

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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Sept-October 2023

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ANTIQUE REGISTER

Deadlines Schedule

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Edition Month 2023-24	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

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Welcome Fall, 2023

by Barb Stillman, Publisher

We may grumble and complain about the extremely hot temperatures this summer, but our saving grace is that we know Fall is just around the corner and we are ready to welcome it with open arms!

Because summers can be so long, and hot, here in the desert, we tend to hurry into Fall. Thinking of the glorious temperatures when we can enjoy being outside again, we can even overlook those lingering days of summer heat that creep with our Fall.

Through the summer months, the shops and malls have faithfully kept their shops open and have survived. They were there ready to help us brave souls that ventured out into the summer heat. Now is the time that these businesses will shine!

Filled with wonderful treasures, some that were gathered on shopping excursions around the country and even around the world, the businesses are ready to welcome you in to showcase their shops and malls. It will be exciting to see the new displays and hear of their adventures and new discoveries. Special Fall events have been planned both indoor and outdoor, exciting sales will be coming, anniversary celebrations and milestones to share, and all amidst the fun fall colors and decorations that help us celebrate the season.

It's an important reminder that nearly all the shops, events and services in this paper are small businesses owned by neighbors and friends. We encourage you to support the advertisers in **The Antique Register**. "Shop Local" is more than a catch phrase and it is one that means the world to the shops.

The 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@barlomedia.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. You can find the entry form on page 18. Be sure to enter the drawing and let us know who your favorite advertising shop is!

As we welcome Fall 2023, we want to thank all our hard-working advertising shop and mall owners along with their staff for bringing us wonderful adventures and exciting treasures each time we visit!

On behalf of all of us at The Antique Register, Barb

16th Annual

FALL FESTIVAL IN PINE

OCTOBER 7 & 8, 2023

SATURDAY 9:00 AM - 5:00 PM SUNDAY 9:00 AM - 4:00 PM

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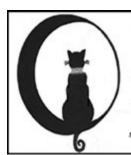
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Those Were the Days!

Dust Jackets - Uncovering the Real Story

by Jay Mark

Book Dust Jacket. Doesn't sound like something of much importance, does it? After all, it is nothing more than a paper wrapper created to protect a book from dust and dirt. Just something to toss out. Right?

Wrong! That would be a terrible mistake. In fact, in some cases the humble dust jacket needs more protection than the book itself. We'll get to the reason later. But first, a little about its history.

Initially hard book covers were created to protect the fragile paper contained within. When book covers were constructed of velum, leather, wood or other durable materials, a protective wrapper wasn't needed. If it was, then books were encased in an open-ended box or sheath.



The first known printed book wrapper appeared in 1830 to protect a now obscure title called Friendship's Offering. Bodleian Library – Oxford University

But by the 19th century, *Library – Oxford University* with ever-increasing literacy and more books being published with less sturdy covers like cloth or even paper, the first wrapper made its appearance.

**Continued on page 7...*



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Book Cover" was

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an innovation that

Dust Jackets, continued from page 5...

In the beginning technology kept dust covers rather plain. Color lithography, color screen printing and half-tone printing had yet to be introduced. Besides, wrappers had just one purpose - protect the book within. That resulted in the jackets being discarded. Today that makes them rare and can give them a very high collector's value.

Many 19th century books had very elaborate covers with expensive ornamentation like gold-leafing, embossing and expensive leather or delicate silk. Further, gilding was often applied to the edges of a book. Protecting these expensive books led to plain paper coverings, much like we would use to wrap a

With the addition of flaps that were folded inside the cover, a book could be read with the wrapper on. The first documented book protector dates to 1830. The delicate silk covers of a rather obscure title called Friendship's Offering were wrapped in a paper jacket with simple text identifying the contents.

The 19th century was ripe for change. Greater literacy led to increased publishing. In the years following the Civil War, there was a sea-change in paper manufacturing. The introduction of acid-paper made production much less expensive. Illustration printing techniques began to replace labor-intensive wood cuts, engravings and lithography. Screen printing allowed for the increased use of illustrations in books, magazines and newspapers.



First editions of Ernest Hemingway's second book The Sun Also Rises. The book on the right sold in 2006 for a mere \$168. The one on the left, with its rare dust jacket sold at advertising for the auction in the same year for the enormous sum back of the jacket of \$42,000.

Live Auctioneers and PBA Galleries via was the first of its Jasper 52

Lewis Carroll (Alice in Wonderland) may have been the inspiration for modern dust jackets. In 1876, prior to the release of his *The Hunting of the Snark*, Carroll admonished his publisher, Macmillan & Co. - London to print the book title not only on the front, but also on the spine of the wrapper; so that it could be easily read on the shelf. And also keep the tome in a "cleaner and more saleable condition."

With the 20th century approaching, and the cost of printing becoming less, publishers began to turning their thoughts from just protecting books with wrappers to marketing and advertising.

Realizing that colorful graphics, advertising and promotion could be easily printed on bright, glossy paper covers, they began leaving many of the hard book covers plain. Often artists were commissioned to create eye-engaging book wrappers. Suddenly, "dust jackets" as they became to be called were worthy of retention rather than tossing out.

You know the adage, "don't judge a book by its cover"? Some believe the first appearance of the phrase came in the 1860s when many books in a personal library were all bound

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alike. The expression really came into popular use when it appeared in the 1949 book *Murder in the Glass Room*, by Lester Fuller and Edwin Rolf.

By then, dust wrappers had become a so ubiquitous part of a book, and often eye-catching, but misleading, that they made it much more difficult to discern the volume's contents.

Value: Unless they are rare, very early examples or needed for wrapper-missing books, dust jackets have little value on their own. But, when attached to say a 1st edition book? WOW! Take this outrageous example from two auction houses. In 2006 Live Auctioneers sold a 1st edition of Ernest Hemingway's The Sun Also Rises (published in 1926; his second novel), for a modest \$168. Only 5090 copies were printed. On the other hand, in the same year, PBA Galleries sold an identical 1st edition, but with a rare 1st edition dust wrapper for an unbelievable \$42,000! Now, does that get your attention?

A good book: To explore more of the history dust jackets, look to Nineteenth-Century Dust Jackets by Mark Godburn, published in 2016 by Oak Knoll Press & Private Library Association.

Continued on page 8...



18401 N. 32ND STREET, PHOENIX, AZ 85032



Dust Jackets, continued from page 7...

Hint: First, and foremost, before reading a book, always remove the dust jacket and place it in dry, light excluded space so that it stays in pristine condition. The most effective way to protect a potentially valuable dust cover is with an acid-free, archival, mylar dust wrapper cover. They are inexpensive, enhance appearance and can substantially add to a book's value. They are available from a number of library suppliers like Brodart, Gaylord, and of course, the omnipresent Amazon. They come in various sizes and formats to accommodate any dust wrapper. Some are also made to protect hardcover books without wrappers.

The bottom-line is don't think lightly of dust jackets. Like toys and other objects that survive with their original boxes and packaging, dust jackets can substantially enhance the value of an otherwise ordinary book.

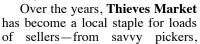
Virtually an antique himself, Jay Mark, is a half-century antiques business veteran and historian who owns Those Were The Days!, an online specialty bookstore. He also teaches, lectures and frequently writes about antiques and history. Reach him at jaymark@twtdbooks.com © 2023

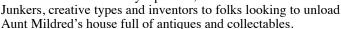
WWW.THIEVESMARKETVINTAGEFLEA.COM



Season Begins for Thieves Market October 7 in Phoenix

What began as a community flea market 12 years ago in the "dusty cowboy town" of Cave Creek has morphed into an old-school antique, vintage, handmade, art and exotic imports outdoor event that is now held in The Lot of Paradise Valley Community College on the first Saturday of the month from October to April. Paradise Valley Community College is located at 18401 N. 32nd Street, Phoenix.









Thieves Market is a hot shopping spot for crazy collectors, free spirited decorators, high-octane artsy treasure hunters and

weekend warriors! Be ready to dig and haggle at this flea known for its diverse selection of the "weird and wonderful." It's great fun and you never know what you'll find, such as vintage furniture, clothing, jewelry, tools, salvage, industrial and odds and ends. You name it and it's bound to be in the Market somewhere—and at a reasonable price! This is where dealers shop. And, keep in mind, it features local business owners.

The wonderful and wacky **Thieves Market** are held rain or shine from

8 a.m. to 2 p.m. Admission is \$5 at the door and kids, age 12 and under, are admitted free. Parking is FREE. As per Paradise Valley Community College regulations, no pets please.

Learn more, including vendor info, at ThievesMarketVintageFlea.com. There are lots of photos, reviews and comments at https://www.facebook.com/thievesfleamarket/ and info on Instagram. You can also email: info@thievesmarketvintageflea.com.



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Rinker on Collectibles

Mother's Recipe Boxes

by Harry L. Rinker

When cleaning out the Rinker family house at 55 West Depot Street in Hellertown, Pennsylvania, following my mother's death on September 24, 1978, I found two metal recipe boxes filled with the recipes my mother used. My mother used these from the time she married my father Paul in October 1931 until her death. As I thumbed through the recipe cards, I remembered eating almost all of those meals, often on multiple occasions.

I kept the two recipe boxes. Throughout the years, I have used one or more of the recipes whenever I needed a reminder of the good life that I had during my time growing up in Hellertown (1948-1962). I consulted my mother's stewed rhubarb recipe several times this past summer. I no longer consult it. I memorized it.

When asked about my parents, I tell people they were products of the Depression and World War II. I could easily add that they were basic. Although firmly middle-class, they led a conservative, traditional life. My father was a meat and potatoes man. He liked what he ate well cooked. I did not know it was possible to eat steak rare or medium rare until I entered college.

Until the arrival of TV dinners—a concept my father found fascinating and my mother distasteful—and frozen food, my parents had a vegetable garden behind our house. Mother believed in "fresh." Our house was a regular stop on Aunt Verna's egg route. Aunt Verna and Uncle Kermit raised chickens and had a peach orchard located off Route 29 just south of the bridge over the Green Lane Reservoir on Route 663. Our meats came primarily from a local butcher whose "meat truck" made West Depot Street one of its weekly stops. Local farmers' markets and farms supplemented our fruits and vegetables. Mother shopped the local Acme store more for household rather than food products.

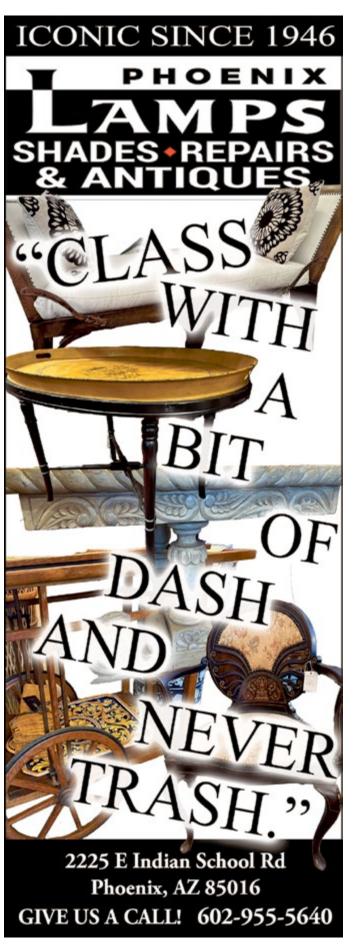
Mother was a canner. As fruits and vegetables came into season, Mother purchased them by the bushel basket. I spent many hours cutting off the ends of string beans and shelling lima beans. The canning section of my mother's recipe box contained recipes for canned beets, beans, corn relish, lima bean relish, fruit and stewed tomatoes. Pickled string beans and cucumbers were a winter favorite. Two of the recipes contained a notation in the upper right corner "Mrs. Grube's." The Grubes were the parents of my Aunt Verna's first husband. I own the Grube family tall case clock that was passed down to the eldest daughter on the day of her marriage. I will save that story for a later column.

My mother had nine siblings; the oldest and youngest were sons with eight sisters (one of which was my mother, the second oldest) in between. Her mother Elsie Prosser (Grandma Prosser) was a fabulous cook. My family lived with Grandma and Grandpa Prosser at their home at 717 High Street from 1946 until we moved to Hellertown. My dad worked at Bethlehem Steel's Sparrows Point Shipyard south of Dundalk, Maryland, during World War II. The family moved back to Bethlehem when the war ended.

Do not let the name Prosser fool you. My grandfather was of Welsh descent. My grandmother, Elsie Knoble Prosser, was Pennsylvania German to the core. The High Street meals were textbook Pennsylvania German cooking—little wonder many of the Prosser family members trended toward the hefty side.

Grandma Prosser made certain her daughters knew how to cook. Mother's sisters were Vera, Ruth, Sue, Marie, Jeannette, Loretta and Doris. All seven names appear in the upper right

Continued on page 17...





Every End is a New Beginning

Audrey's, located in the Shops on Cave Creek Road shopping center, has a big announcement and they are incredibly happy to share this news. It's an end to one chapter of their business but a new and exciting beginning to a new chapter. We will let the Audrey's family tell you in their own words.

After twelve and a half years, the time is right for the **Audrey's** family to close their brick-and-mortar shop.

As our doors close, a new adventure will begin as we set up a booth next door at **Everything Goes**. This is now where you will find **Audrey's @Everything Goes!** When you are looking for your Jolie paint and IOD products, our space in **Everything Goes** will be the place to shop. You won't be able to miss us! You will see our space right as you walk in the door.

We will be teaching our painting classes there in this space and have plans to bring more classes out into the community. If YOU are interested in a class at your location,

Continued on page 15...





Car Show, last Friday of the Month Starting October 2

The Shops on Cave Creek Road 11649 N. Cave Creek Rd., Phoenix AZ



Remember to support your Local Small Businesses



Audrey's

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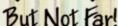


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Find the entire paper ready to download as a pdf, or you can read each article individually and see galleries of photos from our featured shops.

Our webstie is easy to read on your laptop, tablet or phone. Making it even easier to take The Antique Register with you!



Be sure to visit our interactive map!
You can search for advertising shops and find them on an easy to read map!
It's the perfect way to plan your next day trip!



Audreys, continued from page 12...

please reach out to us at Audreysinaz@gmail.com. We are excited to morph our offerings and begin to collaborate with other small businesses in the Phoenix area to offer creative classes. If you are looking for a personalized special event class, please contact us. **Audrey's** is really looking forward to new ways to get creative with Jolie Paint and IOD classes in a variety of spaces. Think of it as Audrey's classes on

wheels!

Custom painting services will continue to be a huge focus now in this new chapter and you will be able to make design appointments with Erin to help you with your own DIY projects.

Our lovely vintage floral neighbor, **Sweetpeas and Sage** will be moving into the **Audrey's** space. This will expand their business into an incredible and visually appealing shop with all their vintage

items and beautiful, fresh flowers.

Although the brick-and-mortar part of **Audrey's** will be gone September 30th, you will still be able to find us at the new space inside **Everything Goes** and through our social media pages - @Audreyshopaz on Instagram, Facebook and TikTok. Keep your eye on our email blasts! We will also continue to send out emails when we have updates, classes schedules and more, so be sure to sign up for our email notifications. You can also follow our updates and journey online at Audreyshopaz.com where we will have information, class schedules and soon, an updated Jolie Paint online shop.

We are looking forward to this new chapter and finding new and creative ways to serve our customers, friends and community that have supported us over the past twelve and half years. Thank you for being a part of our dream!

Love, the Audrey's girls

The Shops on Cave Creek Road is where you will find Audrey's, Everything Goes, Sweetpeas and Sage, My City Salvage, Tattered Nest and Halo Thrift Boutique located at 11649 N Cave Creek Road in Phoenix. Check the ad on the next page 15 for each shops' hours.



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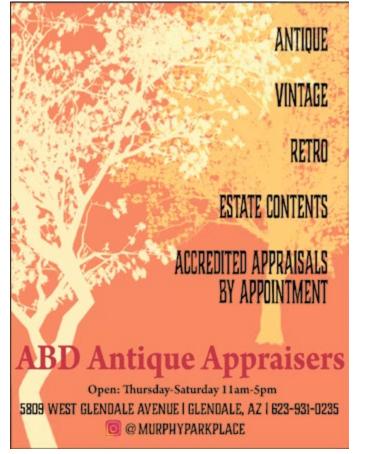
2023 EVENTS HISTORIC DOWNTOWN GLENDALE

9/9 - 19TH ANNUAL TEDDY BEAR DAY

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Recipe Boxes, continued from page 11...

corner of recipes in my mother's recipe box. Just thinking of Aunt Ruth's and Aunt Jeanette's macaroni and cheese recipe still makes me drool. Coming home from school to find a note from my mother stating my parents would be out and I was eating at Aunt Jeannette's, who had made macaroni and cheese for dinner, was a trip to heaven.

[Author's Aside #1: My son Harry Jr. experienced my mother's and Aunt Jeanette's macaroni and cheese. I tried to cook it on several occasion but only came close. Harry Jr. worked on it until he got it exactly right. The key is the blend of cheeses that must be bought from a cheese shop or at a farmer's market. No grocery store cheese cuts the mustard. When I visit Harry Jr. and he offers to cook, I always insist he make the family macaroni and cheese recipe.]

My mother and father came from large nucleated families. I grew up with a wealth of great aunts (most of whom were great cooks) and uncles, second and third cousins and extended family connections through marriage. On multiple occasions, I accompanied my cousin Dudley Kortright to his grandparents' dairy farm located near Stroudsburg, Pennsylvania. We often stayed overnight. To claim we ate well is an understatementwe dined liked royalty. Farm to table in those days meant from The Farm to its own table.

Although mother had a number of specialties, my favorites were her pies. Recipes ranged from the traditional Pennsylvania pies, such as apple tart (Grandma Prosser's recipe), custard, milk pie, and Shoofly (wet bottom only, please) to pumpkin chiffon, my favorite. Mother and her sisters rolled their own crusts using their Aunt Myrtie's recipe. The crust was rolled thin and baked light and flakey. When I make a piecrust, I use the same recipe. It is an old fashion recipe calling for sifted flour. I still sift flour only because it seems the right thing to do.

It has been a while since I turned to my mother's recipe box to recreate some of my favorites. As I write this, Linda and I are less than three weeks away from heading to our Altamonte Springs, Florida, condo. I am not taking my mother's recipe boxes with me. I have made a note that, when we return north to our Michigan home in late April, I am going to select a dozen of Mom's recipes and make them.

[Author's Aside #2: Second thoughts just set in. I put Aunt Continued on page 21...

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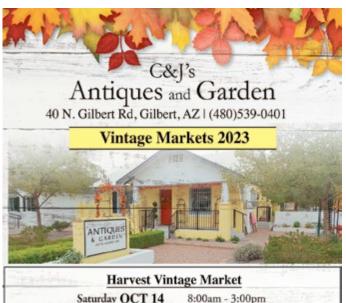
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Recipe Boxes, continued from page 21...

Myrtie's piecrust recipe and Mother's Pumpkin Chiffon filling recipe on the copier. I am taking them to Florida.]

Should you wish to try your hand, here are the recipes:

Aunt Myrtie's Pie Crust (makes 2 large and 1 small crust)

3 cups sifted flour

1 teaspoon baking powder

1 teaspoon salt

1 cup shortening (Crisco – do not use anything else)

7 tablespoons water

Sift flour with salt & baking powder. Cut 1/2 of shortening real fine with blender and the other half of the shortening coarse. Take fork and add water. Keep stirring until in a lump. The less handling the better. Roll out on a floured pastry cloth.

Mom's Pumpkin Chiffon Pie Filling (1 pie)

1 envelope Knox Gelatin

1/4 cup cold water

1 1/4 cup canned pumpkin

2/3 cup milk

1/2 teaspoon ginger

1/2 teaspoon nutmeg

1/2 teaspoon cinnamon

1/2 teaspoon salt

1 cup sugar, used 1/2 cup at different times

3 eggs separated – yolks and whites used separately

To slightly beaten egg yolks, add 1/2 cup sugar, pumpkin, milk, salt and spices. Cook until thick on very low heat. Soften gelatin in cold water. Add to hot pumpkin mixture, mix thoroughly and cool. When it begins to thicken, fold stiffly beaten egg whites and the remaining 1/2 cup of sugar. Pour into

Continued on page 29...









East Valley's Guide

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103rd Birthday Celebration for Fannie McClendon at Main Street Antique Mall September 23

Mark your calendar - Fannie Griffin McClendon will celebrate her 103rd birthday in September and **Main Street Antique Mall** in Mesa will have a big Birthday Celebration complete with birthday cake on Saturday, September 23rd starting at noon. Everyone is invited and you won't want to miss this opportunity to meet Fannie, eat a slice of birthday cake, shop at her booth and celebrate with her.

Fannie has been an antique dealer in Phoenix for decades and was the owner of The Glass Urn in Downtown Mesa for many years. Still to this day she stays active with a booth in **Main Street Antique Mall** in Mesa and has been there since the mall opened in 2010. Fannie has an interesting history all her own that her former fellow shop owner Michelle Sereghy of **Michelle's Antiques** thought our readers might like to know. We agreed and here is Michelle's tribute to a unique and special person:





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Still living a vibrant life that makes a difference, Fannie McClendon has become quite a legend and deserves to be recognized for her courageous achievements.

After the December 7, 1941, attack on Pearl Harbor, Fannie and a group of girlfriends attended a Women's Army Auxiliary Corp (WAAC) recruiting drive and they all decided to enlist. The WAAC had no idea what to do with five Black women and they were turned down. The ladies contacted their representative and on August 11, 1942, Fannie began her military career. Trailblazer that she was, during World War II Fannie was a member of the 6888th Central Postal Directory Battalion. It was the only all-Black, all-female battalion overseas. The group was nicknamed "Six Triple Eight" and their motto was "No mail, no morale."

"We had an important job to do. Our soldiers in Europe

weren't getting their and packages letters delivered. There was a backlog of two to three years. And mail is the thread that keeps our service members connected to their families back home." Fran said. "Our battalion was determined to bring some cheer and hope to our soldiers. We worked round-the-clock, seven days a week and in three months cleared up a backlog of millions



of pieces of mail." After World War II, Fannie joined the Air Force where she met her late husband, Roy "Mac" McClendon.

As a young Black woman, Fannie pioneered the path for others to follow, always the perfect example of love and respect for all to see and admire. She served a total of 26 years in the military during World War II, Korea and Vietnam, achieving the rank of Major.

Fannie, or "Grif" as she was called then, is the last remaining member of the Six Triple Eight. This group of brave women served during WWII in England and France. In 2021 they were awarded the Congressional Gold Medal. This medal is the highest expression of national appreciation for distinguished achievements and contributions.

Completing her military career, she and Roy moved to Phoenix to embark on a career of antiquing and hunting treasures from the past that they valued so much. The couple opened their first shop in Downtown Mesa in the 1970s. Determined as she was—and still is today—Fannie became an entrepreneur in the world of antiques and vintage collectibles of all kinds.

Loved by many, Fannie continues to inspire people as a Historian and Educator. She loves sharing her life's stories with others. Many of her loyal customers have spent time with her and have encouraged her to write an autobiography of her life for others to also share and enjoy!

Main Street Antique Mall is located at 7260 E Main Street, Mesa. For more information call 480-924-1122 or follow them on Facebook and Instagram.



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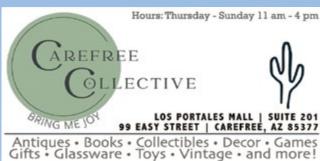
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Recipe Boxes, continued from page 21...

previously baked pie shell. Chill thoroughly in refrigerator. If desired, add thin layer of whipped cream spread over pie before serving.

"Rinker on Collectibles" usually is written in a stream of consciousness style. I have an idea, I start to write and let the idea take me where it will. My original intention was to write about my holiday cookies experience, a rich family tradition involving my mother, her sisters, great aunts and family friends. I shared this story in the past, which is probably why this column took a somewhat different direction.

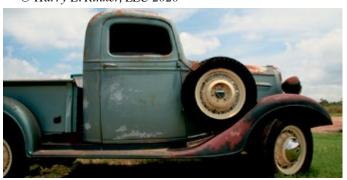
It also explains why my favorite cookbooks are church, organization and other types of fund-raising cookbooks featuring recipes submitted by individuals associated with the groups. If you ever encounter the eBay cookbook, you will find one of my favorite family recipes in it.

What happened to your parent's recipe book? Do you have a recipe box story you would like to share? Email me at harrylrinker@aol.com.

PS: If you have your mother's or grandmother's recipe box and the kids do not want the recipes, send them to me. I appreciate their value.

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 harrylrinker@aol.com. Only e-mails containing a full name and mailing address will be considered.

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Giveaway Winner from July – August Issue

We have one giveaway winner from our last issue. Gina Carlotta of Tucson will be sent a \$25 Gift Certificate to be spent at her favorite Antique Register advertiser, **Speedway Antique Mall** also in Tucson. Gina told us this is her favorite advertiser because, "There is something for everyone here. The booths are so adorable. Vendors bring new items regularly. Love when I see items that are nostalgic and remind me of my childhood."

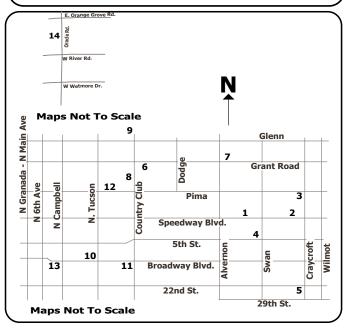
We love hearing from our readers about how they enjoy *The Antique Register* and use it to hunt for great finds, interesting items and special events. In this issue, there is another \$25 Gift Certificate giveaway so be sure to enter and tell us where you pick up the paper. Remember to take a copy with you if you travel in and around Arizona this fall!



Tucson's Guide To Great Antiquing & Collecting

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- 2. Speedway Antique Mall 5045 E Speedway Blvd 520-327-1200
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The Original White House Cookbook

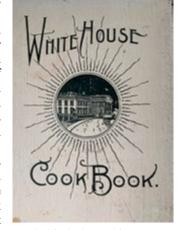
by Rachel Greco

The Original White House Cookbook was initially published in 1887. It was written by Fanny Lemira Gillette, who had no previous ties to the White House. The book was so popular that, by the 1899 edition, Hugo Ziemann, who served as White House

Steward from 1889-1891, was listed as an additional author.

Still in print today, though updated many times, *The White House Cookbook* was geared towards sharing all matters of recipes, remedies, etiquette and the running of a household with American cooks. It has always been seen as a best seller and essential cookbook.

Gillette, herself, was nearly sixty years old when she wrote the book. With the addition of Ziemann, the book began to show pictures of First



Ladies, glimpses of what happens behind the White House doors and articles about such things as seating arrangements for a Presidential dinner. It included how glassware should be arranged on the table and what to put in ladies' corsages.

Continued on page 38...



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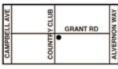
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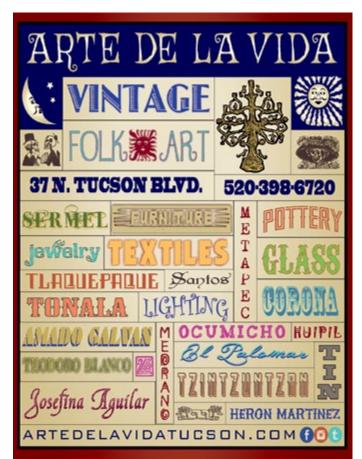
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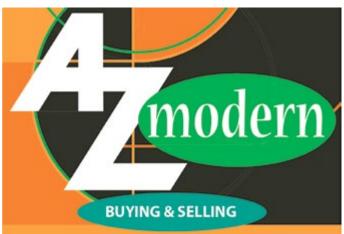
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Collector's Corner

To Auction or Not To Auction

by Jim Olson

At Western Trading Post we believe, "If you want to find out the true value of something in today's market, put it in a well-advertised, well-attended auction and you'll discover it." Auctions provide the quickest way to gauge current market conditions. However, auctions may not be suitable for everyone. Are they the right choice for you?

Auctions have been used for centuries as one of the oldest forms of selling property. They offer a fast-paced and exciting environment. Moreover, auctions provide transparency, allowing participants to understand the current market dynamics. Attending an auction with a good number of attendees is not only a great opportunity to socialize and network but it also provides entertainment value at no cost. Nonetheless, the question remains: "Are auctions suitable for me?"

Let's briefly examine the seller's perspective. Sellers who choose to sell at auction benefit in several ways. They know when their property will sell and can anticipate when the proceeds will be paid. Auctions are one of the fastest ways to move products or property. Additionally, sellers have the advantage of exposing their items to a large number of prospective buyers, with the auctioneer handling the marketing and other details. Sellers can also find comfort in knowing that auctions create a competitive marketplace, attracting multiple prospective buyers who compete to establish a fair market price.

For buyers, there are several advantages to consider. Auctions provide an opportunity to purchase items at a fair market value based on actual selling prices, rather than asking prices. Buyers often have multiple choices available in one location, simplifying the purchasing process. Furthermore, buyers can be confident that sellers in auctions are motivated to sell, saving valuable time by avoiding sellers who are merely fishing for a specific price. In the case of online auctions, bidders can conveniently participate from anywhere and remain anonymous if desired.

According to a study conducted by the National Auctioneers Association, over half of the total U.S. population has attended a live auction, with many considering them an exciting way to secure deals. The study also revealed that most people are willing to travel an average distance of 1.3 hours to attend an auction. Since auctions are open marketplaces with willing participants, they treat all parties involved in a fair and equitable manner.

However, it's important to note that auctions may not be suitable for everyone. Some buyers find it challenging to control themselves at auctions, experiencing "auction fever" when bidding on desired items. These individuals often bid excessively in their determination to win and later regret paying too much. For people with this tendency, an online or absentee approach may be more suitable. By determining a predetermined price limit for a particular item and leaving a "max bid" online or with the auctioneer, buyers can avoid getting caught up in the excitement of the moment and exceeding their budget.

Some sellers may worry that their property won't fetch a satisfactory price at auction. However, it is essential to recognize that, in most cases, sellers can realistically only expect to receive a wholesale price for their items, anyway. For example,

Continued on page 39...

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Victoria's Attic Antiques, 69930 CA Hwy 111, Rancho Mirage 760-202-4500 • www.victoriasatticantiquemall.com



White House, continued from page 32...

Recipes by First Ladies, including Martha Washington and Mary Todd Lincoln, and menus for special occasions, such as Grant's Birthday and Washington's Wedding, made an appearance.

While the title of White House Cookbook suggested that this book was strictly a cookbook, different editions of the book covered a variety of subjects. There were instructions on proper housekeeping of its day. And, in addition to more



than 500 recipes, the book provided advice on such things as butchering and carving meats, recipes for lotions, salves and cleaning products, plus information on table manners and proper etiquette.

It can be said that Fanny Gillette was the Martha Stewart of her day. And while she sold hundreds of copies of her book, her son King C. Gillette, went on to attain even greater achievement and success in 1901 as the inventor and manufacturer of the Gillette disposable razor blade.

Rachel Greco owns Grandma's Attic in Dallas, Oregon. A quilt historian and avid reader, she gives talks on needlework and their connection to women today. She also hosts Grandma's Quilt Club, a monthly quilt class where participants collect quilt block patterns, learn about quilt history and make new friends. https://grandmasatticquilting.com.

Auction, continued from page 37...

if you approach a dealer to buy your item, they will likely offer a wholesale price to account for their overhead expenses and desired return on investment. While consigning items to a gallery or consignment shop may yield a full retail price, this process often takes much time, and the seller generally pays a commission of 40% to 60% for the service. Meanwhile, at auction, you may not always receive the full retail price, but most personal property auctions charge commissions ranging from 15% to 30% (less for higher-value items), resulting in a net profit at the end of the day similar to other selling methods.

It is always advisable to work with an auction company that has a solid reputation and earns your trust, as is the case with any business. Although most auctions operate fairly, there are dishonest individuals in every industry. Even generic online platforms, such as eBay, can be manipulated by unscrupulous sellers. Unfortunately, cheaters will always find ways to cheat, so it's best to just avoid them if possible. While the majority of auctions are reputable, it is crucial to conduct thorough research to ensure you engage with a trustworthy company.

We leave you with a few peculiar occurrences witnessed at auctions. For instance, spouses bidding against each other for the same item while not sitting together. Occasionally, individuals attempting to drive up the bid for nefarious reasons and accidentally end up winning an expensive item they did not really want (karma at work). Certain bidders adopt quirky habits to playfully challenge the auctioneer, such as trying to wait until the last second to raise their hand and place a bid. Others do so by subtly making minimal movements, like raising a finger or eyebrow to bid. Some bidders engage in games with fellow participants, like bidding on the same item as another bidder just because that person is bidding.

While there are numerous amusing anecdotes about the unexpected events at auctions, it's best for you to attend one and experience it firsthand. It's an experience you will not forget.

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

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