indian jewelry is recognized as a limited category with unique qualities and is, therefore, highly valued and sought after.

I do not claim to be an expert, but because I deal in this category, I have found it necessary to try to determine proper use of this term. In researching for a definition, I came up with something I can post in my store as to what I mean by it. It gives my customers the assurance that they have an understanding (in writing) of what I saying when I use 'Old Pawn' in describing what they are considering purchasing.

Many have asked for copies of this article. It is not meant to define 'Old Pawn' for the world, but it does define how I use it in my shop. A definition makes the term far more useful because of the other, broader interpretations.

Glena Dunn owns *Back in Thyme*, a vintage collection in the heart of Old Town in Boulder City, Nevada. She is the publisher of *The Country Register of Southern Nevada*. Glenna can be reached via email at: [glena.dunn@gmail.com](mailto:glena.dunn@gmail.com).





*Rinker On Collectibles****Developing an Interior Decorating Mindset, Part 1***

by Harry L. Rinker

When conducting an appraisal clinic, I inform participants that I will use one of three basic values to determine the worth of an object. The first is collector value—what a collector that does not own but wants to buy an example will pay. I emphasize that while collector value was once the dominant secondary market antiques and collectibles value, collector value lost its king of the hill status at the dawn of the 21st century.

Reuse value is the second. Most antiques and collectibles began life as functional objects—a chair to sit in, a plate from which to eat, or a toy for the purpose of play. This functional application is not lost over time. It remains inherent within the object.

Decorative value, the most complex of the three values and the new king of the hill, is the third. A value in itself, decorator value has subcategories that include conversation, neat, nostalgia and wow or pizzazz value. In addition, value results from an object's ability to support or enhance a designer or fashion Look, especially if the Look is "hot" at the time.

Antiques and collectibles appraisers, auctioneers, collectors, dealers and others in the trade are adept at understanding collecting value, their primary focus. Sophisticated members understand that antiques and collectibles have multi-faceted values, each value depending on the mindset of a prospective buyer. The same applies to decorating value.

A large majority—my guesstimate is over 95 percent—of the antiques and collectibles trade members have a minimal understanding of the decorative value within objects. They do not track the decorative and fashion markets. If asked what Looks, colors or pattern designs are in, out, or quiet, members of the trade have a blank look on their face. Few in the trade can identify and talk intelligently about the design styles of Barbara Barry, Nate Berkus, Alessandra Branca, Jon Call, Kathryn Ireland, Bunny Williams and Vern Yip. A few will be familiar with the "television media" designers. Yip fits the latter category.

[Author's Aside #1: I did some Internet research to create the above list. I recognized some but not all of the names. This is an area that I need to visit more frequently.]

Martha Stewart is a recognizable name, but she is not an interior designer in the true sense of the concept. Is there a "Martha Stewart" Look? The answer is no. In order to keep readers and viewers, Martha has to change her Look constantly. As such, the Martha Stewart Look is a commercial Look that is immediate rather than timeless.

When teaching "Business Practices: Secrets to Success," the main merchandising course, for my Institute for the Study of Antiques and Collectibles, I recommended to participants that they visit their public library or a Barnes and Noble bookstore and skim through the magazines and newspapers in the interior decorating, life-style, and Country, Victorian and other "Look" sections. The participants were not to read the magazines and newspapers, only look at the pictures. They were to ask three questions: 1) What am I seeing that I saw during my last visit; 2) What is not there that I saw previously; and 3) What is new? The goal was to understand hot, stable and declining Looks.

Once the participants gained experience answering the above three questions, I introduced two more considerations into their thought process. First, pick out those Looks featuring antiques and collectibles, paying particular attention to how

the antiques and collectibles were incorporated into the Look. Second, identify what antiques and collectibles could support, complement, and enhance the Looks.

The Institute participants were not to let others make decisions for them but to do so on their own. The participants would better be able to tout the objects offered for sale if they believed in the storyline used to hook the customer. Participants also were encouraged to give prominence in their merchandising displays to these objects.

The Look is the key. Through much of the 20th century, one "hot" Look tended to dominate interior design for periods ranging from 10 to 20 years. During the American Bicentennial, Country was tops with Early American a close second. America experienced a Victorian craze in the late 1980s and early 1990s. Shabby Chic has made an appearance.

Some truths prevail. First, the Country Look is always in, especially in the Midwest and Plains states. It is not always dominant. The Country Look pendulum swings between formal and primitive. Second, once a Look is established, it may lose favor but never really goes away permanently. Early American, Colonial Revival, Victorian, and Contemporary, are examples. Third, there are Looks, such as Art Nouveau and Art Deco.

[Author's Aside #2: There are regional and cosmopolitan Looks. The Mexican/Desert Look is popular in America's Southwest. Country in my home is represented by the Pennsylvania German Look. French styles are popular in large cosmopolitan cities. I chose "cosmopolitan" instead of "urban" because there are some large cities where French styles are blasé.]

The mid-1990s was a watershed in terms of interior decorating. By the beginning of the 21st century, every Look was in. "Eclectic," also known as mix and match, became the new American Look. The Look was whatever anyone wanted it to be. Look became personalized. Individuals picked a Look they liked and found one or more periodicals, interior decorators or cable television shows to support and/or justify it.

Cable television plays a major role in making the average American decorator conscious. The approach is that creating a Look is quick, easy and cheap. Forget permanence. Focus on the immediate. When the chosen Look is out, decorate with a new Look. The concept of living with something for a lifetime has disappeared. The throw away generations added Look to their discard list.

In 2013, my advice to appraisers, auctioneers, collectors, dealers and others in the trade is go to the library, Barnes and Noble, and the Big Box stores, skim the interior design, life-style, and Look-focused magazines and newspapers and make a list of as many Looks, even if associated with one specific designer, as you can. Identify five to 10 key elements of that Look. Once done, start identifying objects that support, promote and enhance the Looks.

In this digital age, is it possible to quickly identify Looks with the same ease and accuracy as visiting the library, bookstore, or Big Box stores with large magazine sections? In late 2013, the answer is no. I have tried repeatedly to create effective search titles. General searches, difficult and somewhat unreliable at best, proved negative. Specific search titles produced marginal results.

*Continued on page 17...*



*Gather, continued from page 5...*

and collectibles.

Collectors who approach **Gather** when they are ready to downsize have been inspirational with their amazing collections, passion and expertise. Help along the way has come from the vendors' creativity and business experience plus support from their Facebook family getting the word out, local media running feature stories, and bloggers like local photographer Hilary Lamb publishing fantastic features and photo essays.

The Gers love what they do, all of the treasures they find, and the fun and joy they bring to people who come to the market. They enjoy watching customers' reactions each month and hearing, "Wow! I didn't think it could be more beautiful than last month and yet it is!" Their goal is to keep wowing customers and encouraging imaginations.

For more information, visit **Gather A Vintage Market** on Facebook, go to: [www.gathervintagemarket.com/](http://www.gathervintagemarket.com/), call 520-310-7531 or email: [gathervintagemarket@gmail.com](mailto:gathervintagemarket@gmail.com).

### Hilary Lamb, Photographer

Photographer Hilary Lamb told us, "I am a natural light photographer residing in Sahuarita, Arizona, with the loves of my life: my husband, son and our two dogs. As a transplant from the lush green landscape of the East Coast, I've adjusted to living in the desert by learning to notice and appreciate the subtle beauty of a seemingly stark landscape. This ability to find beauty in the most simple and seemingly commonplace things has filtered to all areas of my life and has become the goal of my photography. I have also discovered a love of both the history and aesthetic charm of all things vintage."

"These two perspectives serve as the inspiration behind bringing together the contrast of the ornate details and texture of the expert craftsmanship displayed in the items with the delicate pastels and light of the native foliage."

You can follow Hilary at <http://hilarylambphoto.blogspot.com> and also on facebook, instagram and pinterest. She can be reached at [hilarylambphoto@gmail.com](mailto:hilarylambphoto@gmail.com).





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## 8th Annual Pewter & Wood Silent Auction To Benefit Alzheimer's Research, March 22

by Nancy Williams

The 8th annual Silent Auction benefitting the Alzheimer's Association will be held at **Pewter & Wood Antiques** in Cave Creek on Saturday, March 22, from 1 to 2 p.m. An Open House and Sale will take place the same day from 12:45 to 5 p.m. Refreshments will be served.

The silent auction is open to the public and photos of auction items will be available via email and they can be viewed in person at the shop that day beginning at 12:45 p.m. Call-in bids for auction items will be welcome during the auction. All proceeds go directly to the Alzheimer's Association - Desert Southwest Chapter for research. Payment from successful bidders must be by check payable to the Association.

Selections from **Pewter & Wood's** inventory and Owner Barbara Boardman Johnson's own collection plus items from private collectors will be in the auction. Barbara is still accepting donated antiques—preferably from the 19th to early 20th Century—and reproductions. Donors will be given receipts for tax purposes. Donated items need to be in by March 10 or sooner, if possible, and Barbara will provide pick up if needed.

This year's items waiting to be auction off, so far, include: a 19th Century dapple-gray rocking horse on a swing frame; a 19th Century wooden bank-teller's gate; a 19th Century iron and wooden dictionary stand; a 1930s hooked rug, mounted; needlework; flow blue and many more wonderful items.

This is a cause that is near and dear to Barbara because her  
*Continued on next page...*

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*Pewter & Wood, continued from previous page...*

mother was diagnosed with Alzheimer's disease in 1995 and passed away in December 2011. Barbara began holding the silent auctions as a way to raise funds to help fight this disease. Last year's auction raised \$3500.00!

Contact Barbara for information on the auction or for directions to the shop at 480-948-2060 or 602-677-5686 or by email: barbara.johnson@juno.com. For more information about Alzheimer's, contact the Alzheimer's Association - Desert Southwest Chapter, 1036 E. McDowell Rd., Phoenix, 602-528-0545, or visit: [www.alz.org/dsw](http://www.alz.org/dsw).

**Pewter & Wood Antiques** specializes in 18th and 19th C. American Antiques with emphasis on original first surface paint. Among loved items are: country furniture, painted smalls, folk art, textiles, hooked rugs, braided rugs, samplers, stoneware, toys, game boards, signs, pewter and decorative accessories. Barbara looks for unusual pieces, especially those with original untouched paint.

Collecting became a passion for Barbara at an early age, and even today, she is fascinated by the histories of the items she buys and sells. She is also impressed by the quality of things that were made so long ago—yet still function as they were intended. She likes it when she sees today's young people becoming more interested in older furnishings and artifacts.

In addition to her Cave Creek shop, which is open November through April, Barbara has a second location in Enfield, New Hampshire, that is open June to October. Monthly open houses are held for customers; otherwise the shops are open by calling ahead for an appointment. Barbara also exhibits in a number of shows in the east.

For more information on **Pewter & Wood**, visit: [pewterandwoodantiques.com/](http://pewterandwoodantiques.com/).



## Pewter & Wood Antiques

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*Rinker, continued from page 10...*

In a trip to a Barnes and Noble, I made a list of magazine titles. All had websites. I checked out several. Navigation varied from site to site. The difficulty was accessing the pictures without having to call up each article. After several frustrating experiences, I gave up and made returning to the printed versions of my favorite magazines and newspapers my primary research method.

It was not my intent to write a two-part series on this subject. However, a second column is necessary so that I can discuss the importance of color and pattern, identifying the mindset of the buyers, recognizing flash in the pan Looks, and suggesting a dealer mindset necessary to merchandize Looks.

*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 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, \$17.99) is available at your favorite bookstore and via [www.harryrinker.com](http://www.harryrinker.com). Copyright © Harry L. Rinker, LLC 2014*



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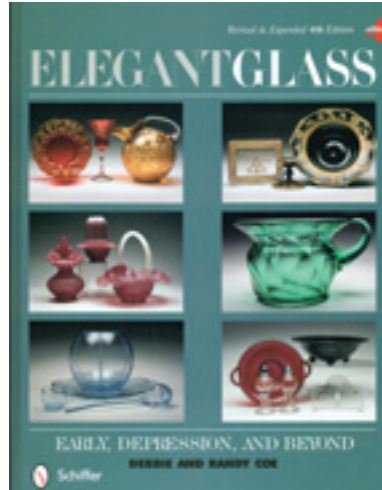


**Book Review****4th Edition of Elegant Glass Has 1,000 Color Illustrations***by Robert Reed*

The newly released 4th edition of *Elegant Glass: Early, Depression, and Beyond* by Debbie and Randy Coe offers more than 100 ornate patterns through 1,000 beautiful illustrations.

This sweeping book presents all the favorites of the world of elegant glass including Cambridge, Fenton, Heisey, Imperial, Morgantown, New Martinsville and Paden City. All are generously featured along with their own individual styles. All the fine detail is extensive including production dates, pattern numbers or etching numbers, the original colors of production and current "mint condition" values.

In welcoming readers to the latest edition of *Elegant Glass*, authors Debbie and Randy Coe note, "America's finest glass  
*Continued on next page 27...*



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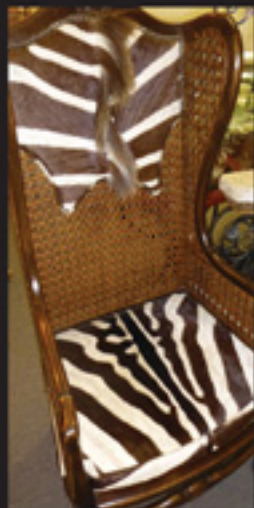
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## Roadshow Style Antique Appraisal Fair Held By Sun Antique Dealer Assoc. in May

Have you been wondering what your family Heirlooms or Garage Sale Finds might be worth?

The Valley of the Sun Antique Dealer Association is hosting its **4th annual Roadshow Style Antiques Appraisal Fair** at the **Antique Plaza Antique Mall** in downtown Mesa on Sunday, March 30, from 12 p.m. to 3 p.m.

Knowledgeable dealers will be on hand to examine and give valuations of your items and find what might be local treasures.

The cost is \$10.00 per item or \$25.00 for 3 items. (Bring and present the ad in this issue for a 10% discount.)

**Antique Plaza Antique Mall** is located at 120 West Main Street in Downtown Mesa.

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*Elegant Glass, continued from page 21...*

making companies were covered in this book. We wanted to offer a full span of patterns for all of you collectors."

They point out that the oldest pattern listed by the book in America is one produced by Fostoria in 1915. The newest pattern listed in the book is the Hobnail in Cranberry Opalescent, which was still being made in the late 1990s.

Patterns are arranged alphabetically from American and American Lady to Wildflower and Willowmere. In addition to full lines of dinnerware, the coverage most often includes bedroom, bath and further decorating pieces. The book also includes sections on collector organizations, replacing items, glass museums and a glossary.

Debbie and Randy Coe have been involved in collecting and glassware dealing since the 1980s and have written a number of glass-related books for collectors including *Glass Animals & Figurines*.

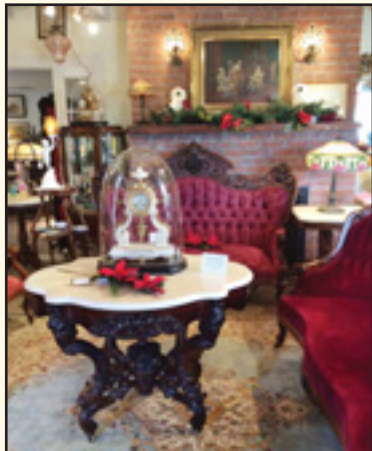
*Elegant Glass: Early, Depression, and Beyond*, 4th edition, hardcover, 256 pages, is \$34.99 plus shipping from Schiffer Publishing, [www.schifferbooks.com](http://www.schifferbooks.com).

Robert Reed, author and writer, has directed *Antique and Collectible News Service* for the past 25 years providing 1,500 articles and numerous books. Reed's 18th book, *Lincoln's Funeral Train: The Epic Journey of Mourning Over 1,700 Miles of America's Heartland*, is due out in early 2014. Robert Reed, *Antique and Collectible News Service*, PO Box 204, Knightstown, IN 46148.



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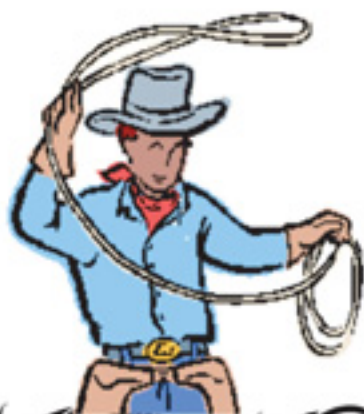
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## Book Review

***Chinese and Japanese Porcelain Illustrated In Rich, New Volume***

by Robert Reed

*Collecting Chinese and Japanese Porcelain in Pre-Revolutionary Paris* by Stéphane Castelluccio

offers a remarkable view and history of some wonderful pieces of porcelain. The book is richly illustrated with 145 color photographs and 16 black and white images. More importantly, the fascinating text follows the changing taste in Paris from the early years of Louis XIV through the 18th century.

Much of the extensive research is based on a treasure trove of materials kept during that exceptional era. Many of the historic inventories, sales catalogues and treatises have never before been published.

The changing tastes of that period mean that blue-and-white Chinese works arranged in crowded groups gradually lost favor. Such groups were sometimes replaced by more orderly and balanced groupings of Japanese pieces on brackets, tables and mantel pieces.

The 'new' wave of polychrome and monochrome porcelains might on occasion receive elaborate silver or gilt-bronze mounts.

The book's wonderfully illustrated pieces, including pitchers, lidded bowls, vases and writing sets, are from the collections of the J. Paul Getty Museum, the Victoria and Albert Museum and the Musée Guimet in Paris. Like some of the absorbing research

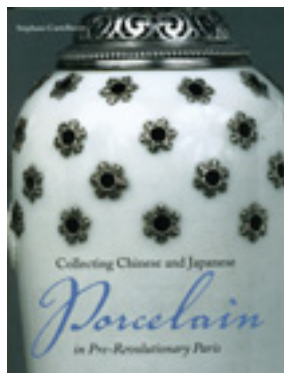
materials, many of the illustrated pieces are also being published for the first time.

"Since the 15th century, Chinese porcelain has fascinated Europe for its scarcity, the beauty of its material, the mystery surrounding its production, and the exoticism of its shapes and decorations," notes the book's introduction.

The book is the work of French author and porcelain scholar Stéphane Castelluccio. He is associated with Le Centre National de la Recherche Scientifique (CNRS) in Paris and the author of two other books of note.

*Collecting Chinese and Japanese Porcelain in Pre-Revolutionary Paris* by Stéphane Castelluccio, hardcover, 224 pages, color illustrations, is \$60 plus shipping from Getty Publications [www.getty.edu/publications](http://www.getty.edu/publications) or leading book stores.

Robert Reed, author and writer, has directed *Antique and Collectible News Service* for the past 25 years providing 1,500 articles and numerous books. Reed's 18th book, Lincoln's Funeral Train: The Epic Journey of Mourning Over 1,700 Miles of America's Heartland, is due out in early 2014. Robert Reed, *Antique and Collectible News Service*, PO Box 204, Knightstown, IN 46148)



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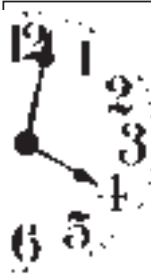
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## Decorating with Plates

by Mary Dessoie

Have you looked at decorating magazines lately? The top interior designers are hanging plates everywhere! Decorating with plates is an inexpensive way to make a bold statement. Exquisite china that is beautifully arranged says much about the homeowner. Why not make vintage and antique china an integral part of your home décor?

Here are fifteen savvy styling tips to get you started:

1. Hang plates horizontally along the top of a wall as an interesting border.

2. Butter pats as a border make an exciting visual statement, particularly in the dining room and kitchen areas. Many collectors enjoy displaying butter pats along the kitchen soffit.

3. Recently, I received word about a butter collector who used vintage restaurant ware butter pats to outline the soaring palladium windows in her kitchen.

4. Hang large 19th century Staffordshire platters next to a breakfast table.

5. Don't despair over chips, crazing or glaze flaws—they will add to the shabby chic appeal of this easy-on-the-budget decorating scheme.

6. Plain white ironstone plates in a grouping make a chic statement against exotic wallpapers or lively paint colors.

7. Try matching same theme plates and platters, such as roses or fruit-motif.

8. An arrangement of vintage plates representing various states or tourist destinations is a real conversation piece and a reminder of great vacations.

9. Plates combined with Impressionist artwork create a

*Continued on next page 43...*

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## Jim's Trading Post in McGuireville Celebrating Grand Opening on 3/1

**Jim's Trading Post**—McGuireville's newest shop—is celebrating its Grand Opening on Saturday, March 1, from 10 a.m. to 6 p.m. There will be live entertainment from Richard Mancini, and Cowboy Poet/Camp Verde Historian Bill Cowen from 2 to 4 p.m. Head over to 2115 E. Beaver Creek Road, McGuireville (Exit #293 off I-17), for refreshments and check out the antiques, collectibles and more.

For more information, visit **Jim's Trading Post** on Facebook, email [jimandrus@gmail.com](mailto:jimandrus@gmail.com) or call 928-554-5526.

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**Coming March 1, 2014!**

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I-17 and Cornville/McGuireville Exit #293  
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## A Deal For Dealers

Now dealers can promote their booths or the shows they participate in for \$20.00 per month (\$40 for each bi-monthly publication of *The Antique Register*) Don't depend on general shop ads to direct shoppers to your wares. You are in business for yourself. How else can you so effectively and affordably reach 20,000 interested potential customers?

**Call 602-942-8950      Next deadline is April 1, 2014**





*Decorating with Plates, continued from page 40...*

serene environment.

10. Hang your collection of pie plates.

11. Don't throw out your breakages! Place those pieces in a clear glass vase.

12. Display plates arranged in an arch over a buffet or sideboard.

13. Hang a wooden plate-rail shelf in a dining room, kitchen or hallway, and use it to display plates. Do change your exhibit seasonally.

14. In earthquake areas, use museum wax to attach valuable china pieces to shelves. Then make sure the shelving unit is earthquake-strapped to the wall as well.

15. Hang a beautiful 19th century Limoges plate on your office wall to remind you of the lovely home that you have to return to each evening.

Antique and vintage plates can be found at very reasonable prices, and these stunning pieces with a history are so much more appealing than contemporary china. Wouldn't you adore having your home decorated with quality Limoges or Staffordshire china?

*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—miniature plates that were introduced in the mid-1800s for individual servings of butter. A subscription to The Patter newsletter is \$22 and includes a mint-condition Royal Doulton butter pat and ten issues. Sample copies are available by sending \$4.00 and a LSSAE (66 cents) to Mary Dessoie, 7950 E. Keats Avenue, No. 178, Mesa, AZ 85209-5025. Those who would like to start their subscriptions immediately and receive their pat by return mail can send their \$22 check or money order payable to Mary Dessoie.*



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**June 1, 2014, 8am-4pm**

and

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Vintage, Antiques, Indoors & Out Collectibles.  
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Great prices. Very eclectic. Worth the  
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## Quality Antiques & Antique Dolls Are in Prescott Couple's System

by Nancy Williams

It's said that it's very hard to get the antique business out of your system, once you are "hooked" and it looks like Dave and Diane Vigne, owners of **Granite Creek Antiques & Bayberry's Antique Dolls** in Prescott, are living proof that it's true!

Dave was raised in the antique business and opened his first shop in 1974 on Los Feliz Blvd. in Los Angeles. Then, 25 years ago, the couple opened their first Prescott antiques shop and auction house and operated it until they decided to retire at the end of 1999 and that shop closed.

However, about 4 years ago, Diane decided to open a small doll shop on Montezuma, moving to a larger location on Cortez Street. Dave then became involved again and the business grew into a full antique shop, which expanded into their big newest location at 218 N. Granite Street, Prescott. So much for retirement!

**Granite Creek Antiques & Bayberry's Antique Dolls** is now located two blocks from historical downtown Prescott in a 4,000 square foot warehouse. Shoppers will find a wide variety of quality items—primarily pre-1910—including: antique furniture with a good selection of larger pieces, architectural items, artwork, coin-op

vending machines, Coca Cola machines, Western items, antique and vintage bicycles, a large collection of Victrola and Edison machines, porcelain, and glassware. The assortment of clocks is extensive and varied plus there is lots of



lighting—from hanging lamps to table lamps. Offerings change weekly as new items arrive.

Dave visits many auctions and also buys antiques from individuals. He is selective with his choices and brings in pieces that may only need minor restoration, which he is able to do himself in his workshop on the premises.

For more information about the shop, visit **Granite Creek Antiques & Bayberry's Antique Dolls** on Facebook, go to [www.granitecreekantiques.com](http://www.granitecreekantiques.com) or [www.bayberrysantiquedolls.com](http://www.bayberrysantiquedolls.com), email [bayberrys@hotmail.com](mailto:bayberrys@hotmail.com) or call 928-445-8559.

## Annual Doll Show & Sale in Prescott

Doll fanciers will be delighted with the wonderful antique/vintage dolls that Diane specializes in. They won't want to miss the upcoming **Lynne & Di's Fourth Annual Doll Show & Sale** on Saturday, May 31, 10 a.m. to 4 p.m., at La Quinta Inn, 4499 East State Rte 69 in Prescott. This special event will have everything doll-related including: antique, composition, hard plastic and contemporary dolls as well as accessories. There will be raffles and door prizes.

Visit [www.prescottdollshow.com/](http://www.prescottdollshow.com/) for more information and a slide show of offerings. (And be sure to check the Doll Show ad in this issue for a \$1.00 off ticket offer.)



### Lynne & Di's Fourth Annual Doll Show & Sale

Saturday, May 31<sup>st</sup>, 2014  
10:00 AM - 4:00 PM

La Quinta (formerly Wyndham Garden Hotel)  
4499 East State Route 69, Prescott, AZ 86301



Raffles & Great Door Prizes  
Lots of Parking!  
General Admission: \$5.00  
(\$1 off with ad, flyer or coupon)

Lynne Shoblom (928) 713-1909  
Diane Vigne (928) 308-2644  
[www.PrescottDollShow.com](http://www.PrescottDollShow.com)  
[www.DollShowUSA.com](http://www.DollShowUSA.com)

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4,000 sq. ft. of fine antique furniture, art, glass, pottery and lots more! Plus Bayberry's Antique dolls has antique bisque, composition, 1950's dolls, bears, doll clothing and accessories.

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### 2014 UPCOMING EVENTS



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**JUNE 7th & 8th — 24th Annual Strawberry Festival**  
**JULY 4th & 5th — 34th Annual Pine Strawberry Arts & Craft Guild Summer Craft Show**  
**AUGUST 9th & 10th — 4th Annual Mountain Daze Festival**  
**AUGUST 30th & 31st — 34th Annual Pine Strawberry Arts & Craft Guild Fall Craft Show**  
**OCTOBER 11th & 12th — 7th Annual Fall Apple Festival & 3rd Annual Apple Festival Antique Show**  
**NOVEMBER 29th — 6th Annual Festival of Lights Craft Show & Christmas Tree Lighting**

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Check Tymeless Facebook for Sale Dates  
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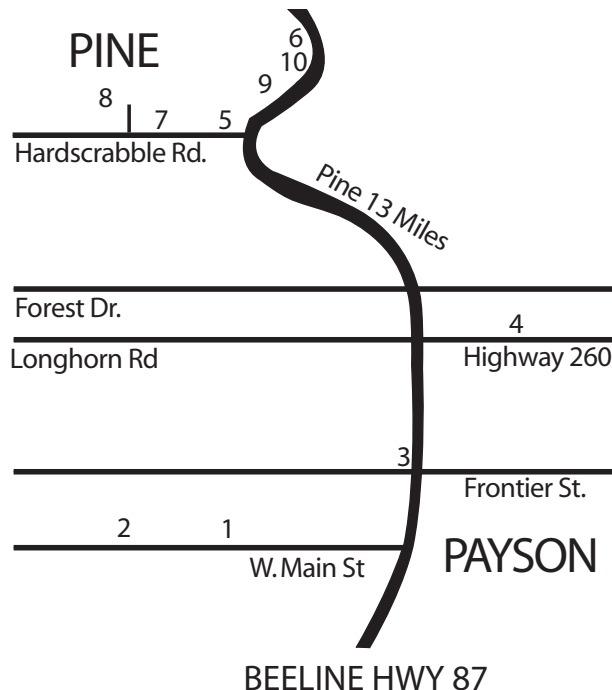
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## Book Review

### *New Wine Antiques Book, From Corkscrews to Postcard*

by Robert Reed

The new book, *Wine Antiques and Collectibles* by authors Donald Bull and Joseph Paradi, is collector-generous with more than 2,100 color illustrations of wine-related items from Art Deco wine corks to 1893 World's Fair trade cards from California wine producers.

The remarkable range further extends from elegantly carved corkscrews for wine bottles to richly colored fans that once promoted exotic French wines. It is a massive all-round reference volume.

Readers can travel from wine cellars to fine dining tables and from wine vineyards to lavish signs advertising wine makers far and wide. For those who treasure paper antiques, the book has a grand offering of postcards, trade cards,

sheet music and an astonishing array of wine bottle labels.

"It was not our intention to include every wine antique and collectible out there, but to give a thorough sampling of what is available," note its authors.

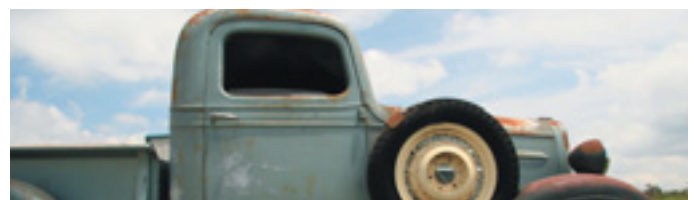
"The reader will recognize that the book leans toward American wine-making history and items, but our critics should realize that there are dozens of books written on the same subject in England, France, Italy, Germany and elsewhere so we just filled a gap," they explain.

Sections include oenology (the art of wine making), drinking wine (from corkscrews to carafes to pitchers) and bolstering wine (from bottles and jugs to wine lists).

Both authors have experience in writing books for collectors. Donald Bull is noted for *The Ultimate Corkscrew Book* and *Champagne Collectibles*, among others. Joseph Paradi has produced books on both French and Hungarian corkscrews.

*Wine Antiques and Collectibles*, hardcover, 336 pages with 2,159 color photos and index, is \$79.99 plus shipping from Schiffer Publishing, [www.schifferbooks.com](http://www.schifferbooks.com).

Robert Reed, author and writer, has directed *Antique and Collectible News Service* for the past 25 years providing 1,500 articles and numerous books. Reed's 18th book, *Lincoln's Funeral Train: The Epic Journey of Mourning Over 1,700 Miles of America's Heartland*, is due out in early 2014. Robert Reed, *Antique and Collectible News Service*, PO Box 204, Knightstown, IN 46148)







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### *Those Were The Days!*

## **Cashing in with Cash Registers**

by Jay Mark

Obsolescence is what makes collecting antiques so enjoyable. Most of what we collect are the things that are no longer made.

Until the mid-twentieth century, progress and change was incremental—occurring gradually over many years. All that changed after WW II when transformation transpired at an ever increasing pace creating a dramatic impact on the world of collecting. For those of us with some years behind us, the change is profound.

At no time in history has so much become antiquated in such a short interval. The Internet is full of lists of things that have gone the way of the dinosaur. Over time, most will be the collectibles of the future.

In just my lifetime, I have seen corded telephones go the way of obsolescence. On that note, when is the last time you saw a pay telephone?



A rare 1911 *Saturday Evening Post* ad depicts virtually the entire line of National Cash Registers—ranging from a \$1 machine that cost \$20 to a \$765 8-drawer electric motor behemoth with electric lights.

*Courtesy Those Were The Days!*

Typewriters are now mostly history. As are film cameras. Kodak, the pioneer of consumer photography, no longer even manufactures film. When is the last time you saw a flash bulb?

Tube televisions are long gone—as are VCR's with their VHS tapes. Cassette tapes, 8-tracks and computer floppy discs have become archaic. Disc records have vanished—although vinyl seems to be enjoying resurgence. Soon to go will be CDs and DVDs.

The elimination of gas service stations has led to the disappearance of printed road maps.

Slide rules, once the ubiquitous accessory of every engineer have transitioned from requisite tool to antique.

Most recently the standard instrument of retailers and shopkeepers for 135 years is close to obsolescence—replaced by handheld digital devices. The cash register has all but given way to paperless credit transactions captured by computers, tablets and smart phones.

Few today recognize the name Ritty. Yet, brothers James and John Ritty gave the world one of the most important contributions to the handling of cash in stores. They introduced "...an accurate and reliable machine, which will not only indicate the amount of each payment as it is made, but will keep a true record of the sum of all the payments, which can be read at a glance without the trouble of adding them."

"Ritty's Incorruptible Cashier" earned its patent in 1879 as

*Continued on next page...*



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*Those Were The Days, continued from previous page...*

a mechanical means of protecting businesses from employee theft. In 1871, James Jacob Ritty started in the saloon business in Dayton, Ohio. Theft in all cash businesses was a constant critical problem for Ritty as for other enterprises.

Following a European trip in 1878 where he was inspired by a mechanism that counted the revolutions per minute of a steamboat's propeller, Ritty returned to Dayton with an idea for applying the concept to a device that would count and record cash transactions. After two failed attempts, the Ritty brothers finally hit on a workable machine.

With patent in hand, the brothers began manufacturing their cash register with good success. At the same time, they continued working on improvements. An 1881 patent added a cash drawer to their device. From the very beginning, an important component of the cash register was a bell that alerted management to a transaction when the cash drawer was opened.

Soon James was split over manufacturing cash registers or running his Pony House saloon—a popular watering hole for the likes of Buffalo Bill Cody and, later, celebrities like boxer Jack Dempsey and bank robber John Dillinger. He ultimately decided to keep the bar business and sell the cash register manufactory.

Jacob Eckert, a glassware and china salesman, purchased the company—naming it the National Manufacturing Company. In 1884, Eckert sold the venture to John Henry Patterson, who was still making his way in business. After the acquisition, Patterson renamed the enterprise National Cash Register Company.

Like Isaac Singer, who didn't invent the sewing machine but improved on the Elias Howe patent, or George Eastman, who didn't invent photography but through his Kodak cameras, brought photography to the masses, Patterson transformed his company into the powerhouse of the industry—one of the largest corporations in the U.S.

But, as with any popular concept, competition followed. By the start of the 20th century, at least 84 companies were manufacturing cash registers. That number exploded to more than 350 by 1915.

The earliest cash register cases were made of fine furniture hardwoods like walnut. 1888 was the year NCR began transitioning to more durable and attention-getting brass and bronze cases. The ornate Art Nouveau designs, some created by New York's Tiffany Jewelers, gave the registers an air of quality, substantiality, reliability and authority.

By the time they were replaced by newer technologies, cash registers had become some of industry's most complex and intricate mechanical machines. And, yet, even with hundreds of gears, springs and levers, and years of constant use, they remain some of the most reliable devices ever manufactured.

Displaced by handheld instruments or computers with cash drawers, the value of cash registers, which are difficult to display, has regrettably diminished from highs a decade or so ago.

**HINT:** Between paper labels often found on drawer bottoms and serial number plates, National Cash Registers are easy to date and identify. Websites like that operated by Dick and Joan's Antiques correspond serial numbers to production dates. ([http://www.brasscashregister.net/learn\\_more/articles/how\\_to\\_date\\_your\\_national\\_or\\_ncr\\_cash\\_register/](http://www.brasscashregister.net/learn_more/articles/how_to_date_your_national_or_ncr_cash_register/))

**A GOOD BOOK:** *The Incorruptible Cashier, Volumes 1 & 2* (Vestal Press 1988,1990) by Richard Crandall and Sam Robins remain the best compendium of cash register history.

*Nearly an antique himself, Jay Mark is a 42-year antiques business veteran who owns Those Were The Days! now an online bookstore. He also teaches, lectures frequently and writes regularly about antiques and history. Reach him at [jaymark@twtdbooks.com](mailto:jaymark@twtdbooks.com). ©2014*



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## ***10th Annual Antiques in the Park To Be Held in Boulder City in May***

*by Glenna Dunn*

What better setting for antique treasures surviving from simpler times than under the shady canopy of an old park? Perhaps that is why the show in beautiful green Boulder City has become



more popular every year and is billed as "The Largest Outdoor Antique Show in Southern Nevada."

A Boulder City antiques show was the brainchild of a newly transplanted show promoter (and long-time collector) Bill Smith in 2004. It proved a success and the Boulder City Chamber of Commerce embraced it as a permanent addition to the Boulder City's Spring Jamboree park themes. Adjacent parks offer something for everyone with a classic car show and booths of handcrafts, music, food and entertainment.

Initially sponsored by *The Country Register of Southern Nevada*, the event received instant exposure through antique

shops throughout the valley and quickly became known to dealers and collectors as a "fun show" to both vend and shop.

The popularity of the show raised awareness of Boulder City in the antiques trade and soon the small historic town went from two antiques stores to the dozen or so it boasts today. As the town was promoted as an antiquing destination, additional unique eateries opened to feed the visitors and soon other quaint shops as well. So even if you are unable to make it the first weekend in May (the 3rd and 4th this year), remember that you can enjoy Old Town Boulder City any time! It is located off the 93 just 8 miles past Hoover Dam, heading to Las Vegas.



For more information, visit: [www.springjamboree.com/](http://www.springjamboree.com/).

*Glenna Dunn is publisher of The Country Register of Southern Nevada and proprietress of Back in Thyme Antiques, specializing in original restored pedal cars and old Native American jewelry.*

*Photos by Michael Friedman.*

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## Book Review

# American Toile Richly Displays Past's Scenic Fabric, Wallpaper

by Robert Reed

Author Michele Palmer presents richly displayed scenic fabric and wallpaper, traditionally known as American Toile, in the newly published book of the same name. *American Toile: Four Centuries of Sensational Scenic Fabrics and Wallpaper* provides a charming array of past favorites. Among the fine textiles are patriotic themes and symbols, rural and urban views, historical eras, and leisure activities over the years.

The book used over 180 brightly colored photographs to generously illustrate American toile as it in turn illustrated various stories of life in the United States of America.

What many could call the fabric of life, *American Toile* embraces a range of personalities from cowboys and Indians to farmers and soldiers. The book also presents images of the colonial era, Civil War and even the Old West.

Its author notes that some of the earliest toile produced by American mills in the 19th century was created for presidential campaigns, often showing the candidate as a military hero. She says, "Ironically, however, toile had pretty much gone out of fashion and would remain so throughout the end of the (19th) century."

There were exceptions including the Centennial Celebration of 1876, the Columbian Exposition of 1892 and the Spanish-American War of 1898.

The scenes of toile during the 20th century included the air adventures of Charles Lindbergh, World's Fairs, Grandma Moses and even the memorable 1976 Bicentennial.

Included in this small, but comprehensive, volume, are antique collectible, vintage and also reproduction toile patterns, along with contemporary designs. Additionally, there is a helpful valuation and identification guide.

Michele Palmer's previous titles include *Toile: The Storied Fabrics of Europe and America*, and *Gingerbread Gems of Willimantic, Connecticut*.

*American Toile: Four Centuries of Sensational Scenic Fabrics and Wallpaper* by Michele Palmer, hardcover, 182 color photos, 128 pages, is \$34.99 plus shipping from Schiffer Publishing, [www.schifferbooks.com](http://www.schifferbooks.com).

Robert Reed, author and writer, has directed *Antique and Collectible News Service* for the past 25 years providing 1,500 articles and numerous books. Reed's 18th book, *Lincoln's Funeral Train: The Epic Journey of Mourning Over 1,700 Miles of America's Heartland*, is due out in early 2014. Robert Reed, *Antique and Collectible News Service*, PO Box 204, Knightstown, IN 46148)





## Knowledge Is Key to Successful Collecting

by Mary Dessoie

Collecting and dealing in antiques can lead to a profitable hobby and fascinating pastime. There are a vast number of antiques to suit every taste level and area of interest. There are several avenues to accurately determine whether an item is a genuine antique or a reproduction. It is important that you become an antiques' detective and conduct your own research.

Whether you are interested in buying a particular antique or have an item that you wish to sell, you will need to research the item thoroughly. By researching, you will find the questions and the answers that you need to know. Is this an authentic antique? Is it readily available on today's market? What is the condition?

Research will also help you to determine what price range the item is worth. The worth will depend upon several factors, including its provenance and authenticity, its condition and how many are in circulation. Research is really the main key to your success.

Visit antique shops and talk to the owners about the pieces that interest you. Fill your home library with reference books or check some out at your local library. If you are serious about collecting or dealing in antiques, then you should keep current by subscribing to antiques-related newspapers, magazines and newsletters.

Joining a local or national collectors' club will provide you with the means to learn more about the antiques that are of interest to you and help you to keep up to date with pricing guidelines. There are clubs for just about every category of collecting—from the Alarm Clock Collectors Club to the Zeppelin Collectors Club. Most of the collectors' clubs have newsletters and allow members to place complimentary ads in order to sell excess items or advertise their wish lists. However, the greatest benefit of joining a club is having the entrée to meet other collectors from around the country and make new friends.

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—miniature plates that were introduced in the mid-1800s for individual servings of butter. A subscription to The Patter newsletter is \$22 and includes a mint-condition Royal Doulton butter pat and ten issues. Sample copies are available by sending \$4.00 and a LSSAE (66 cents) to Mary Dessoie, 7950 E. Keats Avenue, No. 178, Mesa, AZ 85209-5025. Those who would like to start their subscriptions immediately and receive their pat by return mail can send their \$22 check or money order payable to Mary Dessoie.



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