

Arizona's ANTIQUE REGISTER

Vol 25 - Issue 1 A Guide to the Antique, Vintage & Collectible Marketplace Jan-Feb 2021



*Celebrating the
New Year,
Welcome 2021!
Story on page 3...*



Arizona's ANTIQUE REGISTER

Your Guide to the Antique, Vintage and Collectible Marketplace • Established 1998

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The Antique Register was founded by Barbara Floyd

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Celebrating the New Year - Welcome, 2021!

by Barb Stillman, Publisher

It is safe to say that everyone is ready to ring in the New Year – 2021! Certainly 2020 was not what we had anticipated or even dreamed possible with nearly all aspects of our lives impacted. Among many other challenges, we have celebrated Covid-impacted birthdays, anniversaries and holidays in such a different fashion from the norm.

Often there is a letdown after the holidays. For me, this time of year is when I usually reflect on events of the past year and so I am looking for some redeeming value for 2020. The obvious would be more awareness about washing my hands, not touching my face, etc., —you know the drill. Once this pandemic is behind us, I will think to wear a mask when I have a cold or the sniffles out of concern for those around me. Being concerned and considerate of others has been a positive result of our current lifestyle restrictions.

Supporting small, local businesses is definitely a positive outcome of the pandemic that I hope will become a habit for all. Many of our advertising shops, malls and events have shared with us how their businesses have survived and some even thrived during the last year because of the support of local shoppers. Instead of spending their hard-earned money at a large box stores or mall, they have chosen to “shop local.” It is encouraging to see and it restores my faith in human kindness.

However, not all business owners are feeling optimistic as they watch their livelihoods slipping away causing them to feel alone and discouraged. A good New Year’s resolution is to patronize local shops. And, of course, we especially encourage

Continued on page 6...

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The Collector's Corner

Pandemic Changes How People Shop

by Jim Olson

Over ten months now into the COVID19 pandemic of 2020 and we continue to adapt. Is this the “new normal” or will things go back to “normal” when it’s all over? Who knows? One thing is for sure, the pandemic has changed the way we go about our daily lives. How we shop for goods has been one of the major changes.

In March of this year, things were just starting to shut down. On March 14th, we held a live auction at Western Trading Post, here in Casa Grande, AZ. There was a large crowd of people in attendance and we joked about the possibilities of a shutdown and about how the Coronavirus would not last long. Many were laughing and joking about other parts of the country already shutting down.

However, over the course of the next week, the country actually went into serious shutdown mode. By the last week of March, we knew it was no joke and the uncertainty of it all would be with us for a while. We held an internal meeting and decided to make rapid changes. We basically shut our doors to public foot traffic and doubled down our efforts online.

As it turned out, April and August 2020 were two of the best months we have ever had for gross revenue. May, June, July and September were also above average. We credit that to being prepared for online sales and for adjusting quickly to that being our primary *modus operandi*. Of course, we are still adjusting daily and are learning what sells and what does not do as well during these rapidly changing market times. What are we seeing as good sellers in our area of specialty, which is Western Americana, guns and collectibles?

Harder to ship items are not selling as well unless they are higher end. We find the items that are easy to ship are the better sellers online. Although folks will still buy the fragile and difficult-to-ship items online, the lower end stuff in a given category does not do so well due to a higher shipping cost relevant to the item’s value. We are becoming very selective with items that do not ship easily unless they are the better kind of items for their class. Some industries have had to adapt differently than others, but one thing is certain—we have all had to adapt.

According to U.S. Department of Commerce data, during the first six months of 2020, consumers spent \$347.26 billion online with U.S. retailers, which is up over 30% from \$266.84 billion for the same period in 2019.

Comparatively, e-commerce sales during the first half of 2019 grew about 14% over the entire year of 2018. E-commerce has been growing steadily since the 2000s began. However, if you read the department’s press release dated August 18, 2020, and do a little math, what is interesting is that, in the first 6 months of 2020, online sales accomplished about five years worth of growing compared to what would have been expected had the pandemic not hit. And, remember, the first two months of the year were pretty much “normal” so most of that growth occurred in a four-month period. E-commerce has exploded in a way no one could have predicted.

Although there is much uncertainty in the economic markets, folks are definitely spending more online than ever before. There are several reasons for this. The first is, it is safer. Social distancing is definitely in play when ordering online. Convenience is another. Many stores make it plumb inconvenient to shop in person right now. Not that they aren’t doing what they

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believe is right to help prevent COVID19 from spreading, that is not the point. It’s just a lot of people find it both safer and more convenient to shop from the safety of their homes.

Another unintended side effect of shutting things down and having much of the population staying home is that people tend to spend less. Or rather, they spend less out and about. People working remotely from home are saving on the gas they are not using, saving on not eating out, saving on travel and

Continued on page 12...

Tucson's Guide

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Contact shops for current shop hours

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3. **Tom's Fine Furniture & Collectibles**
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4. **AZ Modern**
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5. **22nd Street Antique Mall**
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6. **American Antique Mall**
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7. **Tom's Fine Furniture & Collectibles**
4101 E Grant Road • 520-777-8188
8. **Antiques Etc.**
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9. **Adobe House Antiques**
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10. **Arte De La Vida**
37 N Tucson Blvd. • 520-398-6720
11. **Sunshine Shop Tucson**
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12. **Safe Shift Estate Sale/Resale**
4911 E. 29th St. • 520-603-3055
13. **Ignite Sign Art Museum**
331 S. Olsen. • 520-319-0888
14. **Patriot House Antiques**
5827 N N Oracle Rd. • 520-314-1779



Welcome 2021, continued from page 3...

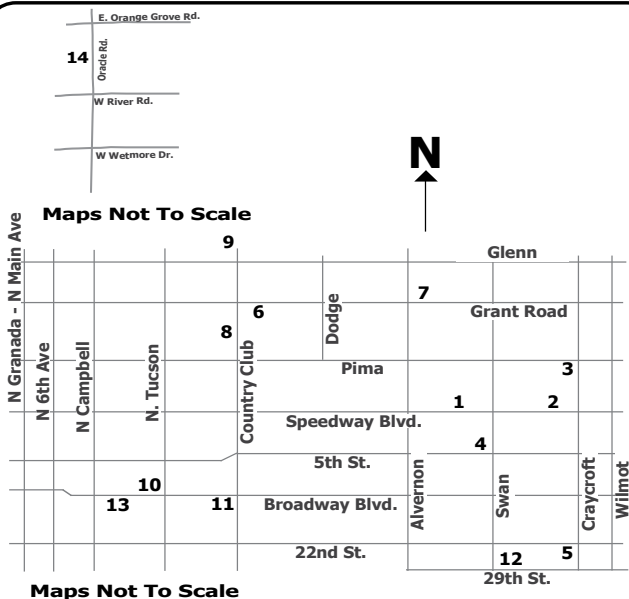
you to support the advertisers in *The Antique Register*.

'Shop Local' is often used to describe what were once called "Mom and Pop" stores. No matter the terminology used, it is important to remember that nearly all the shops, events and services in this paper are small businesses owned by your neighbors and friends. Plus, when you "Shop Local," you are helping your community's economy. Additionally, you may make a new friend or two along the way because we think we have the friendliest and most helpful shop owners ever!

As we say goodbye to 2020 and the challenges it brought into our lives, *The Antique Register*—along with its large "family" of advertisers and readers—looks forward to the New Year to see what 2021 will bring!

We want to thank our advertisers who, for twenty-three years, have brought each issue of *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 for providing this newspaper! They love to hear from you and so do we. Drop us a note or email us at antique@barlomediamedia.com. We have a contest each issue where one lucky reader will be 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!

Whatever your traditions might be for ringing in the New Year, *The Antique Register* hopes that 2021 is a year of good health, happiness and prosperity for all!



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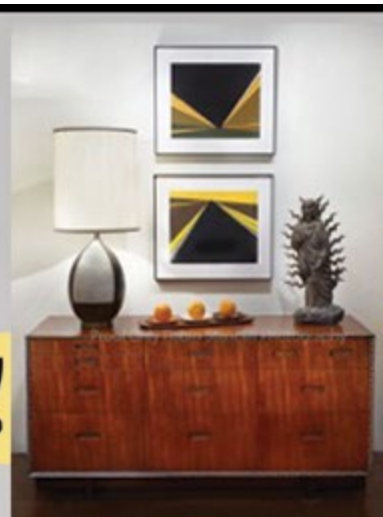
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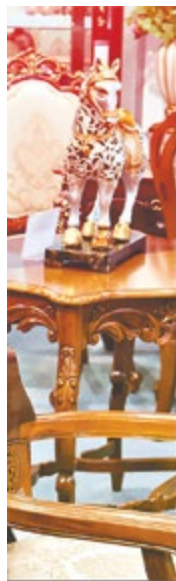
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Pandemic, continued from page 5...

vacationing, etc., etc. They are spending less in traditional ways but are spending more online instead.

Another factor that I believe has come into play over the last several months is stimulus money. Most folks in the U.S. got at least \$1,200, whether they needed it or not. Many received much more in various forms of stimulus money. Of course, some were in great need and the money was used for surviving, but a whole bunch of others counted it as a windfall and promptly recirculated it on things they had been wanting to do or buy.

Other changes to the way goods are being purchased include things like curbside pickup and home deliveries. Many businesses have had to adapt on the fly and implement services like this in order to stay open. The most successful retailers at the moment are implementing various combinations of all of the above.

What does this mean for those of us who are dealers and collectors? Ask yourself, do you think those billions of extra dollars being spent online right now (instead of in person) are just going to revert back to the "way it was" if this whole thing

continued on next page...

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Pandemic, continued from previous page...

ends tomorrow? I don't think so.

As a dealer, if you haven't already implemented some kind of online strategy into your business—start. Start now. We realize some things are harder to sell via e-commerce than others, but everything can be advertised and presented online, at the very least.

Those who are biding their time, waiting for things to “get back to normal” kind of remind me about the old story of the Horse and Mule dealer in the early 1900s who kept saying, “This automobile thing is just a fad. Folks'll be back once they figure out how expensive those things are—and the novelty of it all wears off. It'll go back to normal 'fore too long.”

Twenty years ago, would you have thought JCPennys would be filing for bankruptcy? If a retail giant like that, who had been in business since 1902, can go down because they failed to adapt quickly enough to the modern age—anyone can. Retailers must pay close attention to their customers, and these days, customers are finding it more convenient than ever to sit at home while browsing an even greater selection of products online than ever before.

Jim Olson is a published author, historian and co-owner of Western Trading Post, a historic Trading Post in Casa Grande, AZ, that traces its roots back to 1877! Learn more at WesternTradingPost.com. © 2021





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soforthandwhatnot.com WE HAVE MORE EXCITING NEWS!!!!

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Cowboy Collectors Gathering Sale In Prescott Valley on January 20th

The **15th Annual Cowboy Collectors Gathering** will be held on Wednesday, January 20, in Prescott Valley. The Western and Native American Antique and Collectible Show is in a new, more sizeable location at Findlay Toyota Center, 3201 N. Main Street.

Show Day hours on Wednesday are 9 a.m. to 5 p.m. with admission of \$5.

For the first time, an Early Entry opportunity will provide a chance to shop early! A \$25 two-day pass is available for shopping on Tuesday, January 19, from 10 a.m. to 4 p.m., while dealers are setting up—plus it includes admission on Show Day as well!

Dealers from across the country will showcase top quality authentic antiques from the American West offering Western Collectibles such as: spurs, bits & bridles, saddles, chaps, hats, hitched horsehair, horse gear, mining, gambling, Native American jewelry, beadwork, baskets, rugs, pottery, advertising, Western fine arts and much more! "Mining Collectible" dealers will be set up as well.

Findlay Toyota Center is a large facility with plenty of space for social distancing and masks are mandatory both days. The Center offers food and beverage concession by Gabby's Grill.

Learn more at cowboycollectorsgathering.com; on Facebook and Instagram or email theprescottshow@gmail.com, or call 928-517-1142, 928-517-1442 or 310-874-7233.

Upcoming Event - January 2021

31st Annual Mesa Old West Auction

January 22-23, 2021

Friday preview 9am – 5pm

Saturday 9am – auction end

Delta Phoenix Marriott Mesa

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www.oldwestevents.com

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Superior Chamber of Commerce

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Cowboy**

**Mining
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- Spurs
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- Saddles
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Fine Art
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Items



- Gambling
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- Rugs
- Pottery
- Baskets
- Bead Work
- And Much
More...

SHOW DAY: WEDNESDAY, JAN 20, 2021

\$5.00 Entry, 9AM-5PM

EARLY ENTRY: TUESDAY, JAN 19, 2021

\$25 Entry (Shop while dealers set up) • 10AM-4PM

FINDLAY TOYOTA CENTER

3201 N. Main St., Prescott Valley, AZ

Website: cowboycollectorsgathering.com

Email: theprescottshow@gmail.com

Contact: 928-517-1142 | 928-517-1442 | 310-874-7233



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

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Saturday, Feb. 27th, 2021 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

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Giveaway Winner from November-December Issue

We have one giveaway winner from our last issue.

Merry Gordon from Litchfield Park will be sent a \$25 Gift Certificate to be spent at her favorite Antique Register advertiser, **Camelback Antiques** in Phoenix.

Merry wrote, “They have an eclectic collection of genuine antiques and vintage fun, with everything from deco jewelry to antique photos, to vintage sewing patterns!”

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*. We wish everyone a very happy New Year!



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Those Were The Days!

Where Did All the Price Guides Go?

by Jay Mark

Kovel's, Warman's, Wallace-Homestead, Schroeder's (pronounced shray-derrs), Miller's, "Official Guide." In their time these antiques & collectibles price guides and others, including dozens of guides to specialty subjects, were the "bibles" used to determine values.

It seemed that many people just couldn't make a decision about buying or selling without first consulting their favorite guide. Or, in some cases, the one that would give the most favorable price. Which led some to question, if they were all considered so accurate, why did they frequently differ in value of identical items?

More interested in results, few questioned the credentials of the editors or contributors to the guides. As new editions were released each year, we would order them by the case. Dealers and collectors couldn't get their hands on them fast enough. We would sell out in the first month or two and have to reorder.

Oh, how times have changed. Once the hottest sellers, some of the most popular general price guides have faded into obscurity. Why is that? What happened? How did these "reliable" sources

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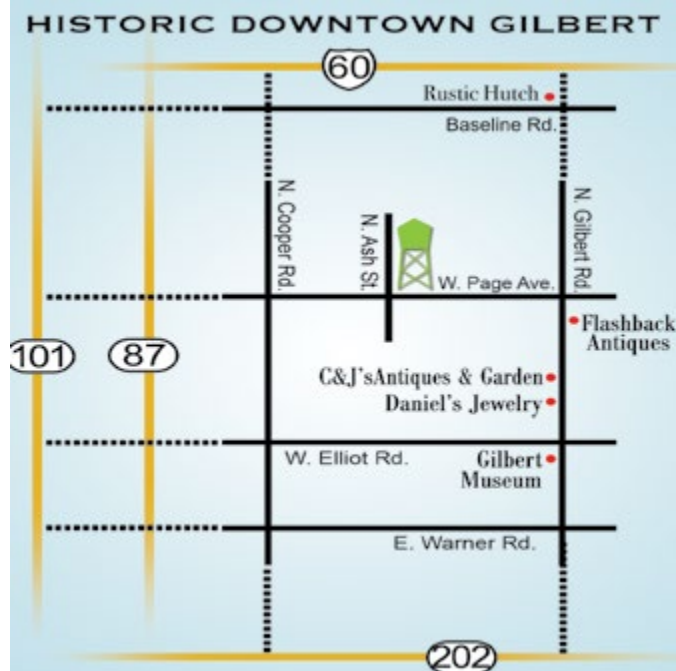
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Price Guides, continued from page 30...

of values go the way of the dinosaur? And what, if anything, replaced them? The answer is multi-faceted.

One reason for change lies in an evolving demographic. For the last two decades overall interest in antiques has declined. At its peak, Baby Boomers (1946-1954) dominated the antiques and collecting market. And still do, but their numbers are declining.

Some Gen Xers (1965-1975) followed in their parents' footsteps and evinced a passion for collecting. But Millennials (1981-1996) and those who have come after generally seem to be no longer bitten by the collecting bug. Or the desire to accumulate things from the past.

Technology is another reason that print price guides have gone nearly extinct. The Internet has been the greatest agent of change. With the debut of eBay in 1995, sellers found a worldwide audience. And buyers had much greater access to what they were seeking rather than having to visit individual shops, or the antique malls that began proliferating in the 1980s.

With eBay, people could now see a range of prices for similar or identical items. Print guides usually showed a single price or average. It was the first nail in the coffin that did in the print

price guide.

A second influencing factor was a television program spun off from a ragingly popular British show that debuted in 1979 at the peak of the modern era of antiques collecting—the *Antiques Roadshow*.

As soon as the American version arrived on PBS in 1997, the U.S. *Antiques Roadshow* rose to the top of the network's viewership. And has remained there ever since. Its audience is surprisingly diverse.

In an interview with *Collector's Weekly*, executive producer, Marsha Bemko, who has been with the program since 1999, explained, "In reality,



In the heyday of antiques in the '60s, '70s and '80s, most dealers had dozens of price guides (updated every year) on their shelves to aid in evaluating their items. Photo: AuctionZip

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Price Guides, continued from previous page...

we know that half of our audience is over 50 and we skew slightly female, probably 55-45. The exciting thing is we have almost 10 million viewers a week. So, with that amount of people watching us every week, with maybe half of them under 50, that gives us an audience of roughly half-a-million viewers under 18."

Bemko went on to explain why the *Antiques Roadshow* attracts a younger audience. And the answer was unpredicted. "So, we have collectors watching. We also have non-collectors. The college students who intern with us say that they play certain kinds of games while they watch our show. Drinking games, things like that, guessing games, all kinds of games. So, we have college kids.



The golden era of modern antiques collecting was supported by dozens of antique price guides – some good and some pretty bad – to assist dealers and collectors “determine” the value of antiques and collectibles. Collage: Jay Mark

"We know this from stories and we know this from our demographics. We know that people are watching so they can make sure they recognize a very plain-looking Navajo chief's blanket when it's in a yard sale. And we know we have people watching to make sure that they don't put their rare Navajo blanket in a yard sale for 50 bucks."

From that, we discover the younger viewers just don't have the innate urge to collect like their parents did. Which leads us to wonder about the future of antiques and collecting. History can never go away. Aging starts with each passing second. Things disappear from the marketplace, but ultimately prove of interest to someone.

On the Roadshows that compare values from initial appraisals to today, we discover something that no one thought would ever happen during the collecting heyday. More often than not, values are declining or, at best, staying the same. The era of constantly rising across-the-board values is no longer—except for a few very high quality and desirable items.

This is not the first time we've seen a falling-off in collecting. Before the 1960s, when a resurgence of interest in antiques and collecting spread across the nation, true "antiques" were considered to be the domain of the upper class.

And they were defined as those items produced prior to the Industrial Revolution. Anything later was deemed to be nothing more than "second-hand." That left the door open for durable, artistic and fascinating artifacts of some age to be initially purchased for very little and successfully introduced by creative decorators—leading to a more than three-decade boom in collecting.

Now that the antiques market is not as competitive as it once was, the need for price guides has diminished. Or at least been supplanted by information we can glean online.

I feel fortunate to have lived and worked during the golden era when the antiques business thrived and provided so much excitement and enjoyment. Am I hopeful for the future? Absolutely. But just like with the coronavirus pandemic, a "new normal" will emerge. What that will look like, I am just not sure.

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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*Rinker on Collectibles***Old Black and White Photographs - Where Does the Value Reside?***by Harry L. Rinker*

Attics are an endangered species. Many modern homes are built without functional attics. Modern homes that do have attics allow access through a hole cut in the ceiling of a walk-in closet and/or garage. A homeowner is blessed if: 1) there is a fold-down set of steps; and 2) room to stand. Forget finding a finished floor on which to walk or temperature control.

My family lived with my grandparents Prosser at 717 High Street in Bethlehem, PA, from early 1946 to the fall of 1948. 717 High Street had a walkup staircase leading to a large attic that ran the length of the house. The front half was a full room with one side of the eaves petitioned off with doors. The back half was tall enough for a young person to stand and an adult to walk in a squat position. The eaves to the left and right were filled with trunks, framed prints, photographs, documents and an odd assortment of items ranging from discarded sleds, baby furniture and other odds and ends "too good to throw out" according to the Pennsylvania German mindset of my grandparents.

The High Street attic was a treasure trove. In addition to objects belonging to my grandparents, the attic was filled with discards from my mother, her seven sisters and two brothers. For someone with my curiosity, the attic provided countless hours of imagination and play and created memories that are as strong today as when first experienced.

My parents moved to 50 West Depot Street, Hellertown, Pa, in late fall 1948. My childhood home had no attic. Fortunately, my grandmother's sisters Annie and Naomi Knoble lived in the

Knoble homestead just two blocks up the street. It had an attic that I visited on occasion. I own a number of treasures from that attic.

During my professional career, I had the privilege of visiting hundreds of attics, mostly to review objects as part of a walk-through or written appraisal. Many contained the accumulation of multiple family generations with objects often dating back to the middle of the nineteenth century.

As the 20th century came to a close, the number of attics I visited decreased. Today, I am lucky if I visit one or two attics a year. More often than not, what was once housed in an attic is now located in a garage, basement or storage shed.

Attics traditionally were the graveyard for old black and white family photographs—some framed, others in albums and most loose and individually stored in a variety of boxes ranging from old candy boxes to shoe boxes. By the time I rediscover them, the current owner has little idea who the individuals portrayed in the pictures are or the location where the images were taken. The tendency is to collect them, put them into trash bags and send them to the dump.

Taking this approach is a rush to judgment. Some of these images have value, especially to specialized collections.

Before identifying those images that do have value, it is necessary to dispose of the vast majority of photographs known affectionately as "instant ancestors." They are the myriad of

continued on page 38...




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B & W Photographs, continued from page 36...

head and shoulder photographs of individuals and groups for which no identification is available on the front or back of who appears in the pictures. While these can be used to identify period clothing and hair styles, they are available in such a large quantity that they have little to no value to the average collector or the modern generation whose grandparents and great grandparents they may portray.

When the product of a professional photographer, many of the photographs contain the name and location of the photographer. A local collector might pay fifty cents to a dollar to add an example to a collection.

When the product of an amateur photographer, unidentified instant relative images are worthless. Many photographs exhibit a lack of depth of field, far too much background and other amateur photography faults.

[Author's Aside: If a picture is out of focus, discard it. Fading, tears and other defects can be corrected using today's computer software. Out of focus images are too costly to correct.]

When sorting through old black and white photographs looking for those that have some value (in this instance, "some" means fifty cents or more), here are some guidelines to follow:

1. The image must be sharp and clear. Using a magnifying glass, the magnification must enhance rather than blur the image.

2. When sorting through the instant ancestor pile, set aside those pictures that show the use of jewelry or haute couture. Ordinary clothing is ordinary. The same applies to ordinary jewelry. Look for the unusual.

3. Photographs showing an individual in work clothing, for example, a blacksmith or butcher, have strong appeal, especially if the individual is pictured in front of or inside a shop. The addition of information on the location of the photograph adds value.

4. Images of animals and individuals with animals have strong collector appeal. The keys are: 1) the animal occupies a major portion of the image; and 2) the type and breed of the animal is easily identified. Images of animals pulling wagons, especially children's wagons, sell well.

5. Images of children with toys, especially when being used in play, have strong appeal to doll and toy collections. Again, the doll or toy needs to be able to be identified specifically. Pictures of dolls and toys under a Christmas tree are a key secondary collecting category. Focus is critical, especially since the image usually needs to be enlarged to provide positive identification for the dolls and/or toys.

6. Early sport images, especially those dating before 1920, appeal to sport collectors. Team photographs that provide team information/location and names of players are highly prized. It makes little difference if the image is of a professional, semi-professional or high school team. Because the secondary market for these images is so strong, many images have been reproduced and mounted on period-like paper. Examine every image carefully before buying.

7. Interior images of eating establishments, factories, merchant shops and institutions provide historical documentation on how these institutions functioned. A slight premium is attached to value when workers are present. Interior images of business offices, such as the office of an accountant or lawyer, have less value. Interior images of homes that show the placement of furniture and furnishings, especially kitchens, are important studies of period decorating styles. Images from lower and middle class home are scarcer than those from upper class homes.

8. Town or street views appeal to local collectors. The smaller the town, the more desirable the view is a good general rule.

continued on next page...

B & W Photographs, continued from previous page...

Again, the buildings and storefronts need to be sharp enough to allow multiple magnifications.

9. Vehicle images, especially when the exact make and model of an automobile or farm wagon can be identified, are sought by farm and transportation collectors and owners of the full-size vehicle shown in the picture. The vehicle must stand alone. The addition of individuals blocking it is a negative.

10. School, church and other organization group pictures are of interest only if the location and date is clearly noted. A list of individuals in the pictures is a plus. Value rests with local collectors and individuals whose relatives are included in the pictures.

11. While military head and shoulder images have little value, those images showing identifiable weapons or field activities are collectable. The general rule is the more information known about the image, the greater the value.

These are the major categories within old black and white photography that can add value to an image. Vacation photographs, forgetting the standard lake, mountain and seashore views, is a secondary category.

In summary, these old black and white photographs appeal to crossover collectors, individuals who are more interested in the image pictured than any individuals associated with it. As to value, it varies depending on the information known and the potential buyer. Some historic images can exceed fifty dollars. Most sell for a dollar or two.

Harry L. Rinker welcomes questions from readers about collectibles, those mass-produced items from the twentieth and twenty-first centuries. Selected letters will be answered in his column. Harry cannot provide personal answers. Photos and other material submitted cannot be returned. Send your questions to: Rinker on Collectibles, 5955 Mill Point Court SE, Kentwood, MI 49512. You also can e-mail your questions to harryrinker@aol.com. Only e-mails containing a full name and mailing address will be considered.

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