

ANTIQUE REGISTER

Barbara Stillman, Publisher & Office Manager Lolly Konecky, Publisher & Art Director Patty Duncan - Sales/Office Assistant Phyllis Cypert - Sales/Office Assistant Nancy Williams - Editorial Consultant



515 E. Carefree Hwy #1128 • Phoenix, AZ 85085 antique@barlomedia.com (602) 942-8950 • Fax (602) 866-3136 888-942-8950

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The Antique Register was founded by Barbara Floyd

THE ANTIQUE REGISTER™, Months of March-April Volume 24 Number 2. Deadline for next issue is April 1st.

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ANTIQUE REGISTER

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January - February	December 1	
March - April	February 1	
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July - August	June 1	
September - October	August 1	
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My Vintage Thang on Melrose Offers Eclectic Mix of Styles

by Barb Stillman, Publisher

My Vintage Thang along the Melrose curve on 7th Avenue is a terrific shop that I really enjoy exploring! Each time I visit I discover a new artisan as well as new treasures for gift giving,

to add to my home décor or enhance my garden.

The shop's creator LaNetta Duede has been a vintage vendor at shows for six years and has always had a love for old things. When her father purchased an old piece of land in Wickenburg, they discovered it was loaded with "cool old items" and that began her pursuit of repurposing vintage.

When the store on 7th Avenue became available, LaNetta thought, "Why not try my hand at a Brick and Mortar shop?" With her

background in retail, it seemed like a good fit. She thinks the building she's in was probably built in the 1950s and she likes the charm of its brick walls.

My Vintage Thang is primarily Vintage and Antiques and all of the vendors are local artisans. They sell furniture, knickknacks, jewelry, original artwork, repurposed wood and metal items. The vendors' styles are very eclectic and complement her mix of odds and ends. LaNetta said, "We have all styles from

> Farmhouse, Industrial, Country French to Shabby Chic and Rusty."

LaNetta can tell you stories from her vendors about how they create their artwork. I was curious to hear how the soaps and lotions are made from goat's milk and to learn

that the vendor, LaNetta's sister, actually raises her own goats and milks them herself. Or about jewelry that is hand cut from hammered aluminum trays dating back to World War

the pattern in the platter and creates the jewelry from that pattern. On my latest visit, I found the sweetest toddler sundresses made from vintage pillowcases. I was fascinated by garden art that mixes everyday vintage "throw aways," such as an old camera flashbulb and a toilet bowl floater, with stained glass art to make a garden stake. They were all very cool.

Since opening 18 months ago, the shop continues to gain popularity and they are growing and expanding their inventory

continued on page 5...





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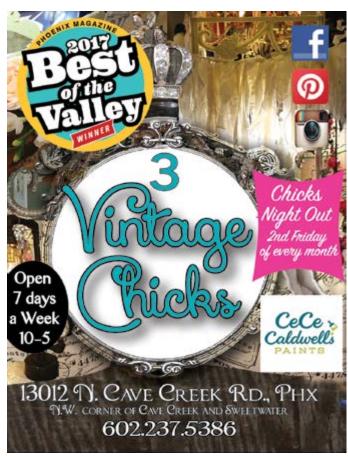
My Vintage Thang, continued from page 3...

daily. Although LaNetta works closely with her vendors and Brillstreet Vintage's Melanie Mannos is her "Goto Gal" who has a great eye for classy vintage. LaNetta added Parking Lot Fleas on the first Sunday of month—upcoming markets will be on April 5th and May 3rd.

LaNetta says husband Gary is her righthand guy and her muscle and that daughters Kelsey and Kylee help out when they can. Kelsey makes the String Art that is sold in the



LaNetta hopes to have a website up and running soon so that she can also sell items online. With any small business, it takes time to fulfill all the hopes and dreams the owners have. Stop by soon and check out what's new. My Vintage Thang is located at 4826 N 7th Avenue in Phoenix and is open Thursday to Saturday from 11 a.m. to 4 p.m. For more information, call 602-810-0799, email duedelanetta@gmail.com or Like the shop on Facebook.



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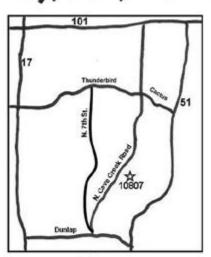
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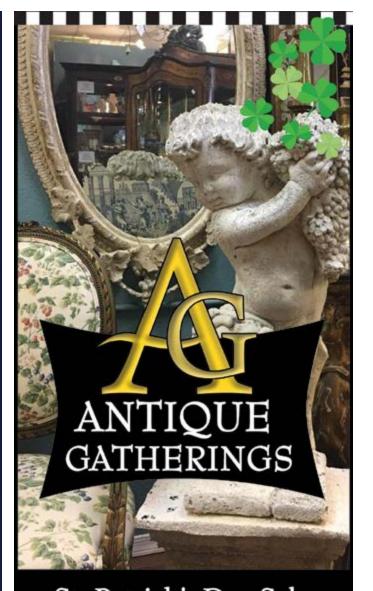
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Behind the Scenes at ANTIQUES ROADSHOW

by Barb Stillman, Publisher

Have you ever wondered what it looks like behind the scenes when they are filming a television show—especially one as popular and complex as *ANTIQUES ROADSHOW*? How do they manage to make all the pieces fit so the final programs are so appealing and well done when they are finally aired?

I had a terrific opportunity last spring to experience first hand the impressively skillful organization that goes into creating the 17-time Emmy® Award nominated show. The *ROADSHOW* crew came to Phoenix and took over the Desert Botanical Garden for the day as part of the show's 2019 Production Tour. The fabulous Garden in spring provided a wonderful backdrop for this unique event—and I was there.

The SHOW's goal for the day was to complete a screening that would ultimately provide enough segments for the three Phoenix episodes that would air in 2020 during Season 24. Filling the Garden's walkways, an untold number of people with their antiques met with appraisers brought in by the show. People and their offerings were everywhere, but it was an orderly, well-contained process. Out of those crowds, a smaller group was chosen to be interviewed in depth on camera. The final processing and selections would take place back at its WGBH home in the Boston area.

The special day at the Garden began for me when copy editor Nancy Williams and I were met at the entrance by *ROADSHOW*

and local PBS staffers who gave us press VIP treatment as they escorted us through the maze of people and activity. Being treated as VIPs was definitely an advantage. Not only did we bypass long lines, we had knowledgeable escorts who were able to answer all our questions or find others who could.

We were able to visit any and all interview areas. These were categorized by types of antiques or collectibles with appraisers from around the country examining the treasures brought to them. Some people carried their items while others had carts and wagons—the variety of items was amazing! If something was being considered for filming, its owner was interviewed more extensively before being taken into a private



ANTIQUES ROADSHOW appraiser Stephen Porterfield and Barb Stillman

area to be filmed. We were on hand when a man who had brought a unique item over from California was in an interview continued on page 13...

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Anniversary Celebration & Sales At Brass Armadillo Antique Malls

The Phoenix West Brass Armadillo Antique Mall in Goodyear is celebrating its 8th Anniversary on Friday, Saturday and Sunday, March 13, 14 and 15, with special events at both Phoenix area locations. It is a 15% Off Everything Sale Weekend plus a T-Shirt Giveaway with ten BAAM shirts given away every hour all weekend. On Saturday, you can enjoy hot dogs and chips from 11 a.m. until they're gone and, on Sunday, there will be Anniversary Cake and Punch until gone.

The Phoenix West Brass Armadillo, located at 13277 W. McDowell Road (I-10 and Dysart Road) in Goodyear, is one of

the largest antique malls in the state. After opening in March 2012, it quickly became one of the most popular



antique destinations in the Valley with over 55,000 square feet filled with antiques and collectibles. Even travelers to and from California have made this mall one of their most recommended places to visit.

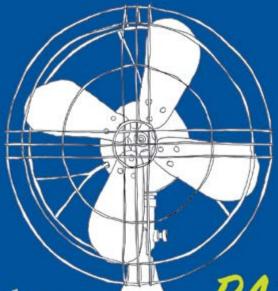
The Phoenix Brass Armadillo Antique Mall is located at 12419 N. 28th Drive (I-17 and Cactus Road) and has over 600 antique dealers—the largest number under one roof in the entire desert valley. In aisles filled with antiques and collectibles, you will discover offerings of every kind. Whatever your interest, you are sure to find a variety of treasures while having a fun and relaxing shopping experience. This is the antique mall in the Valley where people in the know shop.

continued on page 13...





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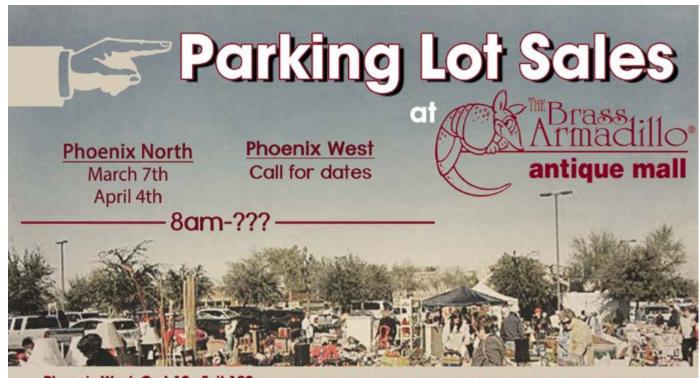
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Spaces Available - Contact Malls for more information





March 19-22 • April 11-14 • May 16-19

Special Suffrage Centennial Exhibit At Prescott Antique Show & Vintage Market

Vintage Market on May 23rd and 24th at the Historic Prescott Rodeo Grounds will feature a special exhibit commemorating the 100th anniversary of American women's right to vote.

Spearheaded by The Arizona Questers, The Women's Suffrage Centennial Exhibit reveals the tremendous significance of the 19th Amendment that passed on August 26, 1920. The Questers have been working this past year to provide the public, young and old, with knowledge about one of the most important social and political achievements in American history—the 72year struggle to win the right for women to vote.

With the help of women's history scholars, museum professionals, writers, designers and talented volunteers, The Questers have produced this free exhibit that addresses: the reasons women had to fight for the vote, efforts to win the vote, difficulties the suffragists faced, the women's suffrage movement in Arizona, progress women have made with use of the vote, and the theme that each of us makes history.

The Women's Suffrage Centennial Exhibit is now on display at the Arizona Capitol Museum through 2020 and will tour more than 100 Arizona libraries, museums, schools, cities, businesses and events! Programs on the women's suffrage movement will also be provided through a speaker's bureau.

The Arizona Questers is part of the nonprofit international Questers organization that is dedicated to keeping history alive through preservation and education. The Questers organization, with its focus on restoration and preservation of historical

The upcoming 17th Annual Prescott Antique Show & buildings, landmarks and artifacts, recently added "historical education" to its list of objectives, thus the reason Arizona Questers honed in on a project to bring attention to Women's Suffrage and the national drive to celebrate the Centennial of the passage of the 19th Amendment to the Constitution.

> The Thumb Butte and Yavapai Questers Chapters are the backers of the Prescott Antique Show & Vintage Market in Prescott and net profit from the show is donated back into Yavapai County preservation and restoration and education projects.

> Learn more: at Questers' Women's Suffrage Centennial Project on Facebook; Arizona Questers at http://azquesters.org/ index.html; Questers International at https://www.questers1944. org/; Prescott Antique Show & Vintage Market at https://www. prescottantiqueshow.com/.





Brass Armadillo, continued from page 8...

Both the Phoenix and Phoenix West Malls will also have sales on March 28 with 25% off anything in locked showcases. The Malls are open daily from 9 a.m. to 9 p.m.!

To make shopping even more fun, **The Brass Armadillo** recently introduced the Antique Army Loyal Rewards Program to reward loyal customers when they shop. It provides a point for every dollar spent towards earning discounts and spending rewards on purchases as well as premiums. Participants can also have access to special events and savings and are eligible for exclusive offers. Everyone is eligible—collectors, dealers, shoppers and enthusiasts. Simply sign up online at www. AntiqueArmy.com or in person at a Mall and start earning points!

The ultimate vintage shopping adventure, **The Brass Armadillo** is a unique chain of six individual-location antique malls showcasing antique and collectible merchandise from more than 3,500 antique dealers. The malls are filled with vintage and repurposed items that make perfect gifts or décor. Whether you are an avid collector of retro/vintage, a new one, or someone who embraces buying memorabilia, **The Brass Armadillo** is your destination for unique treasures. Stroll through aisles of upcycled, recycled, repurposed items and architectural salvage. If you're a professional decorator working for a client or just looking for the perfect antique or collectible for your home or office, **The Brass Armadillo** is your one-stop destination for everything vintage. Their large collections are astonishing.

In addition to the two Phoenix locations, **Brass Armadillo Antique Malls** are located in Denver, CO; Des Moines, IA; Kansas City, MO; and Omaha, NE. Learn more at https://www.brassarmadillo.com/.



Antiques Roadshow, continued from page 7...

with producer Marsha Bemko. It was a fascinating back and forth discussion.

I had been encouraged to bring an antique or collectible to have evaluated and I chose a baby quilt that had belonged to my father-in-law when he was a child. Because of his age, I knew that it had been made in the mid 1920s. We made our way to the textile area and met Stephen Porterfield, owner of The Cat's Meow in Midland, Texas, who specializes in Textiles appraisals. Stephen told me the quilt pattern was known by a few names—Overall Sam, Farmer Sam and Farmer Jack and that its monetary value was about \$40 but that it would have greater sentimental value to our family. Because the quilt had been lovingly used over the years, it is not in perfect condition and he suggested that I could have it repaired or even framed to display in our home. Stephen also suggested having each quilt block individually framed for grandchildren to share as a part of their grandfather's history.

It was fascinating to watch the many aspects play out during our time spent at the *ROADSHOW* tour. The level of planning and organization required before, during and after a local filming event is absolutely incredible! It's no wonder that *ANTIQUES ROADSHOW* is a top rated loved program that continues to endure.

You will be able to see the Phoenix segments on your local PBS station on Mondays, March 23, March 30 and April 13. I am definitely going to watch and hope you will, too!







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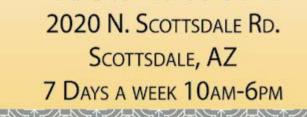
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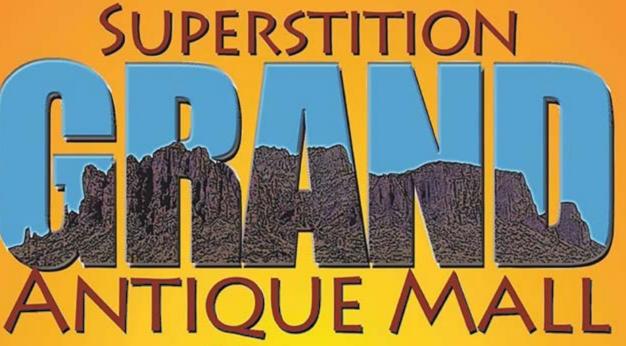




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Gilbert Historical Museum Offers History & Annual Quilt Show

HD SOUTH, Home of the Gilbert Historical Museum is presenting its 15th Annual Quilt Show from February 25 to May 26 with more than 100 quilts on display. "**The Art of Quilting**" will feature a wide variety of styles of quilts made by members of the community. The theme for this year's exhibit is Nine Patch Quilts.

The Museum is a repository of artifacts chronicling the town's rich history and invites you to explore the past, experience the present and imagine the future. Visitors can enjoy newly remodeled exhibits and discover the history that each room holds, including the courtyard packed with authentic farm equipment, some of which dates to Gilbert's earliest days.

A Quilters' Boutique filled with handmade items for sale will be open during the show and remain open year-round at the museum. The Show's Raffle quilt is king sized and cross stitched with an autumn leaf motif. Tickets are \$1 each or 6 for \$5 and the winning ticket will be drawn on May 25th and the winner need not be present to win. A Silent Auction will feature assorted quilts, quilt blocks and other items.

A special program on The Joy Of Quilting and The Shoebox will be presented by Dima Cook on Saturday, March 28, from 10 a.m. to 12 Noon. Join Dima Cook, a quilt artist with over 40 years of experience creating beautiful quilts, for this presentation on the joys found in quilting as well as the significance of "the shoebox." Dima will bring examples of her work plus discuss Gilbert's Millennial Quilt project. Registration is required at www.hdsouth.org. Cost is FREE.

Museum Admission is required for one-time access to the

Quilt exhibit—Adult: \$6; Senior, ages 60+, \$5; Youth, ages 5 to 12, \$3; and children under 5 years old admitted free. All proceeds from the exhibition, silent auction and raffle drawing will benefit HD SOUTH, Home of the Gilbert Historical Museum.

The Gilbert Historical Museum is located within HD SOUTH at the southern end of the vibrant Gilbert Heritage District at the southwest corner of Gilbert and Elliot Roads. The Museum has been at the heart of the Gilbert community since 1982. The HD SOUTH building, the original Gilbert Elementary School built in 1913 and home to the museum, sits proudly on the National Register of Historic Places, the only building in Gilbert with that designation.

Learn more at www.hdsouth.org, Facebook: https://www.facebook.com/HDSOUTHGilbertMuseum/, Twitter: @HDSGilbert or Instagram: https://www.instagram.com/hdsouthgilbert/?hl=en, Email info@hdsouth.org or call 480-926-1577,



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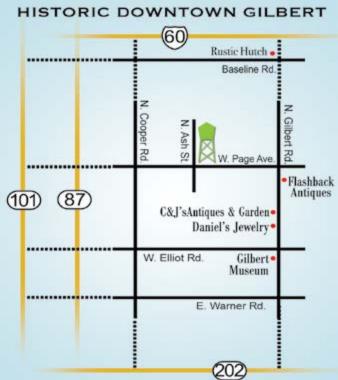
Hours: Tuesday-Friday 10:30-5:30 • Saturday 10-5

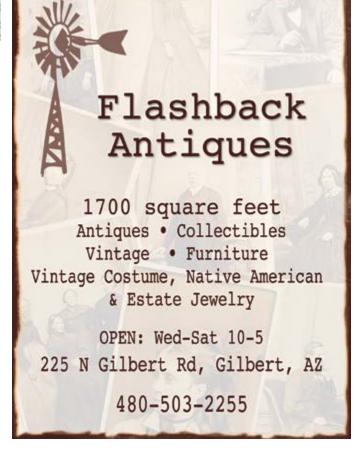
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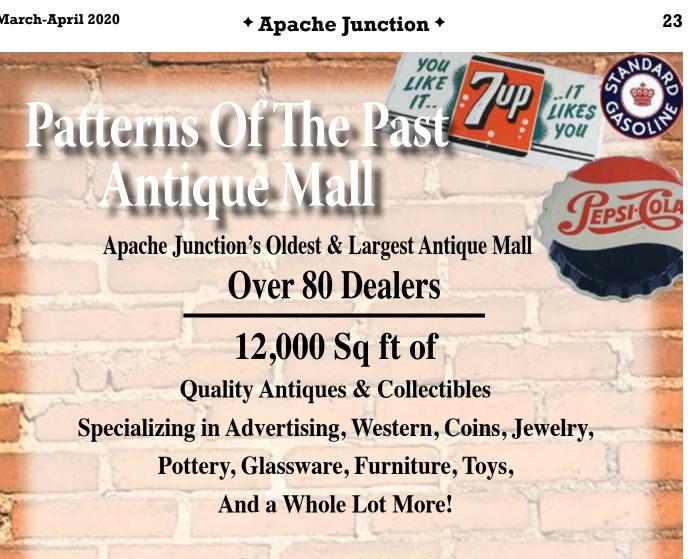


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Collector's Corner

Becoming a Better Bidder, Part 2

by Jim Olson

talked about live and phone bidding at an auction. Now let's look at hints for other types of bidding.

Absentee bidding is convenient and can generally be done in a couple of ways. One is to leave your maximum (or "max") bid with the auction house ahead of time. The second is to go online and do it yourself if that is offered.

When you really want an item if it goes for a certain amount or less, I recommend leaving a max bid ahead of time unless you can be at the auction in person. Even if you are watching the auction live on the Internet, you are still at risk when trying to bid in real time as the auction is happening. Too many things can go wrong. The Internet lag time can be 2 to 5 seconds (depending on yours and the auction house's Internet speeds and various other factors).



If you really want an item and are bidding online, leave a max bid ahead of time. That way, computer system will bid on your behalf as

necessary. The system will not let you raise your own bid and does not start out at your max bid. It is a safe way for you to say, "If that goes for \$____ or less, I want to own it." On most online bidding platforms, such as iCollector or Invaluable, etc., the auctioneer has no way of knowing what your max bid is. The system hides that dollar amount. This assures you that you will

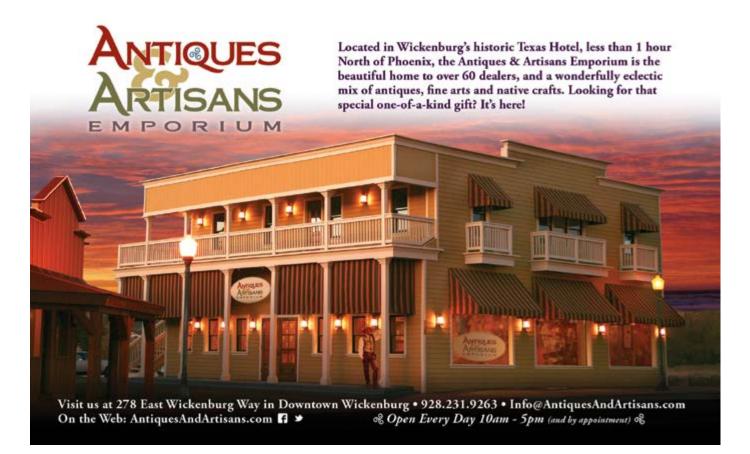
In the previous column—Becoming a Better Bidder, Part 1—I only pay as much as necessary to win the item, unless someone else bids higher than your max bid.

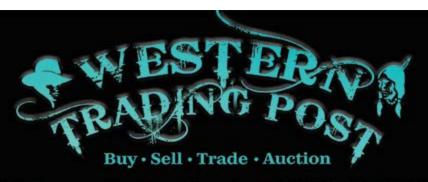
> In the past, I have heard a few bidders complain about leaving absentee max bids directly with an auction house. They say things like, "Every time I leave a max bid, the item magically sells for my max bid or I think the auctioneer uses my bid to run the price up" or other negative comments. Let's address that for a moment. First off, there are definitely a few unscrupulous auctions that run people up if they know what you are willing to bid. But I would say that is the exception and not the norm.

> However, if that is the case, you have two choices. First is to not deal with that auction house any longer. Period. The second is to look at it this way—you were willing to give a certain amount for the item anyhow so you got it for that amount. Great! Count it as a blessing you won the item! That is a more positive outlook. But odds are if the item went for your max bid or close to it that is because there are others out there who also knew the value of the item and had put in bids similar to yours.

> Aside from a few places that may use your absentee bid in a self-serving manner, most auction houses are on the up-and-up. At our auctions, people leave absentee max bids with us all the time. We assign them a bidder number and enter them into the computer clerking system. That way, just as if an online bidder was to do it, the system will bid on their behalf as necessary until they either win the item or it goes beyond their max bid. Before computer automation, it was common to designate someone from the auction staff to proxy bid their behalf. I have seen places where the auctioneer also has a list and will audibly call the absentee

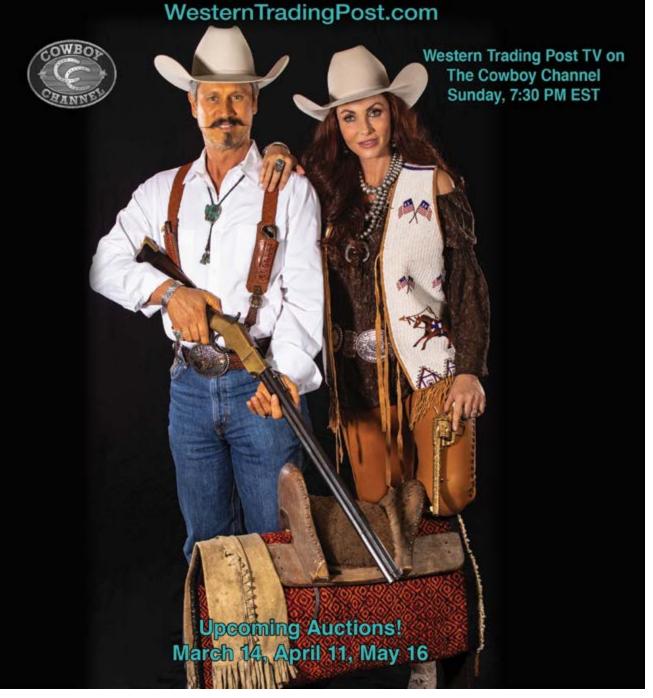
> > continued on page 29...





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Becoming a Better Bidder, continued from page 26... bids as others bid against them.

All of these work. We prefer the computer system because there is less room for human error or shenanigans. As I said, the "max" bid left ahead of time is the best way to get what you really want short of attending in person.

Now let's address some of the most common questions or concerns presented by bidders. The most common one I get from online bidders is, "I left a max bid of \$_____ and that is what it went for, but I did not get it. This happens periodically in a live auction format where bids are accepted by the auctioneer as they come in.

So, if you have the bid at \$90 and the auctioneer is asking for \$100 (and you left a \$100 max bid), the computer does not let you raise your own bid (bid against yourself) and the auctioneer generally has no idea what your max bid is. So, if someone in the live audience crowd bids \$100, the auctioneer acknowledges and accepts that bid. They are now winning at \$100 (because it was their turn to bid). In this scenario, it was just bad luck their turn happened to fall on the same amount as your max bid. This kind of tie does not happen often, but when it does, it's usually a "whose turn was it" kind of thing. At live auctions, you generally do not raise your own bid—other bidders do.

If the auction is strictly online —like an online timed auction, for example—then the computer system gives the bid to the earliest bidder who bid that amount. For example, if you left a \$100 max bid and you now have the bid at \$90 (assuming the increments are set at \$10), then if someone else tries to bid \$100, the computer will automatically accept your bid at \$100 and reject theirs, giving them notice that someone else bid that amount already. But this does not work in live auctions because the auctioneer is accepting the bids as they come in.

A strategy I have used to help avoid tie situations like this is to go online before the auction and see where the winning bid is. Figure what your max bid is going to be and then count forward from where you are to see if that max bid would fall on someone else's turn if bidding goes that far. For example, if the bid is now \$10 and you are winning but are willing to bid up to \$50, think like this: me \$10, them \$20: me \$30, them \$40: me \$50! In this case, you win unless someone goes over \$50. However, you may be at risk if you left a \$40 or a \$60 bid because that amount probably will not fall on your turn. There are a couple of rare scenarios that could still go against you but most of the time this will work.

Another complaint heard from online bidders is they were trying to bid and it got sold for less than they were trying to bid. Again, this goes back to the risk taken when trying to bid in real time online and waiting to bid. There is the lag factor between what you are watching and what is actually happening in the live auction. This is usually the cause of your higher bid not getting accepted. If you really want to bid online in real time, my best advice is to bid early, right after the lot opens. Remember, it takes a few seconds for the bid to get to the auctioneer so hesitation or a late bidding strategy is your enemy in online live bidding.

Another thing to watch out for when bidding online is assuming you have the bid. Remember, you do not have the winning bid until the auctioneer acknowledges you have the winning bid. The screen in front of you may say you had the bid because you bid what was being asked for but that computer is not the auctioneer. The auctioneer may accept another bid from another source. Most auctioneers go with whom they see or hear first. So if you and other bidders or online platforms are bidding the same thing at the same time, the auctioneer acknowledges the one he sees or hears first and takes that bid—even though your screen may tell you for a moment that you had it. Beware of this; pay attention to whose bid the auctioneer has accepted.

continued on page 30...

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Becoming a Better Bidder, continued from page 29...

Again, this goes back to the risk of trying to bid in real time, online. If you bid early enough, the screen should adjust after a moment and let you know if you are "out" because the clerk did not accept your bid. However, if it is too close to the closing of the lot, you may not get the notice in time.

Remember this—at pretty much any live auction—the auctioneer has final say. He is kind of like a referee. He calls it how he sees it and the decision is final. It is up to you to know where they are at and to get your bid presented in a timely manner. At our auction house, we have two Internet platforms and a live crowd going all at once so, potentially, there are bids coming in from three sources simultaneously.

When the auctioneer accepts a bid, the others are "out." So if iCollector (for example) said you were winning, but you did not, it was probably due to one of the scenarios listed above. Or it could have been a clerking error. Sometimes the clerk may hit the wrong button with your bid showing on it even though the auctioneer took that amount from someone else (in which case the clerk should have hit the button next to the one with your bid on it. So you can see how easy it is to make a temporary error). Usually, this is noticed right away and they correct it. But for a minute, it might have shown you were winning by mistake.

Humans do make errors after all, especially when you put a clerk in a high stress situation like a fast paced auction. That is why I say the safest way to bid online is to leave max bids ahead of time. That way your bid shows up every time you are outbid and it does so immediately so you have a good chance of being recognized. The next best way to bid online is to bid early in the process. The later you bid in real time, the more risk you take of not getting your bid accepted in time. As mentioned, live auctions move rapidly.

Auctions can, and generally are, a fun experience where you can buy things at good prices. We all enjoy them. However, if you want to become a better bidder, it is important to know the rules and various nuances of the game. In closing, if you really want an item, know the value, know what you are willing to give for it and bid early—but not foolishly.

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.

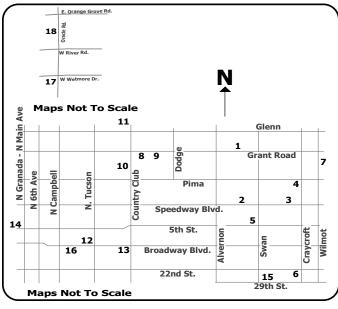
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News of a Smokin' Deals **Pipe Smoker's Cabinets**

by Jay Mark

The ritual of pipe smoking reaches back into the most remote corners of history. Present day evidence in central and northern Europe points to the Egyptians, Greeks, and Romans as well as other early cultures. By the 16th century, smoking had migrated into Africa, the Middle East and Asia.

It was the introduction of tobacco that made smoking a worldwide recreational pastime. Tobacco initially found its way to North America from its origins in South America and Mesoamerica. Indigenous cultures were smoking the prized leaves in pipes created for religious and ceremonial purposes as early as 1500 B.C.

Tobacco didn't reach Europe until about 1528; some 36 years after Christopher Columbus first brought exciting news from the New World of Indians smoking leaves of the tobacco plant. He brought samples but it was the Spanish who offered the addictive herb on a large-scale basis.





One of the most unique British oak pipe smokers' cabinets is in the shape of a castle. An early 20th century example recently sold in England for \$516.00. Freshfords Fine Antiques

With the rapid acceptance of what some called a "sacred continued on page 36...



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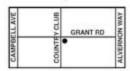
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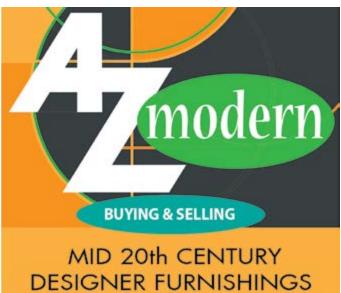


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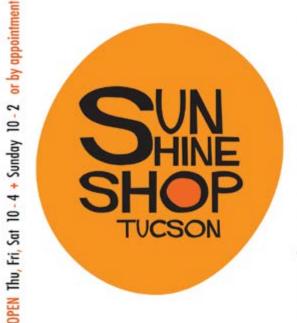


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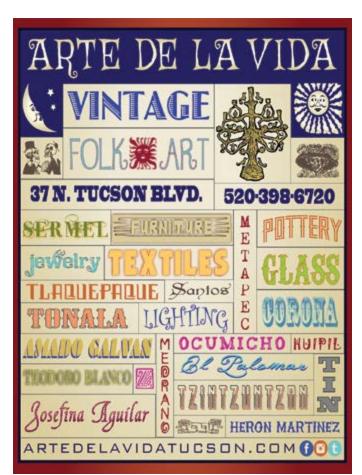
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Pipe Smokers Cabinets, continued from page 34...

herb," in addition to smoking through pipes, tobacco was often chewed for medicinal reasons. And, by the 17th century, ingesting it as "snuff" through the nose had become fashionable.

Because of King James' objections, tobacco was accepted a bit later in England. So opposed to its use was the King that in 1604 James penned A Counterblaste to Tobacco, condemning its use as "custome lothsome to the eye, hatefull to the Nose, harmefull to the braine, dangerous to the Lungs, and in the blacke stinking fume thereof, neerest resembling the horrible Stigian smoke of

the pit that is bottomelesse."

But wasn't long before public demand and the lucrative value this highly product prized arriving from the Colonies caused become to wholly embraced in Great Britain.



Elegant two-door c1910 oak smoker's cabinet with German porcelain tobacco jar. The English made cabinet recently sold at auction for \$371.00. Antiques Atlas

Until manufactured cigarettes were commercially introduced during the Civil War, pipes were the preferred way in which tobacco was burned.

Pipe smoking evolved into an elaborate ritual beginning with choosing a suitable pipe and its constituent materials. Some of these were pricey investments that were often more than just a fashionable statement. Then came selecting the appropriate tobacco and maintaining it at a precise moisture level so that it burned at just the right temperature.

A variety of accoutrements were necessary to keep a pipe continued on page 38...





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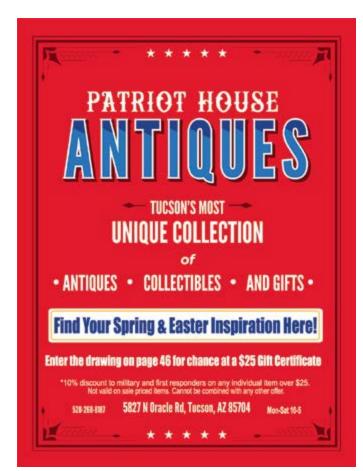
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Pipe Smokers Cabinets, continued from page 36...

functioning properly. From matches or flints to ignite the leaves to tamping instruments that assured the tobacco was at the correct density and tools to keep the pipe clean, it was a lot to keep track of.

By the Victorian Era with its penchant for organization, a new fashionable accessory was introduced—a specialized cabinet, most often made of oak or mahogany, and frequently featuring glass panels to reveal its prized contents.

Within the compact case, suggestive of the sophistication of the pipe smoker, were brackets to hold and display the esteemed collection and a decorative sealable humidor in which the pipe tobacco could be safely stored. Generally, within the lid was a sponge that when moistened would keep the precious herb at the correct humidity.

A drawer or two was included to provide storage space for the miscellaneous pipe smoker's tools and accessories. Later some cabinets expanded to also include compartments for cigars and cigarettes.

In many cases, tobacco jars/humidors have become separated from the cabinets. Individually they are popular collectibles themselves. Although sometimes seen in glass or wood, most containers were ceramic, manufactured by leading pottery and china makers of the day. They are found in a vast array of shapes and styles leading to values that range from less than \$50 for simpler designs to many hundreds of dollars for the most elaborate expressions.

The design and execution of these cabinets, some of which were elaborate and costly, reflected the prestige that pipe smoking was held in by men—more so in Britain and Europe than in the U.S. All serving a singular purpose, the cabinets themselves were produced in a variety of forms and expressions. In reality, they represent exquisitely executed miniature examples of the cabinetmaker's craft. Along with table or desktop pieces that persisted up to about WW II, some smokers' cabinets were manufactured as larger floor models.

In general, the majority of smokers' cabinets come from England but, nonetheless, can be found in relative abundance, meaning prices will vary from inexpensive to over \$1000 for the rarest and most coveted examples.

Although smoking has certainly diminished in recent decades, the best thing about these cabinets is their timelessness allowing for a variety of modern-day alternative decorative and useful applications. That means these fascinating artifacts should continue engendering interest in the antiques marketplace long into the future.

HINT: As with any antique purchase, be sure of a piece's authenticity. Condition most always affects value. Look for smokers' cabinets that retain their original hardware and finish. Of course, if the cabinet has its original tobacco jar the value of the piece is enhanced.

Virtually an antique himself, Jay Mark, a nearly half-century 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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Giveaway Winner from January-February Issue

We have one giveaway winner from our last issue.

Martha Robinson from Dewey will be sent a \$25 Gift Certificate to be spent at her favorite Antique Register advertiser, Cat's Meow in Cottonwood.

Martha told us this is her favorite shop because of the beautiful and unusual merchandise in a lovely old downtown Cottonwood building. She added, "With exceptionally friendly staff and wonderful prices!"

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 this spring!



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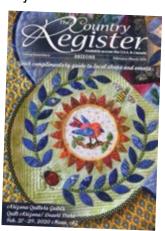
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Everyone Loves Pyrex

by Dave Emigh

Perhaps it's not appropriate to say that everyone loves Pyrex. However, it is safe to say that (most) everyone knows what it is. In fact, when you hear the word Pyrex, a visual image instantly comes to mind.

My image is of the primary colored mixing bowl set with the yellow, green, red and blue bowls that my mother had. For others, it might be the measuring cup (with the red markings) that looks more like a small glass pitcher. Whatever visual image comes to mind, it is likely to be family related.

Pyrex branded glassware has been around a lot longer than you might imagine. In the early 1900s, the Corning Glass Works developed industrial glass that was



resistant to sudden extreme heat and temperature changes. Corning then used this glass to produce clear Pyrex glass cookware in 1915.

In 1947, Pyrex introduced the first colored kitchenware. It was the primary colored mixing bowl set that I remember. That was the beginning of the colored kitchenware that is so popular today.

Corning Glass had an excellent marketing program that included changing the colors of their Pyrex products to match the times. In 1956 they produced pink, turquoise and yellow colored products. Those remain some of the most popular colors today. Orange, green and gold were introduced in the 1960s.

Pyrex marketing also included the production of a promotional line. The majority of the promotional pieces were produced from the mid-1950s through the mid-1960s but the line continued through 1983. Each piece was only available for a limited time. It was released in the spring for the "wedding gift-giving season" and in the fall for the "holiday gift-giving season." The fall release often featured holiday themes such as snowflakes or pinecones.

These promotional items seem to be primarily serving type pieces or casseroles, especially the type with a divider in it. They featured unique colors and designs that were never used again. This has made the promotional pieces popular with collectors.

We maintain an extensive inventory of Pyrex glass kitchenware at Shady Lawn Antiques. Therefore we interact with shoppers that have a wide variety of reasons for purchasing Pyrex.

There are those who are looking to replace a broken piece or continued on next page...



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to fill out a set. Others purchase Pyrex for purely family-related nostalgic reasons. Recently we have seen an uptick in those who feel that using glass is a healthier option than using plastic. Then there are those who have extensive collections.

The condition of the piece is the primary consideration for these collectors. They are looking for complete designs, with minimal scratches or wear, and especially want bright shiny colors. They also like to have "complete sets." That is, they want to have the lids for the pieces that originally had lids, such as casseroles and refrigerator dishes.

At least initially, collectors seem to be searching for patterns that they remember from their youth. Since Pyrex changed their colors and patterns over time, each generation is looking for different pieces. Then they branch out into collecting the different Pyrex themes.

We have seen collectors who focus on specific design patterns, colors or on a range of similar colors. Sets of mixing bowls are also popular, most likely because they nest together. Recently there was an individual who was looking for only the half-pint covered casseroles in different patterns. She was developing a consistently sized display that didn't take up a lot of shelf space.

There is, in fact, much to love about Pyrex. You can cook in it and it also looks good when it is used as a serving piece. The glass is durable and the color is, too, unless you wash it in a dishwasher. Additionally, my grandmother used a Pyrex measuring cup and a large Pyrex bowl to mix up batches of cookies. Who doesn't love cookies along with a dash of nostalgia?

Dave Emigh and his wife Jill are the owners of Shady Lawn Antiques in Walla Walla, WA, perfectly located in the 1870s wood frame creamery buildings that Dave's great-grandfather purchased in 1897. A professionally trained woodworker, Dave, along with his son Nick, specialize in the restoration of oak furniture. Shady Lawn, in its 25th year, has become a regional destination for oak furniture and is also known for a well-curated display of country, rustic and rare and unique "small" antiques. Glimpses of the ever-changing Shady Lawn inventory can be seen on Facebook and at www.shadylawnantiques.com

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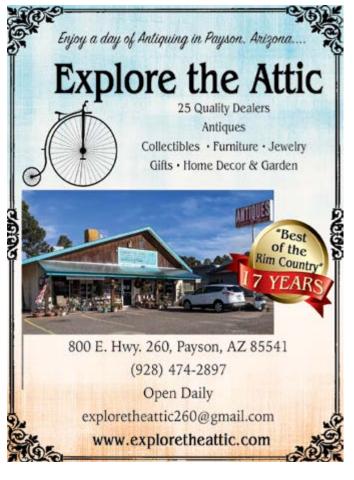
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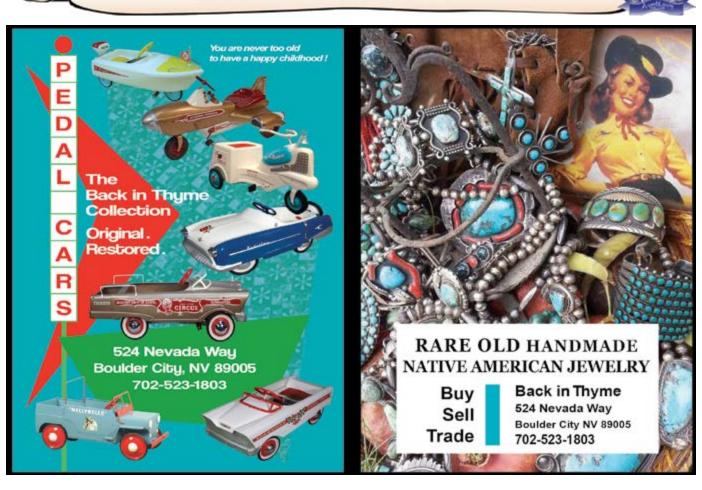
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Asheford Institute of Antiques Completes Buying Trends 2019 Survey

The **Asheford Institute of Antique's** latest results from its annual survey of top buying trends within the antiques, vintage and collectibles' marketplace was just released by the school. The Institute has been conducting the industry related survey on its graduates for over eleven years and uploaded its latest trending data on decorative arts sales for 2019 via a dedicated page on the school's web site.

Continuing with the theme from last year's survey, the questionnaire format focused on compiling and grouping information related to customers decorative arts buying habits over a twelve-month period. Strong interest from past readers looking for updates to previous years' polling statistics prompted the change in format construction of the survey in 2018, and again in 2019, to include even more detailed information regarding the popularity of specific buying genres within the antiques and vintage marketplace.

"We're continuing to ask questions that further redefine the best sales categories and practices for both antique and vintage dealers alike," said Charles Green, current Director of the Institute. "This involves providing our readers with as much relevant information as possible about the state of today's decorative arts marketplace as well as being able to show them what's actually selling in their geographic region."

According to Green, the number of poll respondents queried in the survey has also jumped year after year. He said, "In 2018, we increased the survey size by fifteen percent and this past year we've upped that number again by another ten-percent."

The school's Director believes the increase in respondents

continued on next page...

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We welcome your comments and/or suggestions about The Antique Register. Include a note with your drawing entry, send us an email or give us a call at 1-888-942-8950. We enjoy hearing from our readers

Asheford, continued from previous page...

has led to a more accurate representation of data sampling regarding the popularity of particular sales categories within the antiques and collectibles' marketplace. Green said, "The bigger numbers are simply giving us a more comprehensive picture of sales results."

Lead researcher for the survey Anthony Harper agreed with the Director's comments about the revised poll format. He reiterated that the main crux of the Institute's survey has always been to provide as precise an analysis as possible of measurable interest in current decorative arts trends. He went on to state that the key to getting meaningful survey results was based on receiving actual sales data alongside item-specific requests from buyers.

Harper, who has been instrumental in the development of the school's surveys for over a decade, says he's still amazed at how well the results of past polls have managed to stand the test of time. He said, "When we first started out, we weren't sure if we were reflecting actual overall market conditions or just a niche representation." However, since those first days, Harper explained that not only did the poll results reveal where the market was at but, more importantly, it often foreshadowed where it was going to be. "That was probably the most valuable piece of data we could have hoped for," he said.

While members of the school's research staff stress that the current survey being conducted is still based on a series of general questions and non-standardized statistical formulas, the results are nevertheless compelling when looked at in their entirety. Amber Shole, a research assistant on the school's polling team, said, "Sometimes when a trend gets going, it's hard to stop but this year that's exactly what happened." Shole says that a certain historical event surprised many industry insiders by skewing the statistics somewhat about halfway through the year. She said, "It was a bit of an outlier, so that was the shock, but once it picked up steam, it just kept on rolling.'

Of course, there are always going to be a few perennial poll favorites, like Mid-Century Modern and Automobilia but Shole notes that changes are continuing to brew. "There's definitely a sense that we're starting to turn the corner from the fullon modern motif towards something a little more subtle and subdued." And, while she admits that items from the mid to latter-half of the twentieth-century continue to be hot, she says that older more established areas of collecting are beginning to gain back some ground.

Stole said, "Thrifters and pickers are starting to look at Victorian items and we're also beginning to see a real uptick in the demand for more formal pieces from the Georgian period as well. If anything, 2019's poll clearly demonstrates that there is a new breed of buyer who is willing to step beyond the traditional collecting boundaries that have been a staple of the industry for the last twenty years. Whether or not this amounts to a tsunami of change or a trickle remains to be seen but, either way, it's a nice starting point for some old favorites."

Readers wanting to view the full results of the school's 2019 survey can find them online at: https://www.asheford.com/2019survey-results.html.

To learn more about the Antiques and Appraisal study program being offered by the Institute, contact them at: asheford@mail.com or visit www.asheford.com. You can also write the Asheford Institute of Antiques, 981 Harbor Blvd., Suite 3, Dept. 275MZ5, Destin, FL 32541-2525, or at their Canadian office at 131 Bloor Street West, Suite 200, Dept. 124, Toronto, ON M5S 1R8.

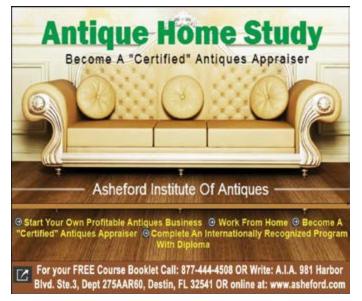
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