

Antique Quarterly

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NORTHWEST ANTIQUE CENTERS



VOL. 23 NO. 3

WINTER 2008

A season to remember...

Vintage Wares Attract Gift Shoppers

There was a time when our antique malls were empty during the weeks before Christmas. Our busiest week in December was the week after Christmas when the collectors converged on our malls. However, every year we experience an increase in gift shopping, making December one of our busiest sales months.

While shopping malls and big box stores continue to be the most popular venue for gift shopping, customers tell us that they often prefer the unique finds in our antique malls. Their reasons are varied.

Many customers comment that at regular shopping malls "everything is the same;" others complain that "everything is imported."

Because shopping malls and big box stores sell what's "new" and "now" and our antique malls offer products of the last hundred years, its easy to see why customers find more variety in antique shops and malls. Because the United States and Europe were once manufac-



Popular Holiday Season brooches include Jannette Jewelry (ca. 1950-1996) tree, Paul Sargent 1930s silver and rhinestone brooch and Weiss pre-1971 tree.

turing regions, our shops feature glass, china, pottery, toys and textiles made right here as well as abroad.

In recent years we have seen an influx of "green" customers. These customers

are concerned with sustainability. Purchasing used goods is an act of conservation. These customers understand that appreciating, keeping and taking care of
(Continued on Page 6)

Come Celebrate Schoolhouse 20th Anniversary



Lafayette Schoolhouse, home to 100 antique dealers, faces Highway 99West in Lafayette, Oregon

Anniversary Celebration, Friday - Sunday, Nov. 7th-9th Open House, Special Sale

The old schoolhouse is celebrating twenty years of operation as a 100 dealer antique mall. Today, each of the eight classrooms is filled with antiques and vintage collectables. The basement includes three rooms of estate furniture. And, next door the Works Progress Administration (W.P.A.) built auditorium is filled with antique furniture from England, Belgium and France.

The Lafayette Schoolhouse was built in 1910. For many years it was known as the "new" schoolhouse because it replaced an earlier one built in 1874. The Schoolhouse is the largest wood-frame structure in the town of Lafayette and one of the few remaining two story, wood frame schoolhouses in the state of Oregon.

Lafayette has a rich history. It is the first settlement in Yamhill County and one of Oregon's oldest towns. It was settled because of a nearby power source, the falls on the Yamhill River. In 1847 Lafayette was designated as the county seat of Yamhill. During the 1850s Lafayette was a significant trading center that boasted two post offices and a courthouse that seated 100 people.

With the coming of the railroad, the Yamhill River ceased to be a major
(Continued on Page 6)

How to Start a Collection....

Jefferson Glass Offers Case Study

Economic downturns provide two stimuli for the hobby of collecting, leisure time and a value orientation. So now, like in past Recessions we are seeing more new collectors cautiously making antique purchases.

It is common for customers to ask, "How does one go about starting a collection?" Or my favorite, "What makes this one so much more valuable than that one?" To answer these questions I will share with you my own experience. Recently, I decided to collect Jefferson Glass.

Every collection begins with an attraction to something. In the case of Jefferson Glass I was attracted to designs that boldly embodied an era. Jefferson Glass reflects the industrial revolution's ability to provide elegant things to ordinary people.

I appreciate things that combine skilled craft and machine work. Jefferson glass bowl molds are complex, with three side parts and a footed base part. The ruffled, ribbed or freeform edge rims are hand-worked. The opalescence is created by the careful blending of color.

I look for companies that can be readily identified, that have history. I like companies where design and production, both craft and machine, are under the same roof

Usually, when I come across something of interest, I purchase one example.



Opalescent glass produced by Jefferson between 1900 and 1906 include the above green ribbed vase and "Astro" pattern bowl.

In the case of Jefferson Glass, I purchased three pieces in an antique mall in Olympia. The pieces ranged in price from \$30 to \$50. I then did a little research.

At the Collectors Bookstore in Centralia Square I found "The Standard Encyclopedia of Opalescent Glass," by Bill Edwards & Mike Carwile. The book gave a brief history of Jefferson Glass, and provided pictures of two of my pieces and listed the pattern names for all three pieces. My white opalescent Astro pattern and Ruffles and Rings

footed bowls were produced in 1905 and 1906. A price guide at the end of the book values the bowls at \$30 to \$40 each.

Jefferson opalescent glass was produced from 1900 until 1907. Founding president Harry Bastow, and sales manager George Mortimer had been previously associated with Northwood Glass. The factory was located in Steubenville, Ohio. Frank and John Fenton were also associated with Jefferson Glass. In 1905 the Fentons opened the Fenton Art Glass Company which continues to operate
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Special Guide:
Match your collectable gift with a fully illustrated reference book.

See Page 7

Like the stock market, the antique market shows ... Signs of Capitulation & Opportunity

John Regan

A decade ago, I wrote in this column that antiques were not a good investment. I said that collecting was a hobby to enjoy. Antiques were fine to use, display and appreciate, but socking away boxes of antiquities didn't make any sense.

I wrote that article when prices seemed unsustainably high and quality inventories were scarce. Today the opposite is true. And I find myself snatching up "bargains" and packing them away because right now I think antiques are a great investment.

Stock market investors describe "capitulation" as that point where investors despair and sell stock "throw in the towel." It's the point where selling reaches a fever pitch and stocks are dumped. Investors debate whether the recent stock market declines represent capitulation or a sign of even bigger declines to come.

Although the antique market lacks the organization of the stock market, the psychology seems pretty much the same. There are points where antique dealers and collectors despair and liquidate stock at bargain prices. The key sign of capitulation is when dealers start selling special inventories that they have obviously been saving for years.

The irony of capitulation is that even when despair permeates a market,

when stocks and collectables are being liquidated at fire sale prices, there are buyers. What is capitulation for one side of the market is opportunity for the other side.

Recently, on one of those days when the Dow Jones was down 700 points, I purchased 1,000 shares of General Motors. I thought "Wow, I can own a 1,000 shares of General Motors for less than \$5,000." Sure, auto sales are tanking and GM is buried in debt... but "what a deal."

No sooner had I made the purchase than an old friend called to ask me if I felt she should liquidate her entire stock portfolio. I wasn't sure what to say. But, I thought "Here I am, starting to get back into the stock market at exactly the same time that a good friend wants to get out."

In the antique market and in the stock market the signs of despair are growing. Maybe General Motors will go bankrupt rendering my stock worthless; maybe the value of those antiques that I have been storing will evaporate. But, the way I see it is that by entering the market when it is down, my downside risk is limited.

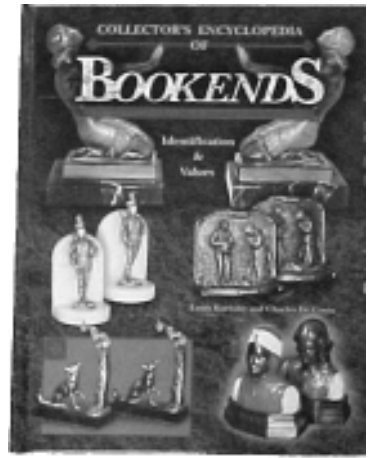
During recent months we have seen some real bargains in antiques. We have also seen the quality and selection of our inventories improve dramatically. It may be capitulation for some. But, the way I see it... this is an opportune time to begin collecting, even investing in quality antiques.

Book Review

Collector's Encyclopedia of Bookends

Bookends are one of those areas of collecting that encompass both the functional and artistic. Not only do they serve a duty, but they can also serve as a beautiful element to one's home decor. The "Collector's Encyclopedia of Bookends: Identification and Values" by Louis Kuritzky and Charles De Costa is published by Collector Books and has more than 300 pages of full color pictures, an expansive index, a marks section, and a well organized preponderance of vintage bookend styles and genres. The pictures are divided up by motif, including military, monkeys, Shakespeare, Western, nautical, felines, children, Arabian, Egyptian, penguins, nude, and many more.

In all, there are more than 55 categories of bookends with illustrations and descriptions for every set of bookends shown. Also included is an exceptional introduction to some of the early manufacturers of bookends, such as Bradley



and Hubbard, Chase, Hubley, Frankart, and Rookwood. The book also goes a bit deeper by discussing some of the most famous sculptors, artists, and designers who ever tried their hand at producing bookends.

Some of the priciest bookends pictured in the book were produced by Gorham Metal works and seem to sell for \$800 to \$10,000+ for rarer sets. "Collector's Encyclopedia of Bookends: Identification and Values" is available in any of our three mall bookstores, or online at <http://myantiquemall.com>, for \$29.95

Myantiquemall.com

Troubles Beset eBay

As the largest Internet auction site experiences a crisis in confidence, smaller niche on-line retailers are stepping in to pick up the slack. Where once eBay was the bastion of on-line Mom and Pop stores, its system has now become too anonymous, corporate and biased to truly represent its smaller sellers. New management, new paypal rules, and new guidelines about leaving feedback have frustrated a significant portion of their users. Many of eBay's small sellers are

Tim Regan

moving to Amazon or other more specialized websites.

This growing exodus has forced eBay to lay off 10% of their global staff and has led to a general decay in the number of smaller honest sellers. Consequently, the auction arena on eBay has become even more littered with reproductions, stolen goods, and flat out fraudulent listings. A cookie jar club newsletter had this to say about the vintage cookie jar

(Continued on Page 6)

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Antique Collectors Downsize in Style

Over the past half century almost everything has gotten a little bigger. The 15-cent McDonalds hamburger grew into a Big Mac. The 1500 sq. ft. 3 bedroom two bath house grew into a 3500 sq. ft. McMansion. Whether it's television screens or the dishes off which we eat everything is bigger.

The idea that bigger is better seems to be based on the assumption that satisfaction grows as the scale of consumption increases. Now this assumption is being questioned. Some folks are asking "How much is too much."

When it comes to dinnerware, dollar stores and department stores have not got the message. Most new dinnerware has been "super sized." New dinner plates are 11 to 13 inches in diameter compared to the traditional 10 to 10.5 inch plates.

People who want the traditional size dinnerware are keeping their old sets rather than purchasing a new one. They scour antique shops and malls for replacement pieces. Others are searching for traditionally sized sets that are complete.

Popular replacement dinnerware ranges from the handpainted patio dinnerware by Franciscan to the 1940s era transfer patterns of Homer Laughlin and the modern patterns of Russel Wright. Complete dinnerware sets in traditional sizes are often found in Noritake and Staffordshire.



New Plates from Crate & Barrel measure 12" in diameter. 1940s era plates from Franciscan measure the traditional 10.5" in diameter.

Why are people looking for traditionally sized dinnerware?

Possibly it relates to a trend away from highly processed food products toward natural and organic foods more rich in vitamin and minerals. Maybe it reflects the reality that our population is getting older and does not need to eat so much.

Whatever the rationale, the desire to downsize seems to be helping the antique market in several areas. For example, furniture.

With an eye toward economy and energy efficiency more people are looking to scale down the size of their homes and

the size of their furniture.

Supersized furniture fills Macy's Homestore showroom and Costco's seasonal furniture displays.

The furniture may look just fine in a suburban McMansion. But lifting those crudely carved, overscaled dining room chairs can make vacuuming a real chore.

While double beds are unlikely to replace queen size, bedroom and dining room furniture in walnut and mahogany from the 1940s are high in demand.

Whether dinnerware or furniture, while downsizing may be trendy, the appeal of traditional craft, quality and design should not be underestimated.

Holiday Home Tour



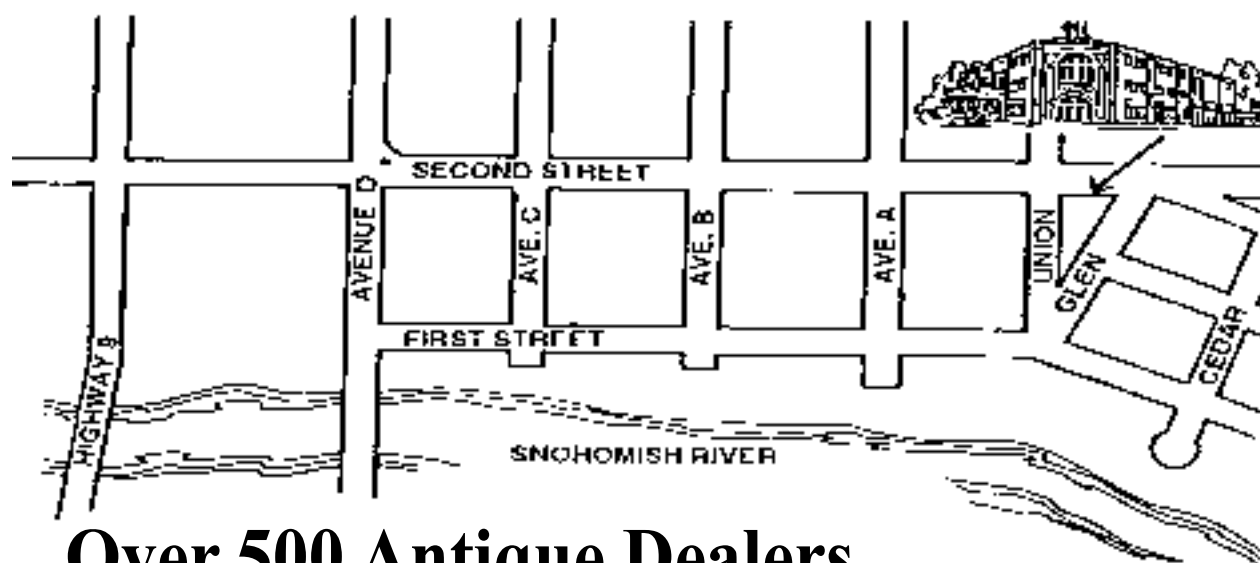
"This Old House" magazine June 2008 issue recognized the Edison Historic District in Centralia, WA as one of the best places to own an old home.

Mark your calendar for the 9th Annual Visiting Nurses Foundation "Dickens of a Christmas" Centralia Holiday Home Tour on Saturday, December 13, from 1 pm to 8 pm. Six lovely homes in Centralia's historic Edison District will be featured on the tour. Built between 1900 and 1920 the homes on this year's tour are why "This Old House" magazine named Centralia as one of the best places in America to own an old home. The magic of Christmas will sparkle among the antiques, décor, renovations and restorations of these gracious homes.

An example of one of the historic homes that guests will be touring is The Oscar and Evelyn Nelson home, ca. 1912. This home was built in the Dutch Colonial style. Mr. Nelson was a partner in the dental practice of Nelson and Nelson. Mr. Nelson was also Mayor of

(Continued on Page 6)

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Collectable Gift Ideas . . .



Elephant on Wheels
Cast iron Bank by
A.C. Williams of Ravenna,
Ohio. Ca. 1920
\$345

Toys were first mass-produced as the result of the industrial revolution. In the late 19th century, toy banks were made of cast iron. Later toys were made of tin then plastic. The elephant on wheels incorporated the introduction of the automobile with earlier cast iron technology. During the 1930s wind-up tin plated toys became popular. Our 1954 MG is friction operated.



MG TF two seater roadster
Tinplated body, friction operation.
Manufactured by Bandai of Japan.
\$90

"Uncle Sam"
Original, uncirculated, pre 1960 wood apple box label.
\$18.



Paper labels and magazines evoke another era. Apple crate labels are strikingly vivid, embellished with memorable themes ranging from the patriotic to tranquil agricultural settings – lending themselves as conversation pieces and décor. Life magazines are popular stimuli for recalling another time, maybe an anniversary or a birth date.



Life magazines from 1930s through the early 1970s in stock. August 16, 1954 edition, \$20

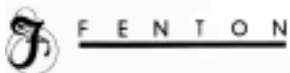


Walt Disney
"Cinderella" by
Duchess Doll Co of
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"Tree of Life" hand painted milk glass by Challinor & Taylor of Pittsburg, Pennsylvania. Ca. 1880s. \$110

Glass manufacturing took on an artistic flair between 1880 and the turn of the century. Glass ceased to be mostly clear crystal. Color was introduced. First, milk glass, an opaque milky white glass was popularized by the tree of life pattern shown above. Later Northwood introduced a translucent to opaque opalized glass. An example of opalescent glass in the "Spanish Lace" pattern introduced around 1885.



Finger Bowl by Northwood in "Spanish Lace" pattern. Canary opalescent, vaseline glass. Ca. 1885. \$79



Goebel "Puppy Love" artist signed and numbered 229 of a limited edition of 1000. Ca. 1985 \$24

Collectors use such phrases as "signed and numbered" to describe limited edition lithographs and figural art. The phrase "mint in box" or "M.I.B." refers to commercial products that have never been used and are in their original box.



"Maggie & Jigs" salt & pepper hand-painted, Japan \$110

Salt and Peppers were the novelty product most associated with imports from Japan after World War II. They were almost always hand-painted, often highly detailed. They were often sold as souvenirs and today remain a source of nostalgia for many collectors. Some Salt and peppers like our Maggie & Jigs are highly valued.

"Washington State" souvenir salt & pepper shakers, hand-painted, Japan. \$10



Novelty items were made in Europe before World War II. German bisque, half dolls and whisky bottles are popular among collectors. The German egg above may have been used to explain to small children where babies come from.



"Where Babies Come From" German bisque hand-painted egg. Ca. 1900s \$79.50

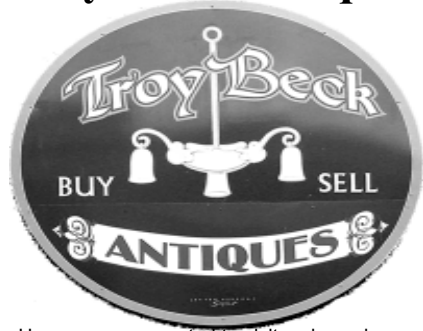
Sterling silver "Victoria" pastry forks by Wallace. Ca 1900 \$150



"Pickle Caster" By Middletown, with white opaque swirl glass insert. Ca. 1890, 11 in. \$325

Sterling silver is an alloy containing 92.5% pure silver and 7.5% other metals, often copper. Sterling was popular during the 19th century for minting coins and making flatware. With the commercial introduction of electroplating during the last quarter of the 19th Century, silver was applied to less expensive, more rigid metals. The pickle caster was one of the most popular silver plated products of that period.

Troy Beck Antiques



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Sevres hand-painted, gold decorated with gold overlay, porcelain box. Signed Mclmp de Sevres. \$550



Covered boxes from Sevres, France and those of Ludwig Moser of Karlsbad, Czechoslovakia are among the most highly sought after, especially those made in the 19th Century. Over the years highly decorated glass and porcelain boxes have been made to hold trinkets, jewelry, powders and even cigarettes.

Moser, hand painted, enameled dresser box. 5 in diameter \$425



"Waterfall Clock" designed by John Lane Hancock of Master Crafters Clock Corp, Chicago, Ill. Ca. 1950s. 11 in. \$85

For locations of these items, contact:
Star Center Mall (360) 568-2131,
Centralia Square (360) 736-6406 or
Lafayette School (503) 864-2720

Coaster set by Everlast "Handforged" hammered aluminum. Ca. 1950s. \$27.50



Victorian Shell Cameos
 Left to right:
 3 diamond, 14 K
 ca. 1920 \$825;
 15 diamond,
 ca 1900 \$675;
 ca 1860 \$750.



Jewelry and accessories for women often attract attention. Large carved shell cameos, accented in diamonds and set in gold were popular in 19th and early 20th century. Popular too, were colorful beaded handbags with ornate clasps and chains made by Whiting & Davis and Mandalian from 1912 through the 1930s.



Enameled Mesh Purse by Mandalian Mfg. of North Attleboro, Mass. Ca. 1920s 1930 \$165

Steuben Vase 6" ca 1920s \$1,200



Prominent among American art glass producers are Tiffany and Steuben. Both produced glass art with an iridescent or "Aurene" finish, most commonly in gold. More rare is "blue aurene" finish pictured above. Under the direction of Frederick Carder, Steuben produced colored glass through the early 1930s. Contemporary Steuben is clear crystal.

Tiffany Signed "L.C." gold aurene salt, \$325



Victorian plate, flowers were hand painted on Bavarian blank, \$27



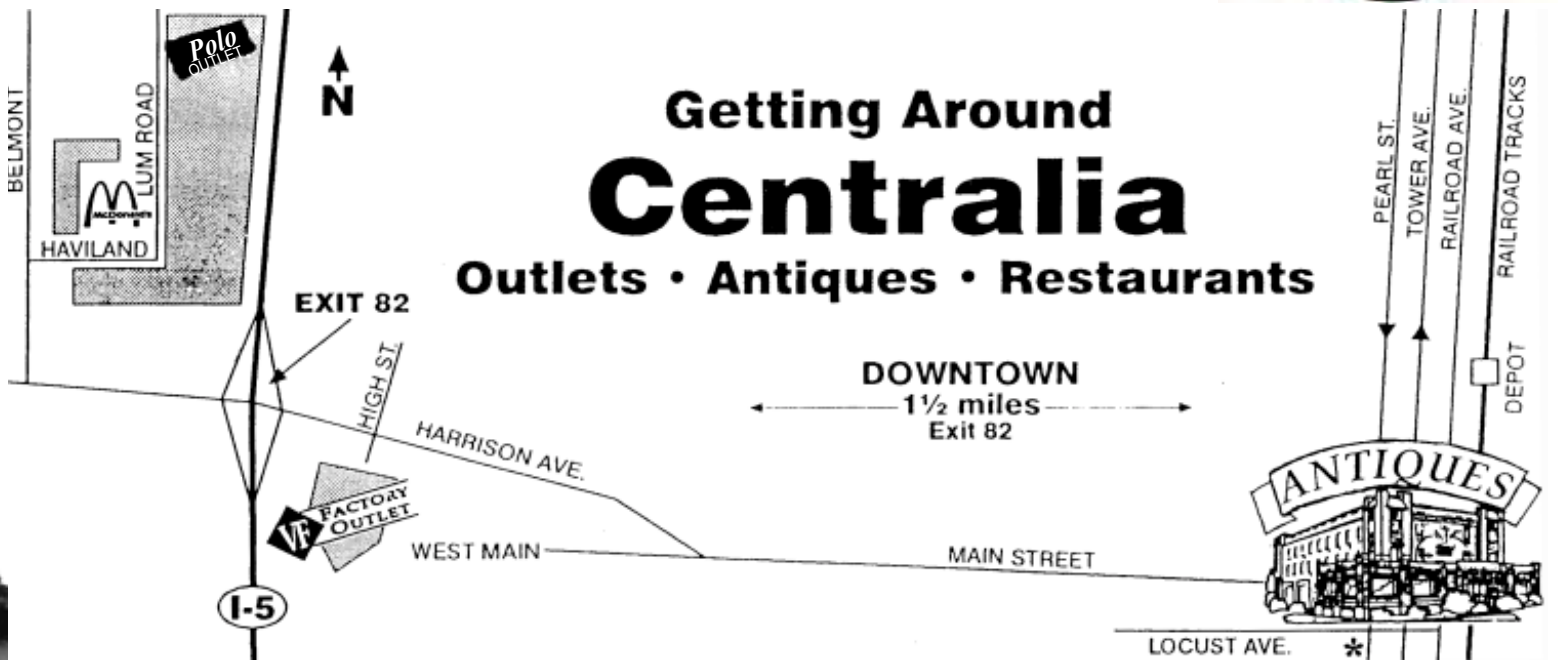
A popular pastime of the Victorian era was hand painting floral and other subjects on blank porcelain plates. Although the quality of the painting varied, attractive plates can be found at reasonable prices. Commercially painted plates date back several centuries. Quimper pottery began production in France more than three hundred years ago.

Staffordshire "Grandma's Hope" 11" \$155



Staffordshire is a district in England where pottery has been made since the early 19th Century. Production of hand-painted portrait figures began around 1840 and continued until the turn of the century.

Quimper French faience hand painted portrait plate of a Breton in typical local costume. Ca. 1960s \$30



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Vintage Wares Attract Shoppers From Page 1

what we have can maintain the quality of our lives.

Customers often comment that "they don't make things like they used to." Whether it's the machine work on a Stanley block plane made in England or the degree of translucence in Irish Belleek china, differences between "old" and "new" are readily observable.

The things that customers purchase as gifts range from luxury brand names like Tiffany, Steuben and Baccarat to functional housewares like Pyrex and Griswold skillets. While gift purchases in antique shops are usually carefully chosen for the recipient, we have tried to outline some ideas for gift giving in the centerfold of this issue of the Antique Quarterly.

eBay Problems & Opportunities From Page 2

selection on eBay: "Dishonest dealers, with as many eBay user IDs as there are days in the week, are offering counterfeit, or reproduction, cookie jars on eBay without disclosing that the jars are copies. Unsuspecting buyers are buying the fakes, more knowledgeable collectors and dealers are throwing up their hands in despair, fearing that the values of prized jars will plummet."

This is all bad for eBay (and collectors in general) but encouraging for more specialized websites like our own www.myantiquemall.com which has seen increased traffic and sales as eBay fails to protect its users. It remains to be seen if the continuing staff at eBay will figure out how to return to a business model valuing the authenticity of its merchandise, the reputation of its small sellers, and the integrity of its listings. Until then, the little sellers that were so important to the success of eBay, are moving on to where honest business can be done.

Jefferson "Fluted Bars & Beads" was produced in 1904.



Jefferson Glass

From Page 1
today.

Having purchased several pieces and done a little research, the question now became "Is it worth collecting?" Here, I look at other collectable glass in the market. Generally, opalescent glass is highly desirable. Fostoria's 1970s era "Heirloom" opalescent pattern has leaped in value during the last five years. And while the market for Victorian glass may be considered weak, Fenton continues producing Victorian era inspired glass art that commands much higher prices than Jefferson Glass.

My conclusion is that Jefferson Glass is one of those once popular areas of collecting that has been dormant. I can see lots of opportunity here for collecting. I would especially recommend the footed bowls made from complex four part molds. These designs cannot be economically reproduced. Simply put, that 100 year-old hand worked art glass can be found for under \$50 suggests that Jefferson Glass offers real value to new collectors of Victorian opalescent glass.

If you are planning to start collecting, your best investment is a book. On page 7 of this issue of the Antique Quarterly we have matched items from the inventories of Centralia Square with the related reference book. Chances are good that the Collectors Bookstore has a book dedicated to your area of collecting interest.



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Lafayette Schoolhouse

20th Anniversary

From Page 1

source of commercial transportation and Lafayette went into decline. In 1887 the county seat was moved to McMinnville, a railroad center. Locks were constructed on the Yamhill River in 1900 in order to entice commercial transportation, but it was too late to rekindle development in Lafayette. The locks transported their last vessel in 1954.

Today, Lafayette is probably best known for its location on Scenic Route of Highway 99 West. It is the center of Oregon's Wine Country. It is also a stop-



Next to the Schoolhouse is Rick's Antiques, an importer of quality European furniture.

ping off place for leisure travelers between the Oregon coast and the Portland metropolitan area. And with the development of Lafayette Schoolhouse antique mall combined with nearby antique shops and malls, Lafayette and Yamhill county have become a destination for antique collectors.

Centralia

Holiday Home Tour

From Page 3

Centralia. The Nelson family continued to reside at the house into the mid-20th century. The house retains much of its original design and the property also contains one of the finest intact carriage houses in the Edison Neighborhood. It still has a hay door to the alley and sliding entrance doors. In 1976, Sue and Chuck Masters purchased the home. They consider their home a "family" home and are very proud of the work they have done to maintain this historic home.

Another house is a bit of a mystery as to who first built this Queen Ann style home. But in 2005, Michael Ropka and Kindra Engler bought their first home and took on this wonderful project. For the first year, the family was not able to live in the home while Micheal and Kindra began the renovation process. All of the wood has been beautifully restored, a quaint bathroom added on the

main floor to the Master bedroom, and the kitchen marvelously renovated. You will love the leopard print carpet runner accenting the restored stair case that leads to the children's rooms upstairs. This has been a three and a half year labor of love and another superb example of why it's great to own an old home in Centralia!

Guests are invited to gather at the tour's Holiday Headquarters in Centralia's 1912 Train Depot where they will enjoy refreshments and live Christmas music to warm the heart. Presale tickets are \$12 or \$15 the day of the event. They are available at the Visiting Nurses Thrift Shop, The Hub Bub, Santa Lucia Coffee, Heyman Winery, The Bath Depot, Fruffles, Inspire Clothing, Lewis County Historical Museum, and all branches of Security State Bank and any of the tour homes the day of the event.

Dress warmly and be prepared for a fun and lovely evening as you step back in time to visit the Visiting Nurses Foundation "Dickens of a Christmas" Holiday Home Tour.

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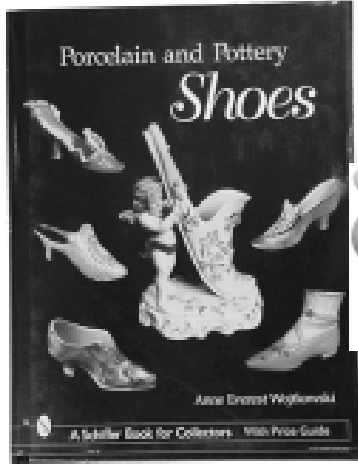
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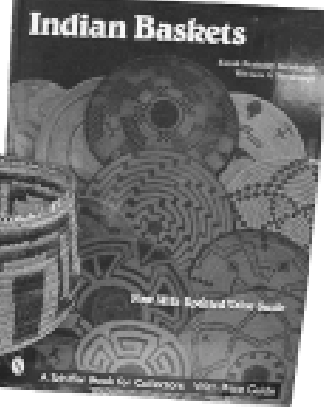
Hwy 99 West, Lafayette

Next to Lafayette Schoolhouse

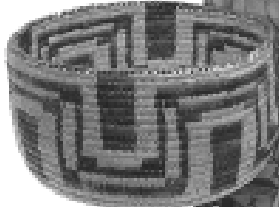
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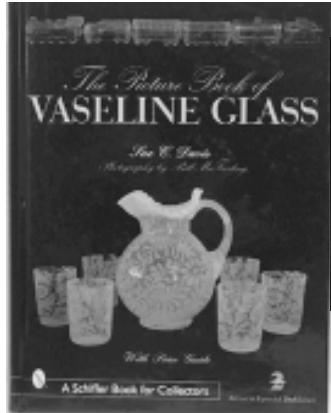
Porcelain & Pottery Shoes, 223 illustrated pages, \$49.95. German porcelain handpainted and transferware "Elfinware" green boot is pictured on page 177. \$20



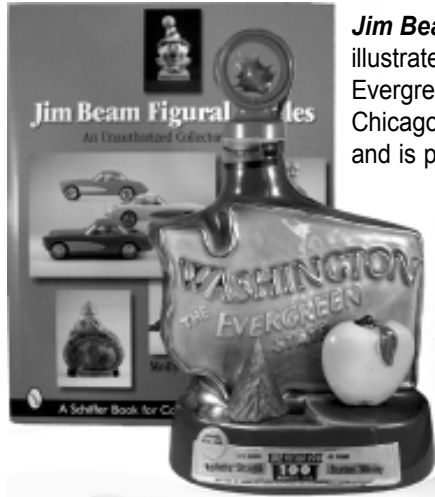
Indian Baskets, 270 pages of history and images, \$29.95. Southwest Pima Indian baskets described on page 218. 3.25 by 6" Pima basket, \$395



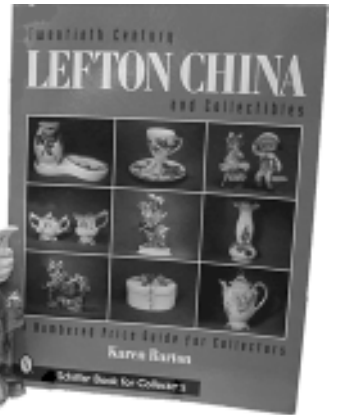
Flow Blue China, 255 pages, fully illustrated with history, \$29.95. English 10.5 inch flow blue plate in "Watteau" pattern by Doulton is pictured on page 227, \$130.



Vaseline Glass, 156 illustrated pages, \$29.95 Features Fenton pre 1954 hobnail basket on page 108. The basket fluoresces when exposed to ultraviolet light. \$85



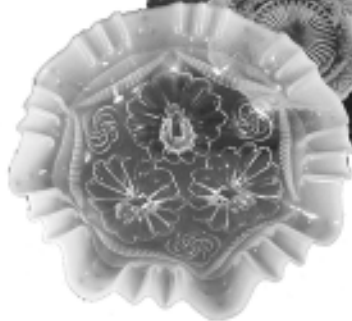
Jim Beam Figural Bottles, 158 illustrated pages, \$29.95. Washington Evergreen Bottle was produced by Chicago based Regal China in 1974 and is pictured on Page 109. \$30



Lefton China, 168 pages trace the history of Lefton's production. Page 17 identifies the sticker label on "grandpa" as the one used for pieces made in Japan between 1953 and 1971. \$22



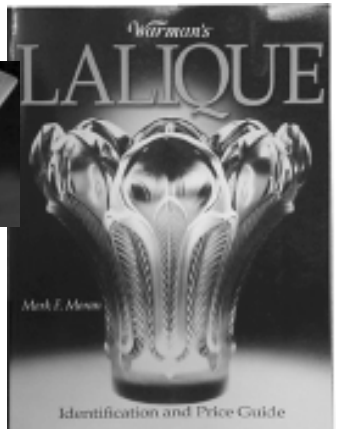
Opalescent Glass, 270 pages, hundreds of color images, \$29.95. Jefferson Glass ca. 1906 "Ruffles and Rings" opalescent bowl is pictured on page 135. \$50



Items displayed on this page from **Centralia Suare** 360 736-6406

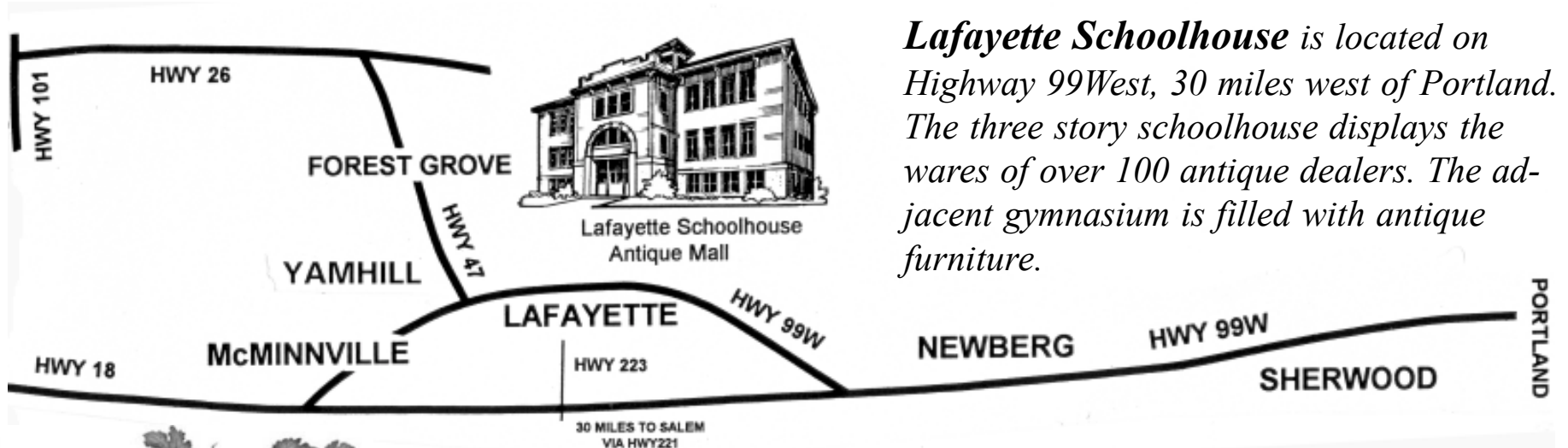


Lalique consists of 175 pages of Rene Lalique design. Both birds were made in France, one signed "Lalique" and pictured on Page 69. \$395 pair



Designed & Signed, 224 pages of history and images, \$29.95. Pioneer glass artists Francis and Michael Higgen's slumped glass purple and blue tray is pictured on page 72. \$75

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Lafayette Schoolhouse is located on Highway 99 West, 30 miles west of Portland. The three story schoolhouse displays the wares of over 100 antique dealers. The adjacent gymnasium is filled with antique furniture.

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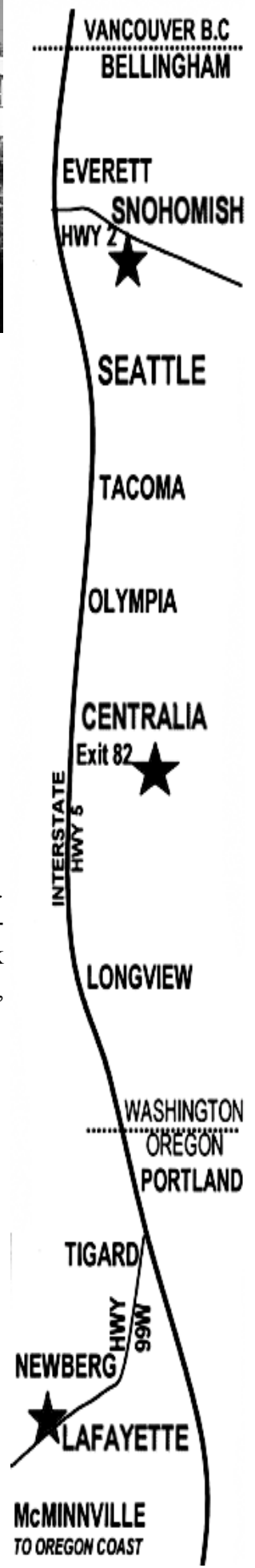
Midway between Portland and Seattle on I-5 is Centralia. From Exit 82, go east 1 1/2 miles to the historic downtown, turn right at Pearl (Washington Park), go one block to find Centralia Square, 88 antique dealers on 3 floors, plus AAA rated Berry Fields Cafe.

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