

Antique Week

THE WEEKLY ANTIQUE AUCTION & COLLECTING NEWSPAPER

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Antique businesses are opening up

This is the first part of a multi-part series examining how antique shops and malls across our readership area are dealing with the pandemic. Writers William Flood, Barbara Beem and Katherine Peach contributed to this article. The first installment will deal with how the shops are opening up again and how they are dealing with safety issues. We will follow the same businesses throughout the series. If you would like to tell us about your experiences either opening up or as a shopper; please send an email to connie@antiqueweek.com

Indiana

In Indiana, retail reopened at 50 percent capacity on May 4 in some counties but May 11-18 in others. Full capacity shopping is expected on June 24.

National Road Antique Mall, Cambridge City

Owner: Beth Leisure

At the National Road Antique Mall in Cambridge City, owner Beth Leisure opened on May 4 amidst some panic, as the Governor had announced just three days prior that retailers in her area could open. So, her 85 vendors didn't even get a chance to spruce up their booths before reopening.

Staff there must wear PPE and clean high-traffic spots regularly. Vendors are not required to sanitize individual booths because it's a massive undertaking. Although customers are not required to wear masks, they are asked to, and about 95 percent comply. The mall has hand sanitizer available for customers and they've marked the floor for adequate distancing.

Although the occupancy limit is 50 percent of capacity, they don't count heads. "It's a big place," Leisure said. "So people naturally spread out." Management watches customer flow in case they need to limit shoppers.

They are getting lots of calls, there's good traffic, and people are spending money. Vendors are excited, too, "Some are literally screaming on the phone with excitement," she said.

Antique Emporium, Carmel

Owner: Pat Durrer

Peg Durrer reopened the Antique Emporium of Carmel on a limited basis. Vendors had a chance to straighten their booths prior to reopening and Durrer did a lot of cleaning on their behalf.



Above: Heart of Ohio in Springfield, Ohio, wanted everyone to know they were finally open. The mall opened on May 12, the first day allowed by Ohio's governor.

SEE BUSINESSES ON PAGE 2



Estate Treasures Auction

May 27th and 28th. 10am. Online Only.



Keith Haring (1958-1990)
Untitled (Subway Drawings)
Chalk on two joined sheets of paper
Executed circa 1982-1984.

Preview/Pre-bid: May 14 - May 28.

www.nyeandcompany.com



www.americanstonewarecollectors.com



**Auctions Running
24/7/52**

Businesses

FROM PAGE 1

She and her vendors wear masks while in the building. Counters and door handles are wiped hourly and the credit card machine is cleaned after each customer. She's not requiring customers to wear masks. Because of the large space and big counters, customers and staff naturally distance from each other. State mandate allows for just 25 customers; but she only gets that many when busses come through, which is not currently likely.

They aren't getting a lot of calls; most are inquiries about them being open. The mall sits on the Monon Trail in Carmel and Durrer hopes when the trail reopens it will spur business. In the meantime, many dealers are pondering sales to encourage purchases from current customer flow.

Found, Goshen

Owner: Keith Graber Miller

Goshen's, mid-century store Found is open by appointment only and only to mask-wearing customers. It's a single-vendor shop and owner Keith Graber Miller is currently the sole worker because he's had to lay off his employees. He says a PPP grant is coming and he's hoping to get his employees back to at least hourly work.

April proved remarkably good thanks to online sales. "Facebook has been immensely helpful," he said. His online presence has spurred inquiries and orders from five states. Unfortunately, May sales have slowed; he believes the pandemic's effect on employment has caused curtailed spending. However, he owns the building and since there aren't other vendors, he can weather the downturn for a while.

MARYLAND

Retropolitan, Ellicott City

Owner: Cindi Ryland

Somewhere in the middle of "the bleaching and the cleaning," Cindi Ryland decided it was no longer safe to be open. And so the

Below: Shoppers were excited to be back when the National Road Antique Mall in Cambridge City, Ind., reopened.



manager of Taylor's Collective, including her 2,000-square-foot shop, Retropolitan, decided to close for two weeks. That was on March 15, before Maryland's governor closed all non-essential businesses. Ryland still goes to her Ellicott City shop every day. She keeps busy cleaning and hanging some of the mid-century lighting in her inventory. She stocks her shop with furnishings and accessories, vintage clothing and jewelry, thanks to online auctions and estate sales. She keeps in touch with customers through her website and Facebook, and her Etsy shop is doing "really well." But she misses chatting with people in town. There are rumors that small shops might be opening soon. Ryland wistfully watches people walk up and down the street. The other day someone knocked on the door, but she couldn't let them in.

**Frizzellburg Antique Store,
Westminster**

Owner: Laura Turner

The doors of the Frizzellburg Antique Store closed in mid-March, and under the Maryland governor's direction, they remain that way. A scheduled springtime indoor yard sale remains postponed. But owner Laura Turner continues to keep in touch with "many, many" customers, ("my friends"), thanks to emails, Facebook, and Ruby Lane. In addition to an extensive inventory of dolls and toys, Turner offers textiles and jewelry, primitives and furniture. With no curbside pickup, she ships many of the items she has sold, noting that she recently made a sale to a collector in England. Other buyers take advantage of layaway until the shop is once again open to the public, perhaps within the next month, "but who knows?" Turner anticipates that she will re-open slowly and safely, on a limited basis and by appointment. Noted for her extravagant holiday decorations, she looks forward to a fall celebration of her 25th anniversary at this location, an 1840s country store and adjoining home: "It's going to be a party."

Blue Crab Antiques, Annapolis
Part-owner: Mike Ernst

Even before Maryland's governor closed all non-essential businesses, Blue Crab Antiques had begun to feel the effects of the coronavirus crisis. Beginning March 16,



Above: The Faded Farmhouse, a boutique selling vintage goods and home décor items, re-opened on May 9 in North Carolina after a nearly six-week hiatus. While the shop was closed, owner Bethany Hanby sold merchandise through social media and by appointment.

part-owner Mike Ernst placed a five-person limit on those visiting the 2,000-square-foot Annapolis store. Shutting down St. Patrick's Day meant no overflow from the Irish pub next door. But closing the United States Naval Academy, including the cancellation of Commissioning Week, resulted in a major impact on the flow of tourist dollars to the shop, whose motto is, "From the elegant to the exotic, we got it." Blue Crab continues to offer items online, from fine china to ships' anchors, while maintaining a presence on Facebook in addition to a website, which directs shoppers to its eBay sales. Ernst said that people continue to buy "everything" and expressed surprise at shipping small furniture. Shoppers, he added, are looking for bargains. Although he is not currently making house calls or doing appraisals, clients continue to downsize, and he has arranged for some curbside pick-ups for fresh merchandise.

VIRGINIA

Beck's Antiques, Fredericksburg

Owner: Bill Beck

Though the Virginia governor has loosened restrictions, Bill Beck and wife Susan will probably continue as they have for the past several weeks. Longtime antique dealers, the couple owns and operates Beck's Antiques in historic Fredericksburg, specializing in 18th- and 19th-century wares, art pottery, 20th-century sterling silver, and books (primarily Virginia history and the Civil War). In mid-March, they posted a sign to "please knock." Not many people knocked. After not quite a week, they closed their doors and hung banners in shop windows with information about their website. A monthly email newsletter is now sent twice a month "I have time to work on it, and they have time to sit home and read it," Beck

said. As the shop transitions, customers (wearing masks) will be admitted after ringing the bell. "We're not going to rush it; we're going to be cautious." In retrospect, Beck has not bought new merchandise in several weeks, the first time this has happened since he went into business in 1973.

**Williamsburg Antique Mall,
Williamsburg**

Manager, Wes Taylor

"Out of an abundance of caution," the Williamsburg Antique Mall closed on March 18, noted manager (and retired fireman) Wes Taylor. The 45,000-square-foot mall stayed closed during April (no rent charged). Many of its 300 dealers refreshed their booths, and work progressed on the mall's online presence. As customers called and inquired about availability of specific items, pursuant to the Virginia governor's May 1 orders, the mall admitted 10 shoppers at a time, each one offered one of 500 free disposable masks. Arrows were drawn on the floor to direct traffic. Resulting sales figures were approximately half that from the same time period the previous year. As of May 15, the mall operates with a 50 percent capacity, the number of shoppers generally seen, except for Christmastime and during sales. The on-site café remains closed. Mall owners secured federal funding, and employees lost no wages. Staffing remains a problem for Taylor, although he understands a hesitancy for retired persons to return to work.

Factory Antique Mall, Verona

General Manager: Jason Brinkley

The Factory Antique Mall, in the Shenandoah Valley, never closed. "We stayed the course, adapting to the rules," said Jason Brinkley, general manager of the 135,000-square-foot mall, the largest in

SEE BUSINESSES ON PAGE 4



Long Auction Company, LLC is honored to offer Several Auctions to finish out the Month of May.



Due to Covid 19 & Governor Mandate all auctions will be **ONLINE BIDDING ONLY - ABSOLUTE, 10% Buyer's Premium.**

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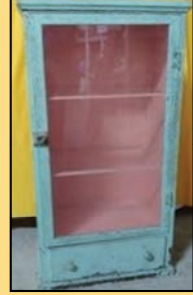
This auction includes a 1891 Carson City Morgan Dollar and much more.



<https://www.apro.bid/auction/absolute-online-only-coin-collection-davis-2-2163/bidgallery/>

AUCTION #2
ABSOLUTE ONLINE
ANTIQUE COLLECTORS
AUCTION
Starts Ending May 22
at 7 p.m. EST

Collectible items include R.S. Prussia, First Covers, Furniture and more.



<https://www.apro.bid/auction/absolute-online-antique-collectors-auction-2175/bidgallery/>

AUCTION #3 - ABSOLUTE ONLINE **MEMORIAL WEEK COLLECTIBLES AUCTION** **Starts May 18 and Starts Ending May 28 starting 7 p.m. EST** Auction includes Carnival Glass, Insulators, Sadirons, Prints, Clocks, R.S. Prussia and more.



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Businesses

FROM PAGE 2

America. Due to its size, social distancing was easy, he continued. Booth rents were discounted. Carts and common areas were regularly sanitized, and employees wore masks and gloves. Dealers stocked their booths during off-hours. Plexiglass shields were installed at the checkout area. When the Virginia governor limited stores to 10 patrons, the mall began accepting reservations from shoppers. Maps indicated booths where shoppers might find specific items. "We were ahead of the curve," he said. The website was expanded, the Facebook page was updated, and curbside pickup was offered. On May 15, restrictions were loosened, allowing 50 percent capacity, which was "business as usual," Brinkley said. However the Tasty Bites Café remains closed.

New York

New York is taking a cautious regional approach to reopening. Retail reopening occurs during Phase 2 around June 1 for many areas. But, that's only after a two-week evaluation of Phase 1 that examines factors like reduced hospitalizations and adequate testing capacity. Rural areas Upstate are anticipated to reopen more quickly than more densely populated areas.

Ontario Antique Mall, Farmington Owner: Matthew Guche

New York's largest antique mall, the Ontario Antique Mall, in the Finger Lakes region may be part of that early Phase 2 activity.

Owner Matthew Guche notes that he will follow state mandates for staff wearing PPE and will have reusable masks and gloves available for them. Customers are expected to have masks or won't be admitted. Sanitizer is still proving difficult to obtain but mall staff is prepared for increased cleaning and disinfecting of high-traffic surfaces like carts, payment pads, and door handles. They've also been taking additional measures like hanging clear shower curtains around the checkout area and taping the floor to identify distancing. Guche is considering providing customers with boxes to substitute for baskets.

Since employees can't come into the mall until Phase 2 officially starts, it's questionable whether vendors will have a couple of days for sprucing booths or if the mall will simply reopen as soon as allowed.

Old Chapel Antique and Artisan Market, North Tonawanda Owner: Jacob Wakansky

Jacob Wakansky at the Old Chapel Antique and Artisan Market in North Tonawanda is keenly aware of the effect geographic difference plays in reopening. "Ours is an interesting situation. Niagara County where we're located doesn't have much of an outbreak. Buffalo County, five-minutes away has a much higher count," he noted.

His staff and vendors will wear PPE per state mandates. Customers will be asked to wear masks but the mall won't require it. One vendor has been making masks and they'll be for sale by the register for a reasonable \$3 each. The mall already has a sanitization station. They're opening another register to avoid a line forming and considering Plexiglass screens at the registers.

The mall is 8,000 square feet, so there's ample space for natural distancing. Their normal flow shouldn't create any over-crowding issues. The café has been temporarily closed, but hot beverages will still be available.

Wankansky is confident about their reopening. "It seems like there's pent-up demand. We've been getting lots of customer calls."

Stained Glass and Antiques, Corning Owner: Joe Barlett

At Stained Glass and Antiques owner Joe Barlett is aware of the area's target reopening date of June 1. He's also given considerable attention to waiting until June 15. That's when the Corning Museum of Glass reopens, which will bring a significant boost to Corning's tourism.

As a sole proprietor, there's no staff to outfit with PPE. He has seen a few vendors and students by appointment and they were required to wear masks. While he plans to follow state guidelines upon opening, he's not sanitizing or taking additional measures just yet because the store is still effectively closed until that June 15 target date.

PENNSYLVANIA Gatchellville Store, Gatchellville Owner: Linda Sarubin

The Gatchellville Store always closes for the winter and then re-opens the first week in April. But not this year. Owner Linda Sarubin was planning to sell "ladies' smalls, fabrics and textiles, notions, children's items, and, of course, buttons" at three shows in March, but when they were cancelled, "I saw the writing on the wall." Her goal is to keep the store "vibrant so at some point it can come back to life." Updating her Facebook page every night before going to bed, she keeps people interested in the store, offering contests, posting photos of merchandise (and her dog), and "just staying positive." Many of her customers are her friends, and as a result, "I've done pretty well." When the store, located just south of York in the (very) small town of Gatchellville, will be able to open again is unknown: "The old-fashioned country store in the middle of nowhere, surrounded by cornfields" is in Pennsylvania's "red zone."

A Stroll Down Memory Lane, Galeton Owner: Michelle Petito, Paula Hayes

Once a five-story hardware store, A Stroll Down Memory Lane is now a vendor- and consigner-based shop on Scenic Route 6 in Galeton, selling "new, old, and in between." Antique and vintage wares include furniture and tools, dishes and quilts, and a mix of smalls. Petito owns the shop with her sister,

Paula Hayes. They closed on March 15, ahead of the Pennsylvania governor's order, because "it was the right thing to do. We wanted to keep us safe as well as our customers." The shop re-opened (in the "yellow zone") on May 12, with masks mandatory for workers (and suggested for customers), social distancing (not difficult with approximately 15,000 square feet of space), hand sanitizer and Lysol ("we've got it all"), and a protective Plexiglass shield at the front desk. Shoppers over 65 and those with pre-existing conditions can shop early Tuesday mornings, and four people took advantage of this on the first day. By lunchtime, traffic picked up. "It was wonderful, absolutely wonderful."

Old Sled Works, Duncannon Manager: Laura Spease

After being closed for nearly two months, the Old Sled Works re-opened on May 13. Manager Laura Spease reported no problems on opening day, and all customers wore masks. Because of its size, social distancing is not a problem. Once the factory for "Lightning Guider" sleds, the historic building also houses a sled museum, an arcade, and a soda fountain, which is closed until fall, although food trucks are scheduled to visit. "Many of us have worked together for close to 20 years," Spease explained, and it was "good to be back together, even if all

were wearing masks." She noted that some of the first sales, incidentally, were Christmas and Easter decorations. "I'm waiting for Halloween!"

Ohio

Ohio's retail sector reopened on May 12 and much of the antiques trade took full advantage of the opportunity to restart.

Heart of Ohio, Springfield COO: Karen Barber

Heart of Ohio Antiques Mall in Springfield was well-prepared for May 12's reopening. COO Karen Barber said, "We've been taking measures suggested by the CDC long before the outbreak." That included installing glass barriers at the registers and enhanced cleanings, both of which have continued. They also acquired several sanitization stations early on.

Per state requirements, all employees wear masks. Each has personal sanitizer. Customers aren't required to wear masks but Barber notes that better than 90 percent do. The mall is limited to half capacity; combined with their huge size, crowding shouldn't pose an issue. Still, management has applied distance markers on the floor.

Vendors didn't have a chance to come in prior to reopening because the county super-

SEE BUSINESSES ON PAGE 5

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Businesses

FROM PAGE 4

seded state guidelines and mandated full closure until May 12. So, opening day was rather hectic as both vendors and customers made their first forays into the mall.

Barber says she's been getting 20-40 calls each day. Now open, there's plenty of patronage and people are buying.

Heritage Square Antique Mall, Columbus

In Columbus, Heritage Square Antique Mall also opened on May 12 to their regular hours. In preparation, vendors were given two-hour appointments the week before to restock and refresh their booths, provided that they wore masks and gloves.

The mall is requiring all employees, vendors, and customers to wear a mask. A current email to vendors indicates a "no exceptions" policy. Increased sanitizing of high-

touch areas like carts, door pulls, and credit card terminals is taking place, floors are marked for distancing, and Plexiglass panels have been installed across the entire register area.

During the lockdown, the mall utilized some creative marketing approaches including selling gift cards, offering layaway, and having "virtual shopping" events using Facebook live. Excitement over their reopening has been apparent and staff noted that first-day visitation was strong and people were buying.

Boomerang Vintage, Columbus Owner: Jon Dilgard

At Boomerang Vintage in Columbus, owner Jon Dilgard plans on opening just three days during weekends for now. In fact, rather than taking advantage of the May 12 opening, he waited until May 15 to open. Per state mandates, he and his employees will wear PPE. Customers are also asked to wear masks and there are signs and noti-

cations on the website to that effect. He's also obtained boxes of disposable masks to distribute when needed although mask-wearing exceptions for customers will be allowed when necessary.

They've been cleaning the merchandise along with the building. Sanitizer will be readily available. Dilgard says he's contemplated establishing a bagging area where customers can wrap and bag their own purchases. Capacity is limited to 12 customers and they've marked a path through the store to create flow and maximize distancing.

Dilgard said he's weathered things so far by selling on eBay and mitigating costs by not buying any new inventory but he's glad to reopen even if just on a limited basis.

North Carolina Antique Market Place, Greensboro

Manager: Rhonda Aufderhar
Antique Market Place, a 45,000-square-foot mall with 170 dealers in Greensboro, closed on March 26 and reopened on May 9.

While the mall was closed, staff cleaned and sanitized everything, and dealers refreshed their inventory. Manager Rhonda Aufderhar reported that the owners of the mall were able to secure a Paycheck Protection Loan from the Small Business Administration to help cover costs. Since the reopening, the mall has stocked up on sanitizer for customers, and there's a dedicated entrance and a separate exit to help maintain social distancing. Rhonda remarked that customers seemed to be really happy to be out of the house and were especially buying furniture, home décor, and vinyl records.

The Faded Farmhouse, Mooresville Owner: Bethany Hanby

The Faded Farmhouse, a boutique selling vintage goods and home décor items, reopened on May 9 after a nearly six-week hiatus. While the shop was closed, owner Bethany Hanby sold merchandise through social media and by appointment. She

SEE BUSINESSES ON PAGE 6

SUPERB MEMORIAL DAY COLLECTOR ESTATE AUCTION

COFFEE MILLS & STEAM ENGINES • 40+ SCHOOL & CHURCH BELLS • EX-EX LARGE LOT PRIMITIVES

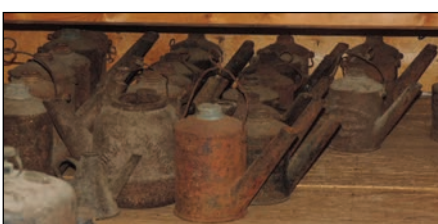
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COFFEE MILLS: Elgin Nationals Empire, Floor; Enterprise American Pat. Oct 21, 1873, Floor; 3 Elgin National Bench Models; Woodruff & Edwards, Bench; Enterprise Floor.

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OAK FILE CABINET: 40 Bin Oak Card File Cabinet; Glass Drug Store Cabinet 35"T x 26"W x 18"D; 6 Shelf Glass Front Cabinet 85"T x 33"W x 15"D; Metal 30 Bin Cabinet, Door 30"T x 17"W x 23"D; Metal 20 Bin Cabinet; Counter Top Cabinet, Glass Shelves 43"T x 36"W x 19"D; Wood Hardware Storage Cabinet, Doors 36"T x 32"W x 15"D SH Beiler Grocer Co. 3 Drawer Cabinet 21"T x 24"W x 19"D.

SPOOL CABINETS: Merrick's Six Cord Soft Finish Round 20"T x 20"D Dia; 6 Drawer Spool Cabinet 26"T x 22"W x 20"D; Merrick's 5 Drawer 24"T x 14"W x 17"D; 6 Drawer Spool Cabinet 24"T x 20"W x 17"D.

CLOCKS: R.W. Hallenbeck Jeweler & Optometrist Oak Regulator Wall; Perfection Leather Oil Regulator, Needs Refinished; Oak Regulator Wall; Black Lacquer Mantle-Rough.

PRIMITIVES: Copper & Galvanized Buckets; Wood Toy Train; Books; 1940's Auto Manuals; Auto Magazines; Metal Toy Cupboard, Dishes; Windup Car; Cast-Iron Toy Wagons, Trucks, Steam Engines; Brace & Bits; Shoulder Drills; Light Fixtures, Globes, Lamp Shades; Lionel Train Set, Track, Controls, Buildings; Lawn & Garden Tools; Gramophone-Rough; Hay Knife; 2 Violins-Rough; 50's Life Magazines; 2 Gum Ball Machines; Metal Blade Fan; 30's-50's License Plates; Metal Cars & Trucks; Ewing, Merkle Oak Wall Phones; 12" Iron Wheels; Shoe Last & Stands-All Sizes; Stanley #45 Wood Plane, Original Box, Blades, Accessories; Chain Hooks-Large; Draw Knives; Johnson's Metal Wax Display Shelf; Cast-Iron Hardware Trays-Large Lot; Well Pulleys-Large Lot; Murray, Monterey Bikes-2; Scales; MK&T RR Oil Can; Oil Cans-Cast-Iron, Metal; Excelsior Glass Lined Oil Can; Kettle Stands; Vollrath Ware 20 Cast-Iron; Garden Plows; Landers, Fray & Clark 200# Scales; Scale Weights; Brass Scales-Small; 1961 The Paragon Time Switch, Chicago; Hand Meat Grinders; Aluminum Milk Can; 5 Gallon Crock; Crescent Hand Grinder (Tobacco?); Cast-Iron Kettles All Sizes; Cast-Iron Skillets, Dutch Ovens-Lot; Primitive Hand Tools; Cast-Iron Vases; Dietz Kerosene Lanterns; Cast-Iron Spittoon; Griswold, Wagner Ware, Piqua Waffle Irons; Cast-Iron Corn Stick Pans-Large Lot; Griswold 719B Skillet, Lid; Wire Milk Crates; Milk Bottles; Crock Jugs; 1# Butter Molds w/ Patterns; Eagle Vegetable Slicer; Bellows; Buck Saws; Cross Cut Saws; Kraut Cutter; Kitchen Utensils; Hodel Mod. A Tire Chain Tool; Bench Vise-Extra Large; 2 Post Vises 4"; Dupont Dynamite Box; Reed Mfg. Swivel Bench Vise, 6" Jaws; Coal Hods; Granite Pans; Bird Cage, Stand; 1942 Missouri Dealer License Plates Original Wrappers-7 Boxes; 1943 Missouri Dealer Truck License Plates, Original Wrappers-9 Boxes; Chevy & Cadillac Emblems; Whippet, Essex Super Six, Plymouth, Olds, JD, MM, IH Toy Tractors; Kerosene Lamps; 12-Kerosene Lanterns; 24-Railroad Lanterns; Mini Miners Lamps-Lot; Magazines, 1940's Sporting Good; Wood Planes-3 Boxes; Sad Irons-All Sizes; Blow Torches; Pop Bottles-Coke, Nehi, Dr. Pepper, Sun-Rise, Pepsi, Crush, Botlo; Log Tongs, Ice Tongs-Extra Large Lot; Black Smith Tongs; 11 Tobacco Cutters; House, Screw & Hydraulic Jacks; Large Metal Pulleys, Hooks; Jack Handles; The Templeton Computing Scale Co. Steel Cheese Slicer; Eli Scissor Jacks Sausage Stuffer; Baby Strollers Oil Cans; Wood Fruit, Vegetable Crates; Howe Counter Top Bar Scales; Cider Press-Complete; Plumb Bobs; Ornate Shelf Brackets; No. 9 Bentwood 9 Gallon Butter Churn; 3 Harness Makers Bench & Vises; Horse Bits Wash Boards; Printers Tray; 1 to 6 Gallon Cocks; Hay Hooks-Lg Lot; Maytag Square Tub Washer, Gas Motor; Primitive Wood Beams; Tractor Tricycle-HMDE; Lg. Wood Pulley, Hooks; Steel Sign "EUCYRUS".

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Businesses

FROM PAGE 5

offered free local delivery, too. For Mother's Day, she created custom gift bags comprised of vintage goodies and handmade art. Since reopening, she makes sure customers stay at least 6 feet apart, and no more than 10 people are allowed in the shop at once. Bethany is also happy to offer private shopping sessions after-hours. She remarked that clients have been excited to buy "springy, happy" décor items to perk up their homes.

Granddaddy's Antique Mall, Burlington Co-Owner Tim Marco

Granddaddy's Antique Mall in Burlington was closed for most of April. The mall reopened with the state's permission on April 23, but the city required the mall to close for another week, until May 1. Co-owner Tim Marco remarked that mall staff is excellent and that he and co-owner Louis Cox "can always count on them to step up." The mall was able to secure all of the available loans and grants through the Small Business Administration. Since reopening, business has been brisk, with people buying "everything and anything." Tim reported that the mall is large enough to hold a few hundred people without crowding, and staff is providing hand sanitizer and cleaning on a constant basis. On Sundays through at least June 7, the mall is hosting food trucks on the parking lot. "They were in need of a place to set up as all of their events were cancelled," Tim said. He noted that people are happy to get out and shop.

Georgia

Greensboro Antique Mall, Greensboro Owner: Kim Lathrup

The Greensboro Antique Mall was closed for 30 days and reopened on May 1 with slightly shortened hours, according to owner Kim Lathrup. She said that, since reopen-

ing, business has been surprisingly good. "The numbers are close to last May," she remarked. With 11,000 square feet of space, there's plenty of room for social distancing, and staff is regularly disinfecting used surfaces such as counters and door handles. They've also reconfigured the checkout process so that it's contactless — customers read their items' prices to the staff to be rung up and then leave the tags in a box on a rolltop desk that also holds a credit card reader and supplies for self-bagging and wrapping. The only contact counter staff is making with customers is for cash transactions. Kim's seeing lots of younger people come into the shop. They're gravitating toward mid-priced farmhouse-style décor.

The Green Bean Exchange, Cumming Manager: Brian Hamrick

Over at The Green Bean Exchange in Cumming, it's been pretty much business as usual since the mall reopened on May 1. Social distancing isn't particularly hard for this location, which has more than 12,000 square feet. Nevertheless, 6-foot spaces are marked out on the ground at checkout so nobody gets too close for safety. Manager Brian Hamrick reported good crowds since the reopening. While the mall was closed for five weeks, dealers were able to refresh their inventories, and the staff cleaned and disinfected the space. Masks are optional for staffers and customers, and there's plenty of hand sanitizer to go around.

ForeveRetro, Thomasville Owner: Patti Smith

ForeveRetro of Thomasville has been specializing in midcentury modern style since the 1980s—"before Mad Men," said owner Patti Smith. "We've been through a lot, and we'll ride through this and still be here." The shop closed in mid-March and reopened for weekends starting May 2. During the week, customers are welcome to make an appointment to shop the selection of high-end furnishings and decorative items. While closed, ForeveRetro offered curbside pickup and

shopping via Facetime. Patti's customers overall enjoyed the one-on-one shopping experiences she provided, but that's nothing new for this business, which has always put customer service first. "I'm a personal concierge!" Patti laughed. While closed, Patti was able to gather new inventory from "tried-and-true" sources, as well as from her warehouse of items. During weekend open hours, Patti limits customers to six at a time, encourages face masks, and offers brand-new gloves to everyone who comes in. Customers have been buying lots of affordable, "happy" items. "They need that retail therapy."

Right: In addition to the tempting treasure in Beck's Antiques window is a banner advertising its website.



Below: In Columbus, Ohio, Heritage Square Antique Mall has installed Plexiglass panels for safety. All employees and vendors must wear masks and gloves while in the building. Patrons are asked to wear masks and can be provided on request.



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Levelers will help keep dining room table from sagging

Q I inherited a 1950s double pedestal dining table (each pedestal has three legs) with its one leaf installed. Due to my room size I removed the leaf only to find that the table leaned to one side! I looked underneath and found a long flat metal piece (latch? level?) that seems to "lock"/"unlock" the two table ends together when the metal is pushed to the right or left. But the tabletop is un-level with the leaf removed. How can I level the table without using the leaf? Also on the table side that leans towards the floor, one of the three table legs in one of the two pedestals is loose. Could that be part of the problem?

FURNITURE FORUM



BY
FRED
TAYLOR

A It sounds as if your table needs levelers. They automatically align the top surfaces when closed. They are available at almost any hardware store or furniture supply house. The loose leg is definitely a serious problem and should be repaired by a furniture professional repair man.

Q I have had this drop-leaf table for 20 or so years. I paid \$25 for it when furnishing a rental and kept it for its versatility. Today I was under the table trying to determine what (if anything) could be done for the leaves which sag a bit when extended.

Here is my first question, were the Walter of Wabash hinges adjustable?



Above: These table top levelers copied from the Ruffkahr's catalog are used under the table top on either side of the opening. When the table is closed the levelers help align the two sides.



Can they be tightened? The table has a loop attached to a wire which attaches to a catch. Second question, what is this pull for?

It appears the table may slide to

Left: You can see that this hinge has moved since the table was made by the shadow of the stain around the edges. Also the Phillips head screws point to a previous "adjustment".

expand further but I cannot figure out how.

A Your table is known as a drop leaf extension table and it was not made by Walter of Wabash. He made the slides and the hinges but not the table itself. The best way to solve the sag is to relocate the hinges. They have been "fooled with" once because I saw some Phillips head screws, not original. Just relocate the parts that screw into the leaf and the skirt only as much as is required to get a good new screw hole. Prop up

SEE FURNITURE FORUM ON PAGE 9



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Furniture Forum

FROM PAGE 8

the leaves to the correct height while relocating the hinges

The loop with wire was to release the catch under the middle of the table to extend the surface to put in additional leaves. Your second photo shows the catch caught on the hook. There is a hole on the end of the catch where the wire from the loop attaches.

If the table has not been closed for long period it probably will be hard to open. Use some upholstery grade silicone spray to lube the slides.

Q We just picked this piece up. Any ideas on the age or manufacturer? The only marking I could find on the back says "169 FO". 169 is also handwritten on the inside front of the center bottom drawer.

A I believe your cabinet is a sideboard. It is made of tiger eye oak. Tiger eye oak or cat's eye oak is the colloquial name used for white oak (*Quercus alba*) that has been quarter sawn. Quarter sawing is a method of cutting an oak log that produces the distinctive grain pattern seen in the wood. The cabinet is from the very early 20th century, 1905-1920, in the Arts & Crafts/Mission style made famous by the Stickley family, primarily Gustav Stickley and Stickley Brothers. 169 is the model or style number.

I do not believe this a genuine Stickley piece but a nice example of the period nonetheless.

Q I wonder if you could tell me how to find out what all the numbers under my mahogany Pie Crust table mean?



Above: This oak sideboard is from the Arts & Crafts/Mission period of the early 20th century.

Label: Made in Grand Rapids
Stamped: 939 (appears to be a signature under that number)
Brass metal plate with eagle: True Grand Rapids Cabinet Making Certified I-87311 (trademark)
Another stamp: 5

A The 939 is a model or style number. The 5 is probably the production line number or the plant number. The Grand Rapids Certified emblem was used by members of the Grand Rapids Furniture Makers Guild beginning in 1931 to identify "true Grand Rapids" furniture. A lot of imposters in the period falsely advertised their ware as "Grand Rapids."

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Proper cleaning and storage a must for records


In the last installment of On the Flip Side, we discussed how to grade your vinyl records and sell them online. This month, we'll feature the best practices for storing and cleaning records. Whether you're keeping them forever or planning to part with them for cash, taking care of the records in your possession is a must. After all, improper storage can cause irrevocable damage, decreasing the value of the collectible. In addition, buyers tend to be more likely to pay better money for a clean record.

Let's start with proper record storage. My husband and I are record dealers and often make house calls to evaluate and purchase an entire collection. Unfortunately, many times, the records we examine are in too poor a condition for us to buy. And this could almost always have been avoided if the records have been stored correctly.

First of all, never, ever stack your records flat, one on top of the other. That causes them to warp. I've bought a few new records from a certain major online retailer in the past year (when it was the only way to buy the records I was looking for). Several times, those records have been warped. I suspect that warehouse employees don't know any better and are keeping the records stacked!

Instead of stacking the records on top

ON THE FLIP SIDE



BY
KATHERINE PEACH

of each other, keep them upright at all times. Don't let them lean, either. Many record lovers keep their collections upright on shelves. Ikea's Kallax line is particularly favored – the square compartments are just the right dimensions, plus Kallax units are deep enough to set most turntables on top.

We keep our rarest and most valuable records in foam-lined, locking metal LP cases. Although they're expensive, they're pretty impenetrable.

But if you need a more affordable portable storage option, look for square plastic crates that measure 14 inches on each side. Unfortunately, crates with these dimensions are no longer made – most

SEE ON THE FLIP SIDE ON PAGE 12

Right: Look for plastic crates that are 14-inch cubes. They're just the right size for storing records, and you can stack them without damaging your vinyl.



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On the Flip Side

FROM PAGE 10

milk crates today are 12-inch cubes. When you consider that record sleeves are more than 12 inches wide, you'll understand that these crates are simply too small.

The other wonderful thing about the 14-inch cube crates is that their sides are taller than the records inside. That means you can stack them without damaging any records (I've seen crates or boxes piled directly onto the tops of record sleeves, and this can cause huge damage).

Since they don't make the correct crates anymore, they're not exactly easy to find. Keep checking Facebook marketplace or your local classifieds. Eventually some will be for sale – maybe even with records in them!

I have bought collections that were stored upright in cardboard boxes and plastic tubs, but these aren't ideal for record storage. For one thing, humidity can penetrate cardboard boxes, and plastic tubs can trap moisture within. In both cases, you run the risk of mold and mildew damage.

There's nothing more depressing than mold and mildew damage to an otherwise gorgeous record. It seems to happen most often with rare jazz! If a record's cover has been destroyed by moisture, the record must be sold at a steep markdown, even if the vinyl itself is in top shape. You can lose hundreds of dollars from one damaged sleeve.

Wherever you're storing your records, make sure that they're not in damp conditions. If your basement is prone to flooding, don't keep them on the floor!

Likewise, watch out for heat. Records warp at around 140 degrees Fahrenheit. Just because your house's thermostat reads lower than that, that doesn't mean it can't get that hot inside a plastic storage box. It also goes without saying that you should never store your records in direct sunlight or in a hot car.

So you've rescued some records from the garage or basement and are storing them upright at a 90-degree angle. Now what?

The first thing you should do before playing or selling a record is to give it a good clean. For starters, a dirty record will not only sound bad, with too many crackles and pops or even skips, but it can destroy your turntable's stylus. In addition, if you want to sell a record, cleaning it first can help you see any scratches and marks in order to properly grade it. Plus, dirty records can be a huge turn-off for collectors. I once found a record I'd been looking for at a record store in Ohio. The record was so filthy that I couldn't tell the condition, even though the shop was asking a steep price for it. I immediately put it back and didn't buy anything from the store.

There are many differing opinions on the proper solution for cleaning records. We use a 50/50 mixture of isopropyl alcohol and water on vinyl. However, never, ever use alcohol on a shellac record. It will destroy the media.

My husband, Matt, has got record cleaning down to a science. First, he puts down a soft cloth (he uses an old but clean T-shirt). Then, he places the record on top and gives a quick wipe with a clean, soft microfiber cloth. He does this very gently in a clockwise motion. Next, he sprays a clean microfiber cloth with the alcohol/water solution, and carefully wipes the record again, always going clockwise and avoiding the label in the center. He wipes each side of the record twice, followed with a gentle clockwise wipe with a clean, dry microfiber cloth.

If your record is particularly filthy – say, it looks like it's been buried in mud – it will need even more of a wash before you apply the cleaning solution. We'll talk about the best ways to clean an extremely dirty record in a later column.

Once your record has been cleaned, you can give it another quick wipe with a clean, dry microfiber cloth before every play. That will keep the record free from dust and grit that could harm the sound and the expensive stylus.

It goes without saying that records should always be kept in their cardstock sleeves. However, you should never just slide a "naked" record right in there. Inner sleeves are a must.

Most records originally came with inner sleeves, whether paper or plastic. Over the years, these have often become damaged. We purchase plain white acid-free archival paper inners for storing records that we intend to sell. (We always include the original inner sleeve as well if we have it.) For records that are part of our own personal collections, we use "MoFi" style sleeves. These are three-ply sleeves. There's a back, which consists of a layer of paper between two sheets of high-density polyethylene (HDPE). The front of the cover is made of translucent HDPE. They're just a little bit more expensive than paper sleeves, but they're excellent for keeping your records free from static and dust.

We store all records in an inner sleeve within the outer card sleeve. And we slide the whole package into a protective plastic outer sleeve. This protects the card sleeve from shelf wear-and-tear. There are many varieties of plastic outer sleeve available online; we've tried them all and prefer the 3-mil poly-sleeves made by a company called Vinyl Styl.

Treating records the right way is worth the extra time and money. When properly stored and cleaned, your records can provide you with decades of enjoyment... or help you make a pretty penny.



Above: Always keep your records at an upright 90-degree angle. Ikea makes particularly good record storage shelves. They're deep enough to hold stereo components on top. We have at least one of these in every room but the kitchen and bathroom!



Above: Storing your records in archival-quality protective sleeves can keep them playing perfectly for decades.

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