

ANTIQUE REGISTER

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The Antique Register was founded by Barbara Floyd

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ANTIQUE REGISTER

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Edition Month 2017	Editorial and Ad Deadline
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515 E Carefree Hwy, #1128 • Phoenix, AZ 85085 Email: antique@barlomedia.com Exploring Arizona

Having Fun in the Cool Rim Country

by Barb Stillman

My sister Phyllis and I headed to the cooler temperatures of the Rim Country recently to do some exploring plus get away from the Phoenix summer heat for a couple of days. We hadn't been to this beautiful North Central Arizona area in a while and were looking forward to seeing what was new and fun—and, of course, to do some shopping!

We began our explorations at Tymeless Antiques &

Treasures Too, which is the first shop on the way into Pine on the west side of AZ Route 87. Owners Larry Baker and Richard Crowe bought this shop nearly two years ago and it is their second location in Pine. Just down the way on Hardscrabble Road is their first shop, Tymeless Antiques & Treasures,



which they opened in 2002 when they decided to leave the corporate world and "big city" for Pine's slower pace. They love the area, the community and enjoy meeting customers from across the U.S. and abroad.

Both shops have a huge variety of antiques, vintage and more with multiple dealers and ever changing selections to choose from. There is also an onsite professional estate liquidation service—Tymeless Estate Sale Services.

Phyllis and I had fun browsing through the dealers' spaces with their wide-ranging collections including local items such as jams, jellies, soaps and lotions that make great gifts to bring home from Pine. There are large displays of furniture, all in excellent condition and at very reasonable prices. Antiques are mixed with vintage along with all types of collectibles. Home décor, Western memorabilia and clothing, lamps, kitchenware, blankets, glassware, signage and more are available at both locations with a total of 5,900 square feet. Booths are well arranged with room to walk around and check out the many items. Inviting garden displays out back are filled with fun rustic, vintage and chippy items that will add special touches to your outdoors spots. I bought a cross to add to my collection and, of course, we had to have a bag of saltwater taffy to enjoy along the way!

Larry and Richard take part in many events throughout the year. Some are community-wide, such as supporting the Strawberry Patchers Quilt Show that was being held during our visit. They have also partnered with Fancy Finds, across the highway, for Saturday Flea Markets held the 2nd Saturday of each month through September.

Tymeless Antiques & Treasures Too is located at 4078 N. Highwy 87 and Tymeless Antiques & Treasures is at 3716 Prince/Hardscrabble Road. Both shops are open Monday to Saturday from 10 a.m. to 5 p.m. and Sunday from 11 a.m. to 4 p.m. There is plenty of parking. You can learn more by following them on Twitter, Etsy and Facebook.

After lunch, we stopped in at **Coach House Antiques & Boutique** in the heart of Pine. Owners Charlotte and Manny Cantu were out that day, but we enjoyed checking out their shop. The Cantus opened this shop in October 2012 after previously owning White Mountain Cottage in Pinetop.

Continued on page 4...

Auntie Gail's Collectibles

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Exploring Arizona, continued from page 3...

Coach House is a special shop with a wide variety of unique items from boutique merchandise to antiques and vintage items. The boutique includes clothing, jewelry, home décor plus an infant's section with new and antique merchandise. One room

is full of kitchen items including furniture. décor pieces, linens and kitchenware. you are looking for a gift, a new outfit or a one-ofa-kind item, stop in—the selections are constantly changing.



Coach House Antiques & Boutique is a fun place to explore and you are sure to discover a treasure or two. Located at 3824 N. Highway 87, the store is open Tuesday to Saturday from 10 a.m. to 5 p.m. and on Sunday from 11 a.m. to 4 p.m. To learn more, call the shop at 928-476-3641.

Next, we stopped in to see Gail Jones, owner of **Auntie Gail's Collectibles.** Nestled in the pines just off Hardscrabble Road, the shop is filled with antique dolls, toys, furniture, jewelry, glassware and many other collectibles. Gail has a beautiful display of vintage purses that is very eye catching.

Gail's mother originally built the building as a restaurant in the 1950s because many people were beginning to build homes in the subdivision and she knew that folks would need to eat during construction. It was open from May to September



when school was out and Gail remembers driving up from Phoenix each summer to help her mother run the restaurant. Gail moved to Pine in 1976 and kept the restaurant open year round until 2009. In 2011, she opened the antiques and collectibles shop. Both Gail and her mom were collectors and she had a large inventory to start the business with.

Continued on next page...



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Exploring Arizona, continued from previous page...

Gail still has much of the restaurant equipment, including the counter with swivel stools that is still in place. The property and inventory are now for sale since Gail has decided to retire. This is a great opportunity for someone to purchase a little history along with an antique shop.

Auntie Gail's Collectibles is located at 3691 Hall Lane in Pine and is open daily from 10 a.m. to 4 p.m. For more information, call 928-476-3009.

The next day we headed over to **Main Street Mercantile** in Payson where owner Bruce Itule greeted us and gave us a tour of his shop. Built in the late 1940s, the building housed Payson Drug, the first pharmacy in Payson, until the late 1950s when the store moved to a new location on the then-new Beeline Highway.

The building had been used for numerous purposes over the years until Bruce and his wife, Carol, bought it and opened their shop in June 2004. They still have a home in Mesa, but spend a lot of time in Payson, especially in the summer months.

The couple's business model is to provide quality antiques—with an emphasis on things made in Arizona—at reasonable

Continued on page 6...







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prices. They offer cowboy and Indian goods, including turquoise and silver jewelry and Navajo weavings, as well prehistoric

Indian pottery, antiques toys, advertising signs, oil and gas stuff, and general antiques. The Itules enjoy traveling throughout the West to trade shows, flea markets and antique events looking for southwest treasures to bring back to the shop.

Main Street Mercantile is located at 216 W Main Street and is generally open Wednesday through Saturday throughout the year with more days during the summer. Check out their Facebook page (Main Street Mercantile



Payson) or call 928-468-0526 for more information.

During each visit to the Rim Country we learn more about its intriguing history. By the end of this trip, we had been able to chat with most of the wonderful shop owners, hearing their own stories as well as the history of Payson and Pine. We're ready to plan another trip to this wonderful area!

Each of our advertising shops is unique with its own story to tell. Why not go and discover for yourself how much fun you can have! And please tell them that *The Antique Register* sent you.



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Cataloging the Past

by Jay Mark

I made my first antiques' buying trip in 1972. It was near the beginning of the golden era of collecting. Not long before, antiques were essentially the domain of the elite. A hundred years had not yet entered the vocabulary as a benchmark for defining an antique.

Many described less-than-a-century-old Victorian artifacts, which were beginning to enjoy a resurgent interest, as merely second hand. I was part of a new generation of collectors

appreciating and seeking pieces from the more recent past—late-Victorian, oak era, Art Nouveau, Art Deco-styles that had been generally shunned by the elitists.

Those of us who hopped on the train early thought the popularity and demand would never end. But, in a fast-paced world, nearly fifty years is an eternity.

Times have changed. Technology has transformed what we collect. Roll top desks, for example, once highly prized, are not much in favor today. Maybe, in part, because its difficult to place a computer beneath the shapely tambour roll.

Wonderfully ornate bronze and brass cash registers once went for thousands of dollars. Today, digital registers and other marketplace. Jay Mark

catalogue 1897 reprint-a hardbound edition that sold for \$14.95—was the first to legitimize

devices have made the old brass beauties clunky paperweights. Besides, who pays in cash any more?

Why am I writing about this?

A recent story announcing the closing of 150 more Sears stores—one of America's oldest and greatest pioneering retailing

Continued on page 8...



1968 The Sears-Roebuck historic catalogues to inform and entertain. With the popularity of the reprint, hundreds of other catalogues from a variety of businesses followed into the

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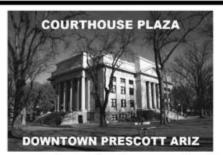
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Cataloging the Past, continued from page 7...

icons—got me thinking. We all know how Sears, Roebuck and Co. and its competitor Montgomery Ward & Co. changed the landscape of how Americans made purchases.

Through gigantic catalogues distributed nationwide, even the most remote farmers or ranchers had access to nearly every purchasable thing on the planet—even a complete home—delivered right to their doorsteps.

Little did Sears or other catalogue sellers ever imagine that years after their catalogue's useful life had expired, the volume would become one of an historian's most important research tools. The catalogues form year-by-year compendiums of gadgets, gizmos and gewgaws; they are encyclopedias of everyday life.

Although hard to believe, it was well into the 20th Century—and only spurred on by the modern era of collecting—before historians, researchers and libraries began to appreciate the value of the information contained within their covers. Almost overnight the once discarded tomes became high-priced collectibles.

For me it began a half-century ago when an 1897 Sears catalogue was reprinted in its entirety for the outrageous price of \$14.95 or about \$106 today. After reading a newspaper review of the book, I knew I had to have a copy. Only one bookstore store in the Valley had one. And it was twenty miles away. I rushed on

surface streets—there were no freeways—to get it.

Its 786 oversized pages were more riveting than a Sherlock Holmes novel. I pored over each and every page that magically transported me back to the 19th Century. It took hours.

Where else would I have learned about a Japanese Loofah (page 33)? Or what the \$16.50 Bone Cutter (page 153) was used for? Or that 25-cent Bust Pads (page 307) were the precursor to the bra? Or the differences between an Autoharp, Zither and Dulcimer (page 522))? You get the idea. What the catalogue showed me was not how little people had back then, but how rich and filled their lives actually were.

The 1897 Sears catalogue reprint touched a nerve with Americans. A year after it was published, a 670-page reprint of the 1922 Golden Anniversary edition of the Montgomery Ward catalogue hit the bookstores. The floodgates had been opened. Reprints of all sorts of general and specialized business catalogues hit an eager market.

Catalogues are how shoppers learned what the world had to offer. But just as they transformed how goods

reached the remotest parts of the country for more than a century, new marketing techniques were looming on the horizon.

Walmart was bullying its way onto the American landscape. Then came Kmart, Woolco, and others. It was the era of the big box store. Those that didn't adapt were doomed to die—like Wards.

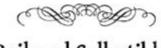
Continued on page 10...



With a reprint of an 1897 Sears–Roebuck catalogue in 1968, compendiums of products and goods long ignored by historians and libraries began to be appreciated for the wealth of information and details they provided. Today, reprints are relatively inexpensive, while originals can sell for as much as \$1000.

Assemblage by Jay Mark

COWBOY CORNER



Railroad Collectibles
Signs
Toys
Primitives
Mining





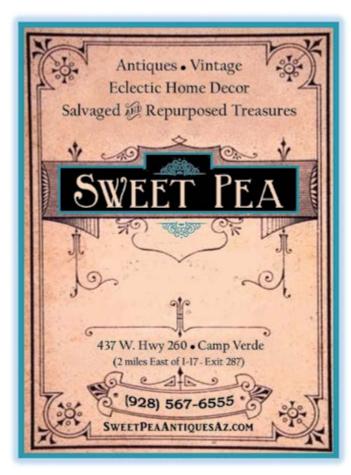
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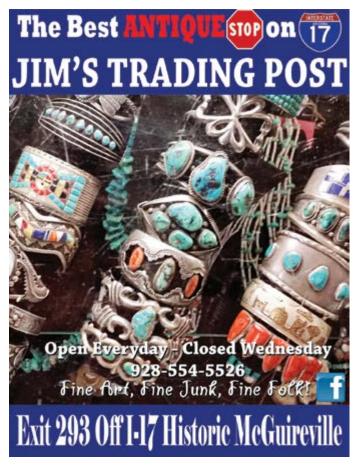
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After 113 years, Montgomery Ward stopped printing colorful catalogues in 1987. Sears followed in 1993—105 years after initially publishing a small booklet offering just surplus watches. Fourteen years later, unable to survive in the 21st Century, Wards closed its stores. Sears has managed to hang on—but by a thread.

All of that happened before the 800-pound gorilla arrived: the Internet. Today, the World Wide Web has made the printed catalogue obsolete. Amazon is now the top dog, the 21st century Sears. If all of its goods offered for sale were compiled into a printed catalogue, it would more than fill an entire 32-volume Encyclopedia Britannica. Oh, wait. After 244 years, the Britannica shut down its presses in 2010.

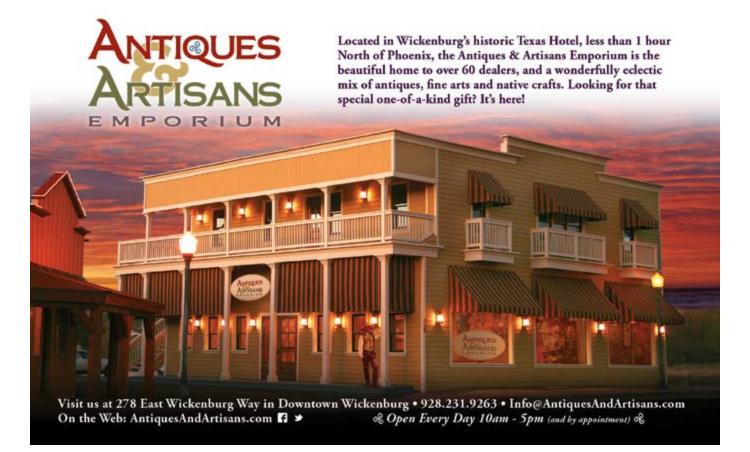
After I got into the antiques business, catalogues were always my go-to resources for identifying arcane objects. Even today, my library still has more than 300 of these cherished historical treasures—volumes covering virtually every type of artifact we might carry in our store.

Although much of what is contained in historic catalogues can be found online today, it still doesn't compare to the serendipitous discoveries made leafing through the old volumes themselves. For me, it will always be the printed catalogue.

For a new generation of collectors, catalogues might just be the way to understand and appreciate how our ancestors lived and the artifacts that filled their lives.

In a declining antiques market, original catalogues have retained their values. Sears and Wards can top \$100. 1000-plus page hardware catalogues can reach \$1000. The next time you come across one of these treasures, take time to pore through it. You might just be pleasantly surprised.

Virtually an antique himself, Jay Mark, a 45-year veteran antiques business veteran owns Those Were The Days!, now an online specialty bookstore. He also teaches, lectures frequently and writes regularly about antiques. Reach him at jaymark@twtdbooks.com ©2017



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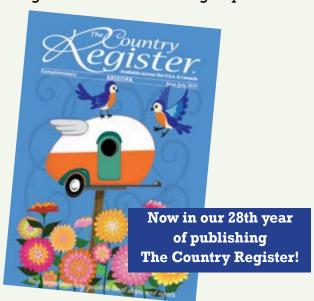
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Salvage Style

Home for the Birds

by Marla Wilson

This is a project where you can let your creativity go crazy. Many, many different materials and items could be used. It can be as simple or as fancy as you want it to be.

I started with a battered up old tea kettle with no lid. I painted it a fun color and screwed it onto a piece of reclaimed wood.

The roof is made out of an old tin ceiling tile, which I bent and shaped and then attached with screws. Attach wire for hanging.

I added a metal flower that someone else had thrown away, and I painted it to match the tea kettle. Then I put some vine around the opening of the birdhouse. You can add any embellishments, such as vine, wood cutouts or metal objects. Just have fun with it!

Other suggestions for the body of the birdhouse are tin cans,

birdhouses and birdfeeders in my garden and yard, but I am NOT a bird expert. My birdhouses always seem to be occupied, and I enjoy watching all types of birds. If you want to build a birdhouse to attract a specific type of bird,

do some research or

metal lid, pie pan,

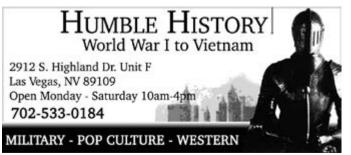
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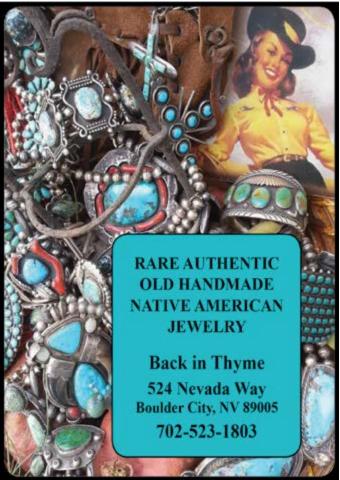
talk to a knowledgeable person for recommendations.

Marla Wilson is the owner of The Rusty Wheel, a gift boutique in Scandia, KS. The shop features her floral designs and repurposed "junk," as well as kitchen and baby gifts, home decor and fashion accessories. Follow The Rusty Wheel on Facebook, or www.therustywheel.vpweb.com or contact her at stumpy1954@hotmail.com

sifters, pots and pans, etc. The roof can be reclaimed wood,







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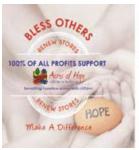
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Seeking Knowledgeable Experts In Antiques & More to Join ANA

The Appraisers National Association (ANA), a professional group of personal property appraisers and estate liquidators is seeking experts, collectors, conservators and specialty scholars to join as Consultant Members.

The Appraisers National Association currently accepts members in all states, territories, commonwealths and in Canada who work as appraisers and estate liquidators. The Consultant Membership is a new category being instituted for the 2017–2018 membership year.

The majority of ANA appraisers have taken certification courses in antiques and collectibles, report writing, and are required to possess current USPAP (Uniform Standards of Professional Appraisal Practice) training. These members may have several decades of experience in their chosen fields; however, appraisers cannot possibly possess in-depth knowledge about every object encountered during the course of their work.

According to USPAP guidelines, appraisers are compelled to seek out consultants on whom they can depend for authentication or verification of certain objects. Many collectors, conservators, experts and scholars often have more specialized knowledge about their narrow subject niche than generalist appraisers but choose not to write appraisal reports.

There are many shop owners, collectors, authors, scholars, teachers and speakers with knowledge of history and important events, museum conservation methods and policies, art, cars, musical instruments, tools, pottery, porcelain, books, records, doll repair, quilt or textile repair and restoration, fashion, jewelry, furniture design, repair or refinishing, clock or watch

Continued on page 20...







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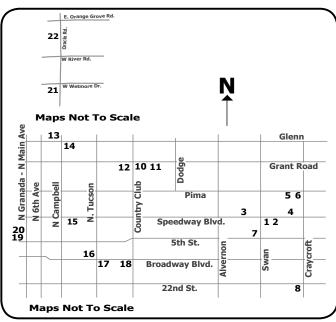
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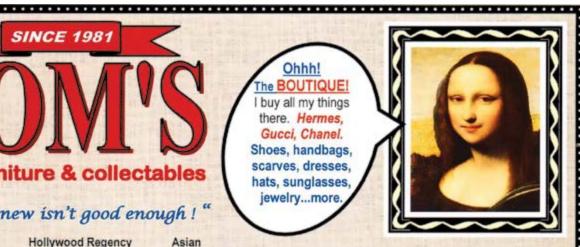
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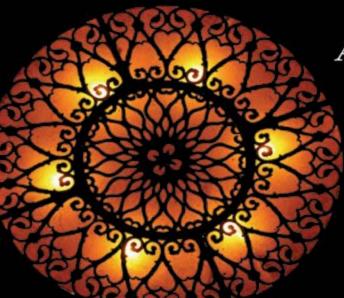
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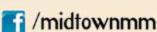
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Seeking Experts, continued from page 14...

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Buying Antique Clocks

by Richard MacLean

Beauty is in the eye of the beholder and so it is with antique clocks. A clock must strike a chord in your heart (pun intended) and complement the décor of your house. That said, you do not want to pay a ridiculously high price for something based solely on visual appeal. Love at first sight may later turn to exasperation if it needs extensive unexpected repairs. This article provides some clock buying dos and don'ts.

What is a fair price?

There is no universal Blue Book of clock values. In total, there are thousands of types, styles and name brands extending back hundreds of years. Finding a clock equivalent to the one of interest can be a challenge. Most guides such as *The Standard Antique Clock Value Guide* by Alex Wescot were published a decade or more ago. Unless it is a rare collector piece, prices have decreased because of the diminished interest in mechanical clocks by post-Baby Boomer generations.

The online Antique Clocks Identification and Price Guide (www.antiqueclockspriceguide.com) is a good source of more up-to-date information. Etsy and eBay can also provide some good examples of current pricing but, of course, the final sale price may be considerably lower. That said, there are some general guidelines you can use to determine if you are wisely buying.

General guidelines

Typically, clocks cost \$100 to \$350 in antique stores. They can also cost twenty dollars or thousands. What makes the difference?

Age—the older the clock, the higher value. A 50-year-old clock is not "old" by clock standards. Grandfather or tall clocks made pre-1850 are particularly valuable.

Maker and Origin—American brands such Seth Thomas, Gilbert, Ithaca, Sessions or Ansonia are popular. Especially desirable are very old clocks crafted by well-known individual clockmakers. French, German, English and Austrian clocks are typically well made and desirable. French novelty clocks (e.g., figural mantel) can be incredibly ornate and valuable, assuming they fit your style needs. Korean and Japanese clocks are much less desirable. Howard Miller clocks typically contain excellent German movements and keep excellent time if well maintained but they are more functional than collectible antiques.

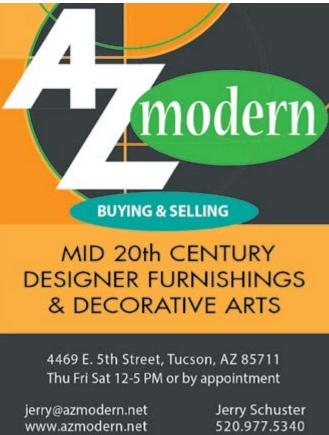
Condition—Mint, all original condition clocks are the most desirable. Look for original paper labels and maker-inscribed logos on dial faces. Antique clock cases converted to quartz battery may look nice but lose most of their value. They keep accurate time, however! Look for clocks that may need some superficial restoration but are complete. Some parts and repairs are inexpensive and others are extremely costly. The difference is not always obvious so consider talking to an expert before buying.

Style and Features—Stately tall clocks are highly desirable. Weight-driven clocks keep better time than spring-driven clocks. Some wall clocks such as a Seth Thomas Regulator No. 19 are premium clocks. Beware: the term "Regulator" is more of a generic style term than denoting higher value. Eight—day Cuckoo clocks are more desirable than the 24-hour variant. Advertising clocks command top prices.

Hour strike clocks are more valuable vs. time-only clocks. Chimes (e.g., Westminster) are more desirable than strike-only. Calendar, moon face dial, triple chime, porcelain face, beveled or reverse-painted glass add value.

Repair—A key consideration before buying is the need for *Continued on page 24...*







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Buying Antique Clocks, from page 21...

repair or restoration. Clocks are typically sold "as is." Basic cleaning, oiling and putting a clock in beat can cost over \$100 depending on a number of factors.

Some buyers may be satisfied with a non-functioning "wall hanger." But if you desire a timekeeper, seek firm assurances that the clock is functioning and has been recently cleaned and oiled. For most clocks reconditioning the cabinet can enhance the beauty and enjoyment of your purchase. Rare and very

old clocks, however, should be reconditioned very judiciously.

Even if a clock is currently functioning, it will not remain that way indefinitely. Clocks are mechanical devices, akin to a Model T Ford that may not have had its oil changed. Gear arbors eventually wear the holes on the plates that hold them in position. Re-bushing these pivot holes is expensive. Anniversary (i.e., 400 day) and Cuckoo clocks are especially problematic since few repairers are willing to work on these. If possible, obtain an option to return the clock conditioned upon getting a repair estimate within a set time period.



A decrepit \$20 flea Example The clock in the photograph market find is now worth was bought for \$20 at a flea over \$500. Why?

market. Dirty, tarnished and not functioning, was it worth even these few dollars? Yes! It was made by a well-known French clockmaker, Isidore Grenot, around the early 1800s. The potential value was built on it being complete with no broken parts and features such as a signed, un-cracked porcelain face, ornate brass and marble fixtures. A \$200 restoration brought it back to an excellent timekeeper worth easily over \$500.

Richard MacLean has repaired and restored clocks varying in age from 20 to over 200 years old at his business, the Clock Ticker in Prescott, AZ. He is a member of the National Association of Watch & Clock Collectors. For more information, visit www.Clock-Ticker.com.





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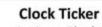
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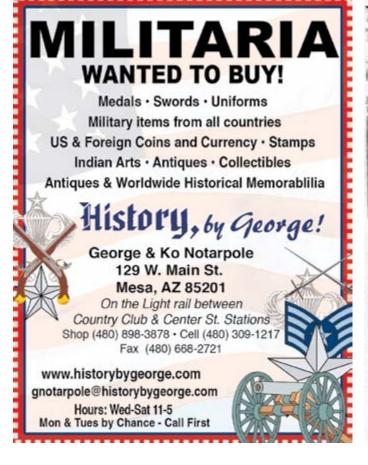
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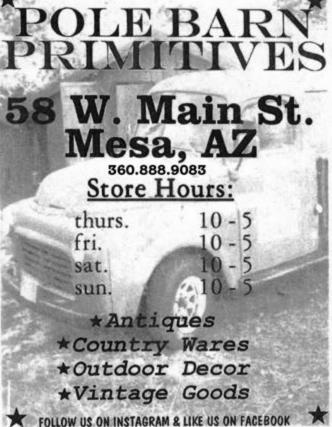
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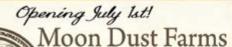
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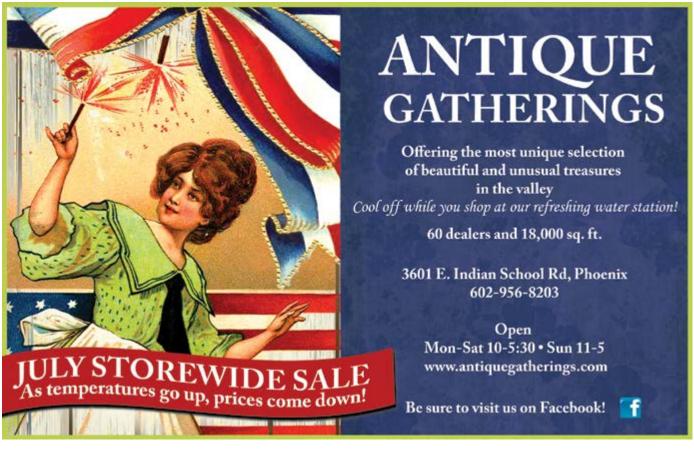
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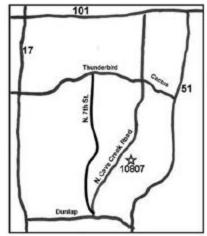
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