

Arizona's
ANTIQUE REGISTER

Vol 23 - Issue 1 A Guide to the Antique, Vintage & Collectible Marketplace Jan-Feb 2020



Arizona's
ANTIQUE REGISTER
 Your Guide to the Antique, Vintage and Collectible Marketplace • Established 1998

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 888-942-8950
www.theantiqueregister.com

The Antique Register™ provides effective, affordable advertising for shops, shows and other experiences enjoyed by a kindred readership. To receive a sample paper, mail \$3.00 to the address posted above. Advertising rates are available upon request. *The Antique Register™* is available at each shop that advertises and often at other unique locations. We hope you enjoy this bi-monthly publication and let the advertisers know. This is a publication of Bar Lo Media, L.L.C.
 The Antique Register was founded by Barbara Floyd

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THE ANTIQUE REGISTER™, is registered as a business trade name and also a trademark in the State of Arizona.

Arizona's
ANTIQUE REGISTER
 Your Guide to the Antique, Vintage and Collectible Marketplace • Established

Deadlines Schedule

Affordable & Effective Advertising for Shops, Dealers, Events & Special Services

Edition Month 2020	Editorial and Ad Deadline
January - February	December 1
March - April	February 1
May - June	April 1
July - August	June 1
September - October	August 1
November - December	October 1

Call Us at 602-942-8950
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Celebrating the New Year Welcome, 2020!

by Barb Stillman, Publisher

The holiday season is behind us and now, as we say goodbye to 2019, it's time to look forward to a brand New Year and decade filled with yet-unexplored opportunities. Those of us at *The Antique Register* are eager to see what 2020 will bring and wish much happiness and success to our large "family" of advertisers and readers!

A new decade seems to alter how we think of and mark time. Some comments I've heard about 2020 include: "the year of the perfect vision" and "we're leaving the teen years behind and entering the adult year." Life has a way of moving along and bringing changes to our lives. I rarely make resolutions, but I do look forward to the fresh New Year. For me, this is a time to reflect on events of the past year while anticipating what the new one will hold.

Last year some of the advertisers we work with made major changes in their businesses and lives. These have included moving to new locations, deciding to close, changing ownership or 'repurposing and renewing' in keeping with today's trends. We wish them all well!

It is very gratifying that many shops continue to advertise with us and we are delighted to welcome new shops and events so we can share their information with our readers. We look forward to working with all our advertisers, new and continuing, in 2020!

'Shop Local' is a term now used to describe what were once called "Mom and Pop" stores. No matter the term used,

Continued on page 13...

Arizona State Button Society
Presents

2020 Annual Button Show

February 22 & 23, 2020

Theme: "Fabulous Creatures"

Hilton Garden Inn Phx/Avondale
11460 W. Hilton Way
Avondale, AZ 85323

INTERESTING CLOTHING BUTTONS
Educational Exhibits
Creative Works
Dealers, Workshops, etc.

Showroom Hours
Saturday 10 to 5 • Sunday 10 to 3
First workshop 9am Sat.

For more info:
perryva@gmail.com or 928-778-7299 or 520-296-8196

Public Welcome

64th Annual

VNSA Used Book Sale

February 8 & 9, 2020

Sat. 8 am – 6 pm
Sun. 8 am – 4 pm

Most books ½ price on Sunday

Arizona State Fairgrounds
AG Building
1826 W. McDonald Road, Phoenix

Free Admission
Fairgrounds charge parking fee



vnsabooksale.org

CLOSED JANUARY

THIEVES MARKET

CLOTHING . SALVAGE . HANDMADE
FURNITURE . INDUSTRIAL - 90'S & OLDER

   @THIEVESFLEAMARKET

Celebrating 10 Wild Years !!

1ST SATURDAYS
OCTOBER - APRIL 8AM-3PM

General Admission \$5 at the door **FREE PARKING!**
Kids 12 and Under Free . Friendly Pets OK on a Leash



2019 OCT 5, NOV 2, DEC 7 **CLOSED JANUARY** **2020** FEB 1, MAR 7, APR 4

1500 N. MCCLINTOCK TEMPE, AZ WWW.THIEVESMARKETVINTAGEFLEA.COM

2019 Best of the Valley

ARIZONA SUNSHINE REGIONAL

Antique Watch & Clock Show and Exhibition

FRIDAY & SATURDAY - MARCH 13th & 14th, 2020

**COMMUNITY CENTER EXHIBITION HALL
FOUNTAIN HILLS, ARIZONA**

Seven reasons to come to Arizona in March

This will be an action packed regional and here are the best reasons to attend: 1) **The Mart** – Buyers and sellers with clocks you won't see often. 2) We plan a short **Live Auction** on Friday! 3) The **banquet** is legendary. 4) Our exhibit "**The History of Time**" from sundials to atomic clocks. 5) **Classes and presentations** on Friday and Saturday are among the best available. 6) Saturday will feature a "**CLOCK ROADSHOW**", the public bringing their treasures for vetting and appraisal. 7) The friendliest hospitality and most comfortable location of any Regional anywhere!

Fountain Hills has a little something for everyone and the premier shopping at Scottsdale is only 20 minutes away. Our refreshments are well known; this year we will have horological videos playing. Take a break and learn at the same time. Friday sandwich orders will be taken & paid for at the registration table.

Quick reminders: Make your hotel reservation early as this is high season. Your mart table must be staffed by 9:30am or it will be re-sold or folded down. Folks who don't need a table but want in during set-up should include an extra \$15 per person for early bird admission. If you want your mart table to be next to a friend, you must send in your registrations together in the same envelope. We will accept items for the auction on Friday morning. A maximum of 40 items will be auctioned this year, but more next year if you like the format. The auction fee is \$5 per lot.

2020 ARIZONA SUNSHINE REGIONAL

Friday March 13th – Saturday March 14th, 2020

Fountain Hills Community Center, 13001 N. La Montana Dr., Fountain Hills, AZ

General Chair, Frank Wagner, Email: todehauille@gmail.com * 602-622-7687

Host Chapter: **Valley of the Sun #112**. Co-hosts: **Keywinders of Arizona #46 & Southern Arizona #113**

Hotels: Fountain Hills, **Centerstone Hotel**, 480-837-6565 & **Comfort Inn**, 480-837-5343

Make reservations NOW

Friday, March 13: Registration opens 7am; Mart setup 7am - 9am; Mart hours: 8am – 3pm; **Auction 3pm**; Banquet 7pm
Saturday, March 14: Mart set up 8:30am, Registration 9am; Mart hours 9am – 3pm

Please print name as you wish it to appear on badge. Use a separate form for each NAWCC member.

Member Name _____	Advance Registration _____ @ \$25 _____
Spouse (if attending) _____	(\$30 at door)
NAWCC # _____	EARLY BIRD (Enter 7:30am Friday) _____ @ \$15 _____
Address _____	(In addition to registration fee)
City _____ State _____	Friday night banquet _____ @ \$25 _____
Zip _____ Phone () _____	6ft Mart tables _____ @ \$35 _____
Email _____	One Auction item per Member _____ @ \$5 _____
Children under 18: name(s) and ages(s), if attending _____	TOTAL \$ _____

NAWCC MEMBERS ONLY on FRIDAY, March 13th

First time non-members may join the NAWCC for a 4 month trial membership for \$30. Join at NAWCC.ORG or at the AZ Sunshine Regional Registration Desk.

Make checks payable to Arizona Sunshine Regional
Mail to: Frank Wagner, 7737 N 19th Ave, Phoenix, AZ 85021
Phone: 602-622-7687 Email: todehauille@gmail.com

Requests for shared tables or location next to a friend must be received as 2 registrations in the same envelope with a note explaining your needs. No tables reserved without payment. Only members with current NAWCC card & spouse or children under 18 permitted in Mart room during Friday. Saturday is open to the public. The NAWCC, its Officers, Host Chapters, Members, Agents, and the AZ Sunshine Regional are not responsible for any loss, damage, injury, or tort during this event or related activities.

2020 Clock & Watch Exhibit & Show In Fountain Hills on March 13 and 14

Clock and watch collectors and repair experts will display, sell and trade modern and antique watches and clocks, as well as tools, parts and literature at the annual **Arizona Sunshine Regional Watch and Clock Show** on March 13 and 14.

The event will be held at the Fountain Hills Community Center, 13001 N La Montana Dr., Fountain Hills, and is hosted by the National Association of Watch and Clock Collectors (NAWCC) Arizona Sunshine Chapter 112, assisted by Keywinders of Arizona Chapter 46 and Southern Arizona Chapter 113.

On Friday, the show is open to NAWCC members only and is closed to the public. There will be the opportunity to sign up for membership on Friday for as little as \$30. On Saturday, the show is open to the public from 9 a.m. to 3 p.m. Admission is \$5.00 and free to children under 18 years of age. Parking is free.

Saturday's events feature a "Clock and Watch Roadshow" where the public is invited to bring their watch and clock treasures for examination and appraisal. Verbal appraisals of timepieces will be available at no cost. In 2019 this proved to be a very popular event and there were lines of people waiting to have their treasures assessed.

A large horological exhibit will be set up in the main entrance hall with the theme, "The History of Time from Sundials to

Hello Readers - Just to let you know Verde Valley Resale in Camp Verde is up for sale. We are looking for the right person, couple or family to buy in and take over the business.

**Call 928-300-5055, ask for Joe.
Serious inquiries only.**

Atomic Clocks." Free coffee and refreshments are available on both days. Educational classes and seminars will be held and educational videos will play in the break room.

Last year, the show drew over three hundred attendees and there were over one hundred and twenty tables containing clock and watch related merchandise for sale. For more information, contact Frank Wagner at 602-622-7687 or by email at todehault@gmail.com.

The NAWCC is the world's largest non-profit organization devoted to the art and science of timekeeping. It has over 13,000 members in the USA and 50 other countries. Members participate in over 150 local and special interest chapters in North America, Europe, Asia and Australia.

The NAWCC operates the National Watch and Clock Museum and the Library and Research Center located in Lancaster County, PA, and an extensive publishing program. It also sponsors an annual convention and a symposium and its chapters host a number of regional meetings.

Learn more at <https://net.nawcc.org/NAWCC/Events/or> at <https://www.facebook.com/>

Parking Lot Sales

at  antique mall

Phoenix North
January 11th
February 8th
March 7th & April 4th

Phoenix West
Call for dates

8am-???

Phoenix West On I-10 · Exit 129
13277 W. McDowell Rd., Goodyear, AZ
855-889-0290

Open Daily 9am-9pm
check our events calendar
at brassarmadillo.com

Phoenix North On I-17 · Exit 209
12419 N. 28th Dr., Phoenix, AZ
888-942-0030

Spaces Available - Contact Malls for more information



The Phoenix Antiques, Bottles & Collectibles Club
(P.A.B.C.C.)

Presents our 37th Annual Show and Sale

2020 ANTIQUE SHOW!

North Phoenix Baptist Church
5757 N. Central Ave., Phoenix, AZ

Friday, Feb. 28th, 2020 4pm-6pm

Early Bird Admission from 2:00pm-4:00pm is \$10.00

General Admission from 4:00pm-6:00pm is \$3.00

Saturday, Feb. 29th, 2020 8:30 am-3:30pm

General Admission is \$3.00 all day Saturday

For more information email: bettchem@cox.net or blakelycollectibles@yahoo.com

Visit us at: phoenixantiquesclub.org

Collectibles at our show will include

**Blakely
Lanterns
Railroad
Coins & Tokens**

**Bottles
Dolls
Breweriana
Tools**

**Kitchenware
Newspaper
Signs
China**

**Depression Glass
Mining
Advertising
Good Stuff**

Clip Coupons to receive \$1.00 off Admission

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P.A.B.C.C. 2020 Antique Show & Sale In Phoenix on February 28th and 29th

The Phoenix Antiques, Bottles and Collectibles Club (P.A.B.C.C.) will host its **Annual Antique Show and Sale** on Friday and Saturday, February 28th and 29th, at North Phoenix Baptist Church, 5757 N. Central Avenue.

The club holds this unique opportunity once a year to give its members and others the opportunity to liquidate antiques and collectibles that they have purchased either for their personal collection or, in some cases, for resale. This is an event you don't want to miss.

Dealer space has sold out and will feature more than 100 tables of merchandise from about sixty different dealers. You can expect to find a variety of offerings to add to your personal collection as well as decorating pieces to enhance your home, office or place of business.

You can find all types of items, such as Advertising and Signs, Blakely Gas Station Collectibles, Kitchenware, Linens, both costume and native American Jewelry, Old Tools, Depression Glass, Dolls, Vintage/Antique Bottles of all kinds, Railroad collectibles, China and more. There's just too much to list!

General Show hours are from 4 to 6 p.m. on Friday and from 8:30 a.m. to 3:30 p.m. on Saturday and general admission is \$3. Special Early Bird hours are available on Friday from 2 to 4 p.m. with an admission fee of \$10. There is a discount coupon for \$1 off admission in the Show ad in this issue of *The Antique Register*.

P.A.B.C.C. has a diverse membership that shares an interest in collecting. Monthly meetings are held from September

Continued on page 9...

Those Were the Days!

Petley Postcards & the Jackalope

by Jay Mark

We are such an arrogant society, believing whatever we have today is unsurpassed by anything that came before. For example, we worship social media, wondering how mankind got this far without such a technological wonder.

The reality is mankind did just fine, thank-you. Just because social media has invaded every aspect of our lives, it doesn't mean those who preceded us were somehow deprived. Unlike today, theirs was an analog world—often more artistic, tactile. And safer.

Searching newspapers' archives, we find no reports of people involved in horse or vehicle collisions or accidents that were the result of rider or driver distractions from cell phone texting or reading.

With most of our lives residing in "the cloud" or on a hard drive somewhere, we have no physical, tangible things to hang onto. That makes me wonder what people will collect in the future? Digital data? eBooks? Memories? Thank goodness for the "quaintness" of the analog past. It has provided us with material things we can touch, appreciate and enjoy.

For example, thanks to the Private Mailing Act of 1898—long before Facebook, Instagram, Snapchat, Twitter, Pinterest, Tumblr, WhatsApp, and the plethora of others only our kids know about—there was the popular souvenir postcard. It was a simple, stiff-paper document on which its approximately 19.25 square inches provided space for illustrations and handwritten messages.

Continued on page 18...

**GREATER PHOENIX
POSTCARD & PAPER SHOW**

PHOENIX

**FRIDAY
JANUARY 17TH, 2020**

**SATURDAY
JANUARY 18TH, 2020**

9:00 EARLY BIRDS • 10:00 - 6:00 GENERAL PUBLIC

10:00 - 4:00

**NORTH PHOENIX BAPTIST CHURCH FELLOWSHIP CENTER
5757 NORTH CENTRAL, PHOENIX, AZ**

**THOUSANDS OF PICTURE POSTCARDS; STATES, TOPICS, FOREIGN, PAPER & POSTCARDS OF:
SPORTS, TRAVEL, AUTOS, AVIATION, NATIVE AMERICANS, SHIPS, STEREO VIEWS, HOLIDAYS,
ARTIST, MILITARY, VALENTINES, PIN-UPS, PHOTOGRAPHY & MORE**

Admission: * Early Bird \$20 9am Friday & the rest of the show! * General \$5.00 (per day) 10am Friday & Saturday Show us your out of state license for free admission!!
Presented by The Paper Gallery • 5638 Lake Murray Blvd #424, La Mesa, CA 91942 www.thepapergallery.com (619) 508-3299 email: thepapergallery@mac.com

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Western Americana - Vintage Turquoise Jewelry

WesternTradingPost.com



Western Trading Post TV on
The Cowboy Channel
Sunday, 7:30 PM EST



Upcoming Auctions!
Jan. 4th, Feb. 8th

Giveaway Winner from November-December Issue

We have one giveaway winner from our last issue.

Leslie Ray from Clifton will be sent a \$25 Gift Certificate to be spent at her favorite Antique Register advertiser, **Ray's Vintage Market** also in Clifton.

Leslie wrote, "When I go into Ray's I feel so welcome. I ask for something and Ray can usually find it for me!"

We love to hear from our readers about how they enjoy *The Antique Register* and use it to hunt for great finds. In this issue, there is another \$25 Gift Certificate giveaway so be sure to enter and tell us where you pick up *The Antique Register*. Be sure to take a copy with you as you travel in and around Arizona! We wish you a very Happy New Year!



NEW
1500 sq ft Annex
NOW OPEN!

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928.292.0070
291 CHASE CREEK STREET • CLIFTON, AZ

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CELLULOID • TEA CUPS & POTS • GLASSWARE

THURSDAY TO SUNDAY 12:00 - 5:00

Owned and Operated by Ray
VisitClifton.com

P.A.B.C.C., continued from page 7...

through June on the first Wednesday from 7 to 9 p.m. and include a brief business meeting, collectible or historic program, refreshments and a show & tell period. The location is Heritage Heights Clubhouse, 3030 E. Mission Lane, Phoenix, (32nd Street south of Route 51). Guests are always welcome. Dues are \$25 annually.

To learn more, visit www.phoenixantiquesclub.org.



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205 W. Hackney Ave., Globe (by railroad tracks)
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Furniture, Glassware, & Stuff

HILL STREET MALL

383 S. Hill St., Globe
(928) 425-0022 • Thursday-Sunday 9-5:00
Antiques, Furniture, Collectibles & Fabric

PICKLE BARREL TRADING POST

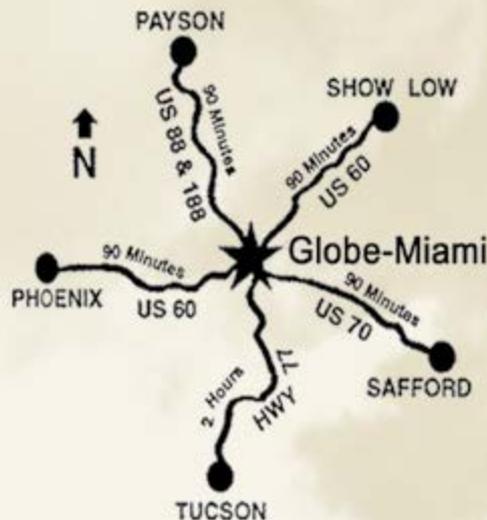
404 S. Broad Street, Globe
(928) 425-9282 • Mon-Sat 10-5:45 • Sun 11-5
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For more information:
www.GlobeMiamiTimes.com

FREE Antique show - Quality merchandise

Superior Annual Antique Show Home and Building Tour



Saturday, Jan 25th
9 am to 5 pm

Sunday, Jan 26th
9 am to 4 pm

Recently restored Magma Club (c. 1920)
East end of Main St., Superior, AZ

Tour several homes and buildings.
Shop a quality Antique Show.
Enjoy live music, historian speakers and
the MATA ORTIZ potters from Mexico.

Tour: \$15 - All other events FREE
Home Tour begins at the Chamber of Commerce,
165 W. Main Street

520-689-0200
www.superiorarizonachamber.org
\$2 off tour admission with this ad
Superior Chamber of Commerce

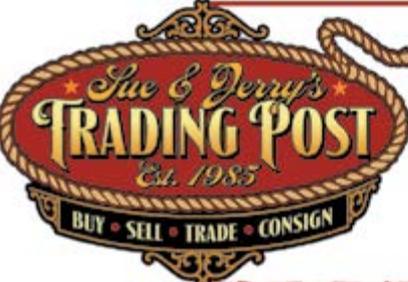


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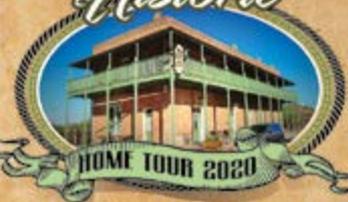
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35TH ANNUAL

TOWN OF FLORENCE Historic



HOME TOUR 2020

TOUR BEGINS AT JACQUES SQUARE, 291 N. MAIN STREET

SATURDAY FEBRUARY 8TH
10:00AM - 4:00PM

2020: Vision of Past and Present
EXPLORE ONE OF ARIZONA'S OLDEST TOWNS.
THIS TOUR HIGHLIGHTS THE HISTORY AND
ARCHITECTURE DATING BACK TO TERRITORIAL DAYS.

PURCHASE TICKETS ONLINE AT
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OR AT THESE OTHER LOCATIONS:

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LIBRARY AND COMMUNITY CENTER
PINAL COUNTY HISTORICAL SOCIETY AND MUSEUM

\$15
FOR ADULTS
(\$20 IF PURCHASED
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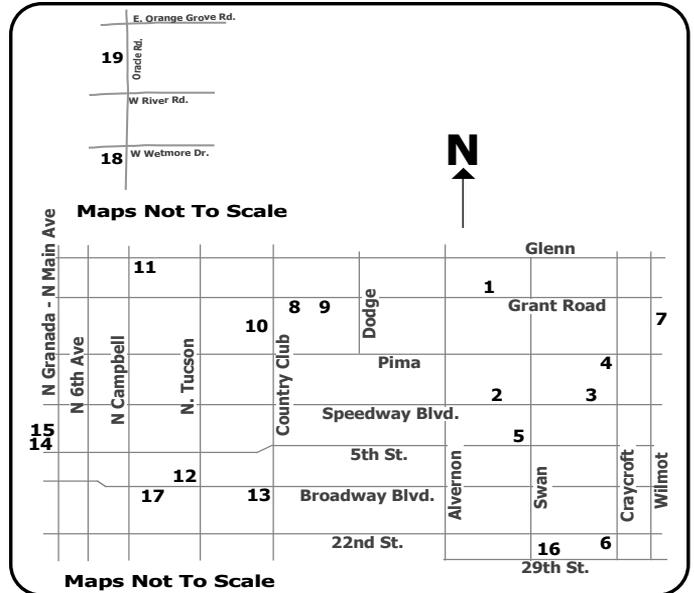
Find us on facebook

720 East Fremont Street - Tombstone, Arizona
(520) 457-8538 - TombstoneAntiqueMall.com

Tucson's Guide To Great Antiquing & Collecting

Contact shops for current shop hours

1. **Michael D. Higgins**
4351 E Grant Rd. • 520-577-8330
2. **Midtown Merchantile Merchants**
4443 E Speedway Blvd • 520-777-7275
3. **Speedway Antique Mall**
5045 E Speedway Blvd • 520-327-1200
4. **Tom's Fine Furniture & Collectibles**
5454 E. Pima Street • 520-795-5210
5. **AZ Modern**
4469 E 5th St • 520-977-5340
6. **22nd Street Antique Mall**
5302 E. 22nd Street • 520-514-5262
7. **Darlene Morris Antiques, LLC**
2100 N Wilmot, Ste. 217 • 520-322-9050
8. **American Antique Mall**
3130 E. Grant • 520-326-3070
9. **Tom's Fine Furniture & Collectibles**
3402 E Grant Road • 520-321-4621
10. **Antiques Etc.**
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11. **Adobe House Antiques**
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12. **Arte De La Vida**
37 N Tucson Blvd. • 520-398-6720
13. **Sunshine Shop Tucson**
2934 E Broadway • 520-389-4776
14. **Gather - A Vintage Market**
657 W St. Mary's • 520-878-7215
15. **Roses and Rhubarb**
657 W St. Mary's Rd. Unit C-7
16. **Safe Shift Estate Sale/Resale**
4911 E. 29th St. • 520-603-3055
17. **Ignite Sign Art Museum**
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Celebrating New Year, continued from page 3...

it is important to remember that nearly all the shops, events and services that advertise in *The Antique Register* are small businesses owned by your neighbors and friends. When you "Shop Local," you are helping your community's economy. And you may make a new friend or two along the way because we think we have the friendliest and most helpful shop owners ever!

We want to thank our advertisers who, for twenty-two years, have brought *The Antique Register* to our readers! Next time you visit an advertising shop or event, please let them know that you appreciate them and thank them! They love to hear from you and so do we. Drop us a note or email us at antique@barlomea.com. Please remember that we have a contest in each issue where one lucky reader is selected to win a \$25 Gift Certificate to spend at one of the advertising shops. Be sure to enter the drawing and let us know who your favorite advertising shop is!

Many people will look at their past New Years' resolutions and use them as a benchmark for their next year. Whatever your traditions might be, *The Antique Register* hopes that 2020 is a year of good health and prosperity for all!

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Next Market Dates
January 16-19
February 20-23

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Vintage, Antique & Collectible Expo

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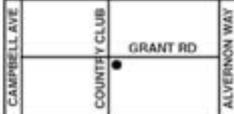
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Petley Postcards, continued from page 7...

Much of what we have learned about that which preceded us comes from the humble postcards. Numbering certainly in the billions, they have served as greeting cards, photographic records and an encyclopedia of information contained on their roughly 3½ X 5½ inches. My generation grew up with postcards. They were often our introduction to the outside world.

Thanks to some visionary pioneers, Arizona has a valuable record of its evolution. One of the most noteworthy is Robert Teeple Petley, who built a publishing empire printing millions of modest little postcards. Along the way, they documented our state and afforded amusing caricatures of this place we call home.

Petley emerged into the world November 11, 1912, in Akron, Ohio, where his inventor father worked as a product developer for the Goodrich Tire Company. In his formative years, Petley was a versatile, multi-talented athlete who won a regional Golden Gloves Championship in 1931.

As capable as he was with his fists, Petley proved to be equally nimble with his fingers as a very capable illustrator. His middle years gave no indication of what would come. Petley was, variously, a Life Saver candy salesman, sold shirts for the Cluett-Peabody Company, promoted a national marbles tournament for Scripps-Howard Newspapers and illustrated B-29 service manuals for Fisher Body Works.

After marrying in 1942, Petley's chronic arthritis forced a prescient move to the drier climes of Arizona where he began working in the *Arizona Republic's* display advertising department. After three years, Petley saw his future lay in postcards. Working from home, he began business with twelve self-illustrated copyrighted cartoon cards.

Following in the pioneering footsteps of Burton Frasher (1888-1955) and others who documented Arizona, Petley Studios, Inc., arrived just at the time when the state was transitioning from a frontier into a burgeoning cosmopolitan place. With thousands of tourists and new residents pouring in each year, his photographs and illustrations were there to record the change.

In 1945, long before local auto dealer Tex Earnhardt began using the catch phrase, "And that ain't no bull," Petley had copyrighted "And this is no bull," for a cartoon postcard with the punch line, "we're sure havin' lotsa fun out here in the West."

His first dozen cartoon postcards were offered to shops displayed in rope-ringed wooden racks that Petley fashioned himself. One was recently found online, complete with cards, for \$550.

Of the thousands of postcard subjects he published, Petley is undoubtedly most remembered for introducing an odd but loveable icon—the Arizona Jackalope, a mythical antlered jackrabbit. He often referred to it as an Antelabbit (antelope-rabbit).

Petley said he was inspired by a curio shop find—a taxidermied jackrabbit topped with a pair of antelope antlers.



"And this is no bull..." was number 11 of Bob Petley's first dozen cartoon designs with which he began his postcard business in 1946.

Continued on page 20...



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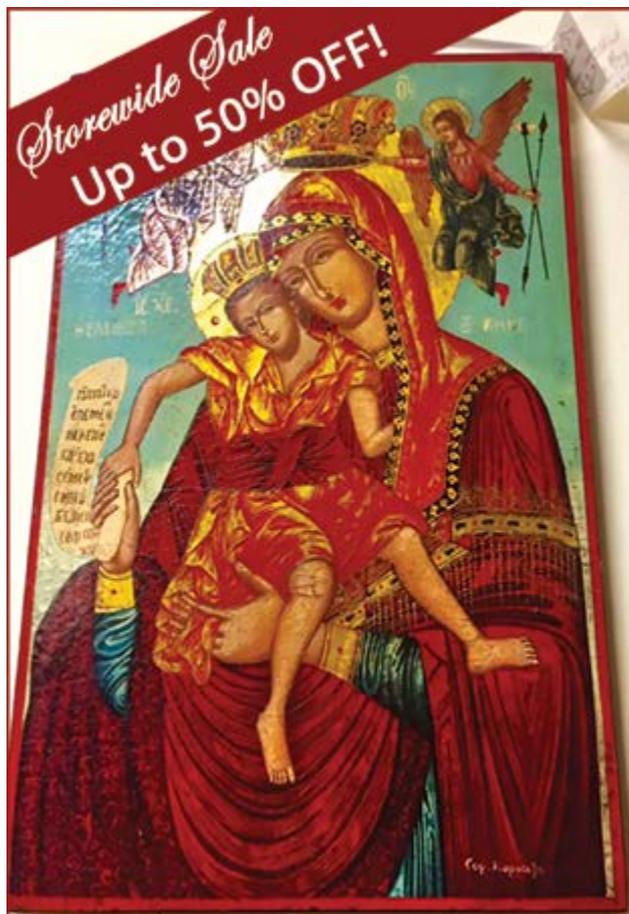
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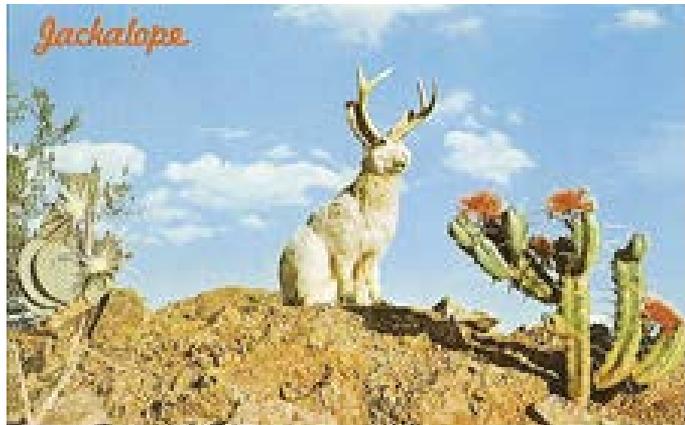
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Petley Postcards, continued from page 18...

"I borrowed it and took it out to Papago Park," he recalled, adding, "I covered the base with rocks and other local color and photographed it."

More than a dozen versions of the Jackalope image helped make the creation Petley's best-selling image. Over the years, this one outrageous card has sold hundreds of thousands . . . maybe a million.



Of the many thousands of postcard designs that Bob Petley published in a nearly 4-decade career, his Arizona Jackalope by far outsold any other.

In addition to his line of a humorous *Petley Laff Cards*, he published thousands of photographic postcards, most of which were personally shot while he traveled across every square inch of Arizona. First traveling in a station wagon and later a Lincoln Continental Mark IV, he ultimately left a valuable legacy of

every aspect of Arizona life and topography.

In addition to scenic views and Laff cards that poked fun at the notions of life in the West, Petley produced cards for commercial clients like hotels and motels, restaurants and stores. By the time he sold Petley Studios, Inc., to Bruce Finchum in 1984, his business had become the nation's largest purveyor of souvenir postcards selling more than 25,000,000 cards to 3500 dealers throughout the Southwest.

Even in his nineties, Petley couldn't put down his pen or camera. But, while photographing tourists in Scottsdale, he fell and broke his hip. Unable to fully recover from his injuries, Bob Petley quietly passed away on July 7, 2006, after more than six decades as Arizona's premier postcard peddler.

Petley left us with an incredible historical legacy through a massive treasure trove of postcards—enough to satisfy any collector's tastes and desires. Petley cards are still being published by Bob Petley's descendants.

Thanks to Walt's Postcards, we have a comprehensive online list of Petley postcards. You can find it at <http://www.thepostcard.com/walt/petley/petlist.htm>. While some Petley cards, like the Jackalope, can top \$10, most can be economically acquired for less.

Virtually an antique himself, Jay Mark, a 47-year antiques business veteran and historian, owns Those Were The Days!, an online specialty bookstore. He also teaches, lectures and writes regularly about antiques and history. Reach him at jaymark@twtdbooks.com. © 2020



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30th Annual Old West Show & Auction Will Be in Mesa on January 24 to 26

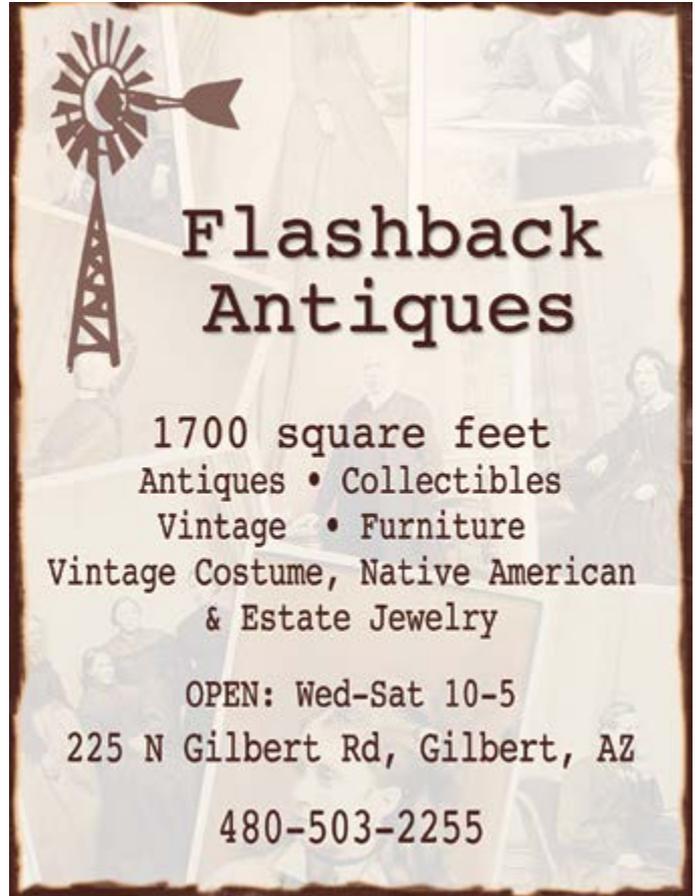
The 2020 western art and antiques shopping season kicks off the **30th Annual Brian Lebel's Old West Show & Auction** in Mesa from January 24 to 26 featuring a weekend vendor show and two exciting live auctions.

The **Western Americana Antique Show** is at the Mesa Convention Center, 263 N. Center Street, Mesa, on January 25 and 26 and hosts 190 national dealers in antique, vintage and modern western merchandise and collectibles. Hours are 9 a.m. to 4 p.m. on Saturday and 9 a.m. to 3 p.m. on Sunday. General admission is \$10 daily and children under 12 admitted free. Parking is free. Early Buy-In to the show during vendor set-up on Friday is available for \$100.

Shoppers at the weekend vendor Show can expect to find authentic western art, antiques, collectibles, jewelry, apparel, books, boots, hats, antique firearms, spurs, saddles, horse gear, Native American artifacts, home and ranch décor, Navajo rugs, cowboy trappings, and much more. All price ranges are represented, and all vendors are required to accurately represent their items as to age and origin.

The live two-night **Western Americana Auction** will be held at the adjacent Delta Hotel Marriott Mesa on Friday, January 24, at 6 p.m. and Saturday, January 25, at 5 p.m. Featured are 500+

Continued on page 27...



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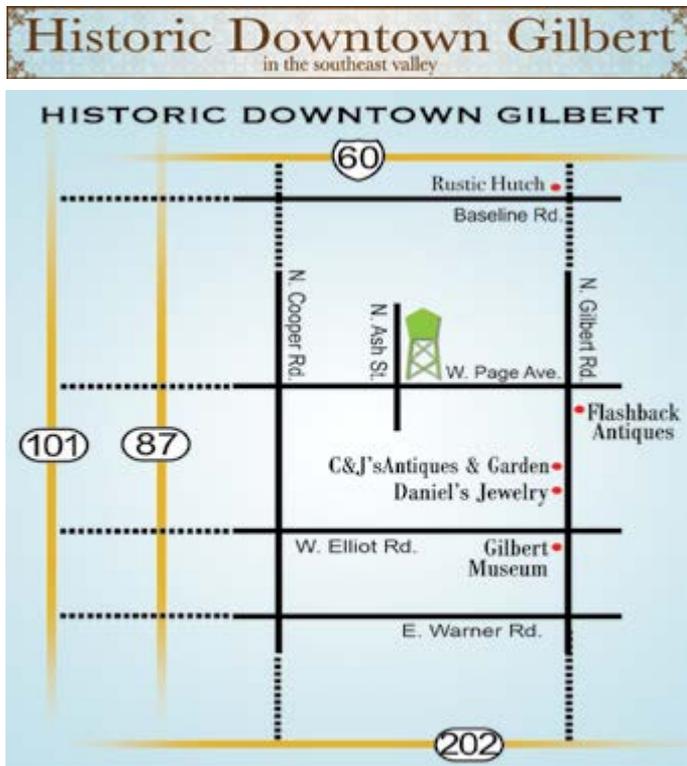
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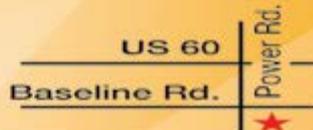
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Map showing streets: Baseline Rd, W. Page Ave, W. Elliot Rd, E. Warner Rd, N. Cooper Rd, N. Ash St, N. Gilbert Rd. Locations marked: Rustic Hutch, C&J's Antiques & Garden, Daniel's Jewelry, Gilbert Museum, Flashback Antiques. Highways 60, 101, 87, 202 are also shown.

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Collector's Corner

Becoming a Better Bidder, Part 1

by Jim Olson

I get questions and comments from auction bidders on a regular basis. Along with dozens of others, these include, "Why didn't I get the item I was trying to bid on? Why did someone else get it for the same amount I bid? I would have paid that for it!"

Participating as both a buyer and seller, I have been around auctions my entire life. Originally starting off as general help at a livestock auction when young and then graduating to working as a ringman, I am now a licensed auctioneer and own an auction company. I have seen a little bit of everything when it comes to an auction and the nuances involved.

One thing for sure, the auction world has changed a lot since the introduction of the Internet. Now there are more folks taking part in online auctions than at live events. I will address various forms of bidding here with the hope you can gain some useful tidbits that can be used to your advantage when bidding at an auction.

First off are some basics. Most probably already know this but let's go over the ways to bid. There is live bidding, phone bidding, absentee bidding, proxy bidding, and online there is live and absentee bidding.

Live bidding is just that—you are sitting in the crowd in front of an auctioneer. Phone bidding is when you are telling a representative from the auction house via phone what to bid as the auctioneer sells the item. Absentee bidding is leaving a "max" or maximum bid that you are willing to go up to online or through an auction house representative or even by email. Proxy bidding is when you get someone else to bid on your behalf. On the Internet, you generally can bid in real time, as the auction is taking place, or absentee as stated above.

The first rule of buying at an auction is to have a good idea of what you are bidding on. Preview, preview, preview! If online, look closely at the pictures. Ask questions ahead of time until you are comfortable. If you buy an item and it is not what you expected, it is your own fault (except in the case of misrepresentation by the auction house or seller, which is another subject). Do not assume anything. Look items over well and get a pre-determined idea of value. You should always have a dollar amount in mind and not go over that amount when bidding—unless it is a one of a kind item or something you really, really want.

Find out what the Buyer's premium, taxes and any other fees such as shipping and handling might be. Calculate that into the amount you are willing to pay. Those fees can vary from auction to auction and from region to region, but pretty much any auction is going to charge them in some manner or another. You should also know where the auctioneer is at in the bidding process and what he is asking for in terms of the next dollar amount. It is your responsibility to know what lot they are on

Continued on page 34...

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APR. 9TH-12TH	MAY 7TH-10TH	JUNE 11TH-14TH
JULY 9TH-12TH	AUG. 13TH-16TH	SEPT. 10TH-13TH
OCT. 8TH-11TH	NOV. 12TH-15TH	DEC. 10TH-13TH

Old West show, continued from page 23...

lots of authentic western fine art and artifacts with over \$1.5 million in estimates across both nights. The auctions are free and open to the public. An auction preview is held on premises and catalogs are available for sale or online. Bidding may be done in person, online, by phone, by mobile app or absentee.

The **Old West Auction** will host a special single-consignor auction on Friday night, featuring the Cordy Rich Collection of Antique American Firearms. Over 200 lots of fine, collectible American firearms will cross the block, including a number of important Winchester rifles, Colt Single Action revolvers and a highly collectible Henry Rifle.

Saturday night offers over 300 lots of fine western collectibles in all price ranges. Highlights include 3 large oil paintings by Olaf Wieghorst, a Robb "Princess" cigar store Indian, rare Tapia spurs, and work by the Traditional Cowboy Arts Association (TCAA) from the estate of cowboy artist Roy Andersen. Roy Rogers, John Wayne, Tom Mix and Dale Evans are just a few of the Hollywood cowboys and cowgirls represented in the sale.

Formerly known as the "High Noon Show & Auction," the **Mesa Old West Show & Auction** is the first "Western Collecting" event of the year and the most anticipated. Vendor space at the Show is sold-out and the waiting list is lengthy. The auctions are similarly popular with 2020 being the second year in a row that **Old West Events** has hosted an additional Friday night sale.

More information on both events, including discount show tickets and auction catalog sales, is available at www.oldwestevents.com or by calling 480-779-9378. Even more of **Old West Events** can be found on Facebook, Pinterest and Instagram, #MesaOldWest. *See ad on page 48*

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Better Bidder, continued from page 26...

and what amount is being asked. Pay attention. Then be ready to bid up to the amount you had in mind.

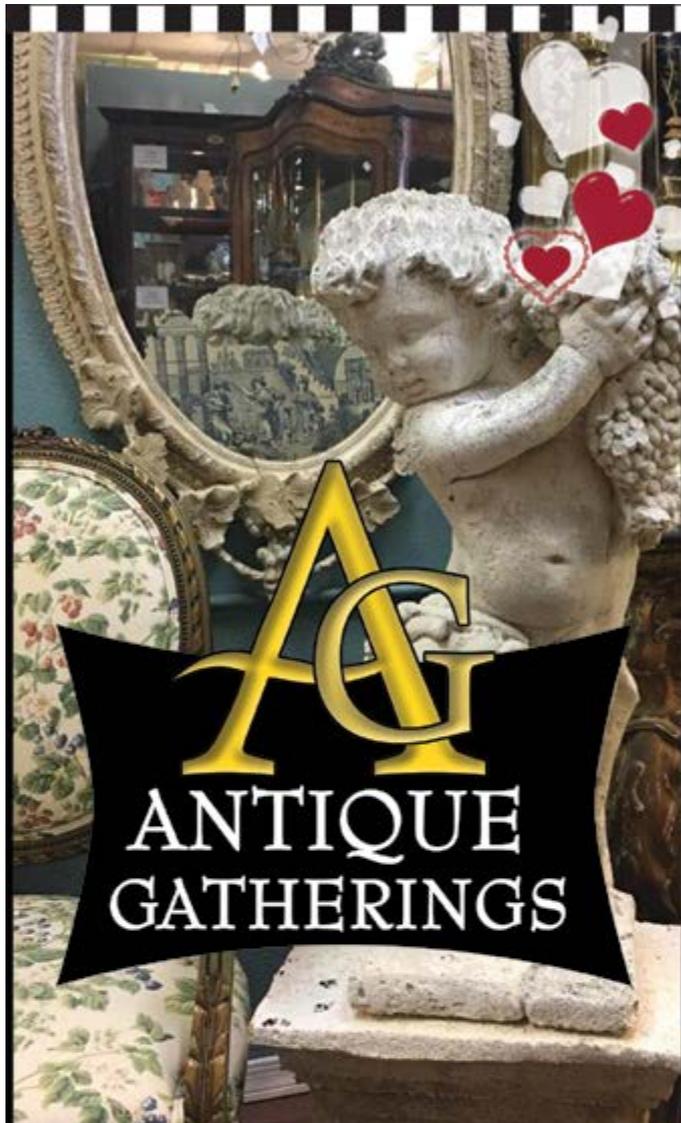
Here are some pointers for various forms of bidding. When you are live bidding, bid visibly with your card, paddle or hand. “Sneak” bids can easily be missed by the auction crew. Also, do not hesitate. There are people out there— I have even seen videos on the subject—who coach bidders to wait until the last minute, right before the auctioneer says “SOLD,” to raise their hands and bid. There are several theories behind this, most of which do not hold water and they can be problematic for bidders. For one, the auctioneers or ringmen can miss your bid because they do not think you are interested in this lot. Right or wrong, they tend to focus on those who have been bidding on that lot.

Even if your strategy is to not show much excitement, at least raise your hand once or twice early on so you are on their radar. If you really want an item, do not wait till the last minute to bid—it may be too late. Also, many auctioneers do not give a “fair warning” call. They ask for and take bids until they figure everyone is done bidding, and then they “drop the hammer.” And even if they have been giving a fair warning call all day, it is not required. So if the auctioneer drops the hammer and you did not get your bid in because you were waiting, it is your own fault for missing out. You took that risk.

Another side effect of using the strategy of always waiting till the last minute to bid is that you can aggravate the auction crew and attendees. They realize you are playing games and trying to break up the flow of the auction. You will not receive any preferential treatment by aggravating folks.

Another thing I have seen that is not recommended is to raise your hand in the air when you really want an item and

Continued on page 38...



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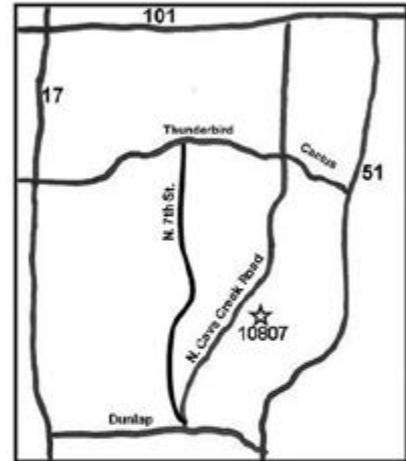
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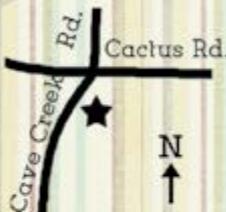
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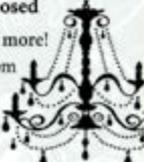
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Better Bidder, continued from page 34...

just leave it up there to make sure you get the item, no matter what. However, by letting everyone in the room know you want something, no matter the cost, you can wind up paying more than you should. Unscrupulous auctioneers and ringmen may run you up. Also, there could be folks in the crowd who are ornery and will bid against you just to make you pay more out of meanness. Yes, there are people like that at most auctions.

Bid only as necessary when you are outbid. If you are not sure who has the bid, just ask. Point towards yourself in a questioning manner and either the ringman or auctioneer will see you and affirm whether you have the bid or not at that moment. Raise your hand in a steady manner only when it is your turn—that is the best way. All of the various games played generally have no bearing on the end result, anyway. Items are going to bring what they are going to bring (within a few dollars) whether you are messing with the auctioneer and other bidders or not. All you accomplish when playing games is to alienate others.

When bidding on the phone, the same applies as above. Also, make sure you have a good connection and speak loudly. The auction staff on the other end has a lot going on and it is loud so do not make it hard for them to understand or hear you. Be punctual. Know when the item(s) you are interested in are going to sell (within a few minutes) and be ready ahead of time. Most auctions will not wait more than a few moments to get a phone bidder on the line.

Next issue, I'll talk about absentee and Internet bidding.

Jim Olson is a published author, historian and co-owner of historic Western Trading Post in Casa Grande, AZ, that traces its roots back to 1877! Visit www.WesternTradingPost.com to see what it offers. See ad with Auction dates on page 8.

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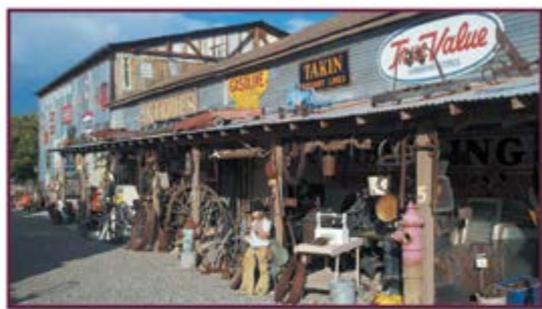
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The Antique Detective

Cigarette Cases From Las Vegas to Faberge'

by Anne Gilbert

Cigarette cases have been popular collectibles for decades. However, there are some interesting facts that are not commonly known.

When you think of objects made by Faberge', aside from his Easter Eggs made for Russian royalty and his cigarette cases lavished with precious gems, would you believe he also made gun metal cigarette cases? If you could find one today, the price would be in the thousands of dollars.

Historically, in World War 1, Empress Alexandria hired Faberge' to create gun metal cigarette cases to be given personally by her to wounded soldiers on Easter 1916. They were stamped with the Russian double-headed eagle and incised War 1914, Faberge'. A current dealer price from a Chicago dealer, "Romanov Russia" is \$7,500.

A totally different cigarette case story came from my late friend, Rexine Becker, who led a colorful life while editing the Sands Hotel magazine in Las Vegas, ending her days in Fort Lauderdale. Performing celebrities and guests, including Frank Sinatra and Elizabeth Taylor, gifted her with monogrammed cigarette cases of various types of metal. In those days, collectors would gladly pay several hundred dollars.

Long before cigarette cases made a fashion statement in the early 20th century, they had a strictly practical purpose. Cigarettes were fragile and needed a way to keep from being crushed when carried in a pocket. By the late 19th century when women became serious cigarette smokers, cigarette cases became not only a status symbol but also an important fashion accessory. Some of the most expensive and lavish cases were made in Russia by the late 19th century in St. Petersburg and Moscow. In America, companies made them in a variety of metals and even leather.



Art Deco cigarette cas. Photo credit: Kellys Magnets

If you watch any of the old black and white movies, it seemed like everybody was smoking a cigarette. Naturally the public caught on and cigarette cases were made in every type of material from sterling silver to plastic. Considered choice these days are those with stylized designs from Art Nouveau and Art Deco to Mid-century Modern. Today, some cases come with additional features, such as built-in lighters or ashtrays.

CLUES: To start a collection, you can spend a little or a lot. After all, a variety of designs and materials were made by Sears Roebuck. By the 20th century, every country in the world was making cigarette cases. There are fake Nazi cigarette cases. Art Deco cases were made in great quantity.

For the most part, prices range from \$20 to \$75, depending on the material and if they have interesting artwork. The Russian cases often have detailed engraving on silver and quality enameling. They are rightly considered the masters of cigarette cases and continue the craft even with cigarette smoking on a downer. Many are attributed to Faberge'. Know your dealer before spending too much. If you go to Las Vegas, check out the museum gift stores for the "celebrity" cases.

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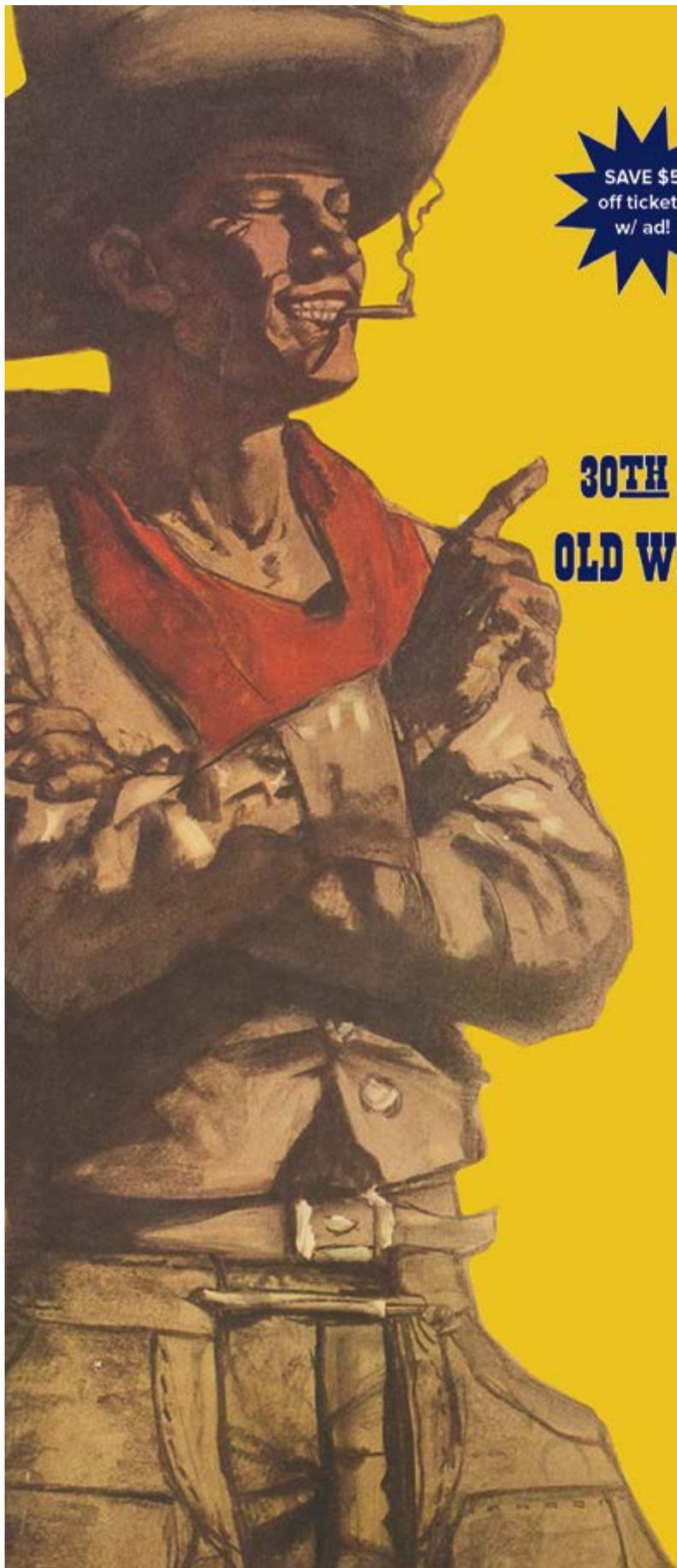


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