

Vintage at the Hangar Sept. 23, 24, 25

Art, Antiques, Pop Culture and 20th Century Collectibles will all be featured at the "Vintage at the Hangar" Show and Sale to be held

at Wings Over The Rockies Air & Space Museum in Denver September 23-25.

This show represents a new concept in the ever changing world of Antiques, Vintage and Art events. There will be a "sneak preview" on Friday night, Sept. 23, 5 - 9 pm, an event that is affordable for all to attend. Enjoy light refreshments and music, plus visit the Museum. Shop, eat, drink and be entertained! Then Saturday and Sunday will provide two full days of shopping for the great material you will want to explore and buy.

Wings Over the Rockies Air and Space Museum is proud to announce that they are partnering with Nancy Johnson Events for the "Vintage at the Hangar." Nancy Johnson has been a huge asset and a wonderful friend to Wings Over the Rockies. Keisha Makonese, Director of Sales and Corporate Events, says that "With Nancy's talent, skills and her amazing relationships with her dealers and our marketing, membership and outreach to the public, we will have one of the best shows in the West."

The show will have 40 plus dealers and is expecting 2,000- plus attendees. See ad on page 7 for more information. See page 17 for photos from previous Nancy Johnson Events.



the mountain states Collector

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ANTIQUES,
COLLECTIBLES,
FURNITURE,
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SEPTEMBER 2016

Volume 44, Number 9



Anatomy of a European Shipment

By Jon DeStefano

Henrik Follin began a business journey some thirty years ago when he was just 19 years old and it has led him to America and to developing one of the finest antique furniture businesses in the country, **Scandinavian Antiques**. Henrik is a very good businessman. He explains, "95% of what we have here is brought in from Europe." On the second floor of the main building they have a workshop where they do refinishing, stripping, waxing and sometimes painting. They also do a lot of custom work including making tables, bookcases and wall units right at the shop.

This shipment, 222 pieces in all, is primarily from Denmark and Sweden, with a few French pieces, a few German pieces and a few from England. There is a lot of furniture: sofas, secretary desks, and tables mostly formal stuff and, of course, original oil paintings.

The shipment trip usually takes six to seven weeks from start to finish and Henrik does about four to six shipments per year. Henrik explains, "There is a lot of cheap furniture out there that does not last very long,

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Front Range Glass Show and Sale, October 1 & 2 at the Ranch Event Center, Loveland

Tumbling Tumblers, a Personal Journey

By Tom Cotter

Once upon a time (17th century, apparently), probably in England, a creative bar/pub keeper must have had a thought something like "If the sots keep a holt on their drinkin' pieces, they drink more! So's if I can get some metal/glass worker to make a curve on the bott'm, they can't just sets 'em down to chat with Reggie or Charlie." Thus, allegedly, was born the concept of a "tumbler", with a slightly convex bottom that only stayed upright when empty. And thus were born phrases like, "Blimey, ya spilled that'un. I'll get ya 'nother." or "I sees yer tumbler's empty. Doesn't ya crave 'nother?" Somewhere after that time (probably in the 18th century or so, when the pub-lic became more sophisticated, the bottoms of the tumblers became flat, especially among those who began to drink from leaded crystal. Englishman George Ravenscroft, with a nod to the Venetians, patented "leaded" crystal about 1675 using high-quality flint (hence the term "flint glass") as the silica component in glass with lead oxide added. This revolution in development began a vast array of exceptional blown glassware, including tumblers, used mainly by those who could afford it (see "the rich folk").

Some 150 years later, Deming Jarvis, resident genius at Boston and Sandwich Glass, improved the early glass pressing attempts of others and by the late 1820s was receiving a number of patents for pressed glass methods. Eventually, tumblers became a production item in pressed glass. Some 35 years later William Leighton, Sr., moved from New England Glass to

Hobbs, Brockunier, & Co. in Wheeling, WV. With lead extremely scarce and expensive due to the Civil War, John L. Hobbs was searching for a clear glass formula without lead. William Leighton, Sr. and son William, Jr. used bicarbonate of soda (soda lime) in place of lead to make a cheaper and lighter product in 1864. This formula may have had earlier origins in Europe, particularly Bohemia. Soon other companies "discovered" this formulation, and production exploded in clear, hi-quality glass at about 1/3 the weight and 1/4 the cost of flint glass. Glass products, including a vast variety of tableware and, of course, tumblers, became marketable to nearly all the U.S. population. While the Early American Pattern Glass (EAPG) era began about 1850, products ballooned during the economic growth of the post-Civil War U.S. Eventually some 3,000 patterns may have been made over the 70-year span until about 1920.

Several years ago, I started collecting U.S. made tumblers as decorative and historical examples. I liked the variety of colors and finishes that represented the growth of the U.S. glass industry in the EAPG era. Fortunately or otherwise, as often reflects collections, I found a book on the subject; Glass Tumblers 1860s to 1920s by Tom Bredehoft. With its division between blown and pressed tumblers, beautiful color photos, company and the United States and National Glass Combines listings with some old catalog illustrations, Mr. Bredehoft more than accomplished his written intent "...to present a variety of tumblers to the reader." And he even warned, "This is only a start." So I have discovered. From my first Cambridge glass company tum-



blers a few decades ago, I now have about 75. Therefore, I have only scratched a minor collecting itch and the proverbial surface of tumblers. With Mr. Bredehoft's writings and others, I'll offer what I've discovered.

Tumblers have been around in form for probably over 2,000 years, although the moniker was late in arriving. Any hand-held drinking glass with a flat bottom and no handle holding about a cup of liquid satisfied the description we have adopted with Mr. Bredehoft's help. In Glass Tumblers, Mr. Bredehoft distinguishes between blown and pressed tumblers, then sub-categorizes them by style, technique, and finish. I will use those designations with pictures of examples from my limited collection. What first caught my eye were multi-color tumblers of the later Victorian period (1880s). In attempts to stay ahead of the burgeoning output of soda-lime pressed items, older companies like



New England Glass, Mt. Washington Glass, and Boston and Sandwich Glass experimented with colors and mold-blowing techniques. They achieved such new "flavors" as Amberina/Rose Amber, Bluerina, Cranberry/Ruby, and others. Polka Dot tumblers appeared in many colors. Beginning in the 1880s, Hobbs, Brockunier & Co. came out with pressed Amberina in concert with Mt. Washington's blown Amberina, then followed that success with its famous Peach Blow/Coral cased glass into the

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LABOR DAY SALE

Ten Days of Savings: September 2–11

Hundreds of dealers making room for the holidays.
Save up to 50% off!

SIDEWALK SALE

Saturday September 24, 10 am–4 pm

Haggle with our sidewalk dealers for bargains too good to be true. It all has to go!

3-DAY INDOOR SALE

Friday, Saturday & Sunday: September 23–25

Why have all the fun outdoors? Our indoor dealers are in the spirit too, with savings up to 50% off throughout the store.



What's Happening



Join us for fun,
food and prizes
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Saturday, Sept. 10 2–4pm
Saturday, Sept. 24 10am–Noon



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Saturday: 10.00 - 7.00, Sunday: 12.00 - 5.00





SHOW CALENDAR

September Events



FIRST FRIDAYS: SIX FIFTY ANTIQUES invites you to visit them at the Art District on Santa Fe, 870 N. Santa Fe, Denver, a great date night, the streets are full of people and food trucks. They will have food, music and drink at their shop. More info, call 720-561-9278.

SEPTEMBER 3, OCTOBER 1: A PARIS STREET MARKET is at the Aspen Grove in Littleton, Colorado. The 2016 Market is open from 8am to 3pm. Rain or Shine!

More information or to reserve your space in the market, call 303-877-9457 or Email them at:tsvandel@msn.com.

SEPT. 7: LITHOPHANES Discussion led by Darlene Gruber at 2:00 p.m. at The Brass Armadillo, 11301 West I-70, Wheat Ridge, CO. More information, or if you would be interested in doing a presentation in your area of expertise, call Dixie or Charlotte at 303-403-1677.

SEPT. 10: THE HISTORIC VAN BRIGGLE POTTERY FESTIVAL, 9 to 11:20 and 12:20 - 3 p.m., 1125 Glen Ave., Colorado Springs, CO (corner of Uintah St. and Glen Ave.) Tours run every 20 minutes, Tickets \$12, children under 5 are free. For more information, visit www.coloradocollege.edu/wes or call 719-389-7699. Proceeds fund WES scholarships and projects at Colorado College.

SEPT. 12-17: LA CACHE FALL SALE, Cleaning house once again during the Fall Clearance Sale at La-Cache. All "RDF" items in our Building 404 will be reduced 50% with new items added each and every day. No reductions will be taken prior to these dates so mark your calendars now for big savings. All proceeds benefit Children's Hospital Colorado. La Cache is located at 400 Downing in Denver and open 10 AM to 4 PM. Call 303-871-9605 with any questions.

SEPT. 16 & 17: 7TH ANNUAL TRI STATE DOLL SALE at the Englewood Lodge, 3690 S. Jason St., Englewood, Colorado, Fri. 1 to 7 p.m., Sat. 10 a.m. to 4 p.m. \$5 each day, 1-12 FREE, antique and modern dolls, doll accessories, high-end collectibles, miniatures, bears. Appraisals and doll stringing available. Contact Lorella at 303-988-8591 for more information.

SEPT. 21: TYPEWRITERS Discussion led by Cheryl Miller at 2:00 p.m. at The Brass Armadillo, 11301 West I-70, Wheat Ridge, CO. More information, or if you would be interested in doing a presentation in your area of expertise, call Dixie or Charlotte at 303-403-1677.

SEPT. 23-25: VINTAGE AT THE HANGAR, Wings Over the Rockies Museum, Denver, Produced by Nancy Johnson Events & Wings Museum. For more information, call 303-595-0812 or go to wingsmuseum.org.

Continued on page 7

Front Range Glass Show & Sale
OCTOBER 1 - OCTOBER 2, 2016
Sat. 10 - 5 • Sun. 11 - 4

\$5 Admission
Bring this card or a friend and get \$1 off each admission (good for both days)
Kids 17 & Under are Free

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McKee Building
5280 Arena Circle, Loveland, CO 80538
Exit 259 off I25 Crossroads Blvd.

Contact Mark & Jodi Uthe for show information 319-939-3837
www.ironrangeglassshow.com



The Historic Van Briggles Pottery Festival

Saturday, September 10 Tours run every 20 minutes from 9:00-11:20am & 12:20-3:00pm
1125 Glen Ave, Colorado Springs, CO 80905 (corner of Uintah St. and Glen Ave.)

Tickets: \$12, children under 5 free • For more information, visit www.coloradocollege.edu/wes or call 719-389-7699
Proceeds fund WES scholarships and projects at Colorado College

THANKS TO OUR FESTIVAL FRIENDS



The poster has a warm, autumnal color palette of yellows, oranges, and browns. On the left, a detailed black and white illustration of the Eiffel Tower stands tall. A yellow banner with black text is wrapped around its base. The background is filled with large, vibrant sunflowers. In the lower right, a black silhouette of a bicycle with a yellow basket is visible. Two black bird silhouettes are perched on branches. The title 'A PARIS STREET MARKET' is written in large, bold, yellow letters with a black outline. Below it, the text 'An open-air, vintage, antique and artisan market' is in a smaller, black, sans-serif font. The dates '2016 Market Dates' and location 'Aspen Grove' are in large, bold, black letters. A central white oval with a decorative border contains the text 'Final Shows of the Season!' in a script font, followed by 'Sept. 3 • Oct. 1' in bold black letters, and '8 am to 3 pm Rain or Shine' in a smaller black font. At the bottom, a black banner contains the phone number 'Call 303.877.9457' in yellow, followed by 'Check our website for announcements regarding our annual Rue de Noël Christmas Show!' in yellow, and 'Visit aparisstreetmarket.com' in yellow. A small Facebook logo is in the bottom right corner.

A PARIS STREET MARKET

An open-air, vintage, antique
and artisan market

2016 Market Dates
Aspen Grove



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*Final Shows
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Sept. 3 • Oct. 1

8 am to 3 pm

Rain or Shine

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Call 303.877.9457

Check our website for announcements regarding our
annual **Rue de Noël** Christmas Show!

Visit aparisstreetmarket.com

Continued from page 5

Upcoming Events

OCT. 2 & 3: **FRONT RANGE GLASS SHOW AND SALE**, Sat. 10-5 and Sun. 11-4. at the Ranch Event Center Complex, McKee Building, 5280 Arena Circle, Loveland, CO 80538, exit 259 off I-25 Crossroads Blvd. Quality dealers,

SHOW CALENDAR CONTINUED

hourly prizes, featuring American made glassware, pottery and dinnerware from 1850-1930, More info, call 319-939-3837 or go to www.frontrangeglassshow.com.

OCT. 5: **PINTEREST** Discussion led by Stephanie Davidson at 2:00 p.m. at The Brass Armadillo, 11301 West I-70, Wheat Ridge, CO. More information, or if you would be interested in doing a presentation in your area of expertise, call Dixie or Charlotte at 303-403-1677.

7th Annual Tri-State Doll Sale is Being Held at a NEW Location

We, Nick and Lorella, were asked to have another doll sale as one sale did not meet the buyers and sellers needs. On the spur of the moment we made the decision to have another sale to comply with the many requests. We have held a successful annual doll sale for the last 6 years. Lorella belongs to 2 UFDC doll clubs that annually give to charitable and club activities.

Dealers at our new location will have diverse merchandise including antique, bisque, china, cloth dolls, modern, collectibles and bears. Also miniatures and doll accessories for your doll house, handmade and antique doll clothing, doll books, shoes, wigs, stands and related doll and bear items.

The sale will appeal to all ages from the devoted to the new collectors. The new location is easy to access right of Hampden/285 close to many restaurants and the ELKS kitchen will be open. Buy now, priced right, come one, come all on the 16 & 17 of September at the Elks Englewood Lodge #2122, 3690 S. Jason st., Englewood, CO 80110.

Open on the 16th from 1-7 p.m. and open on the 17th from 10 a.m.- 4 p.m.. **THANK YOU and SEE YOU THERE!**

OCTOBER 14-16: **WORLD WIDE ANTIQUE and VINTAGE SHOW** at the Denver Mart in the EXPO Building, 451 East 58th Avenue, Denver, CO. For more information, go to www.findyourantique.com.

OCT. 19: **THE WORLD OF COCA COLA** Discussion led by Pat Vaughan at 2:00 p.m. at The Brass Armadillo, 11301 West I-70, Wheat Ridge, CO. More information, or if you would be interested in doing a presentation in your area of expertise, call Dixie or Charlotte at 303-403-1677.

NOV. 2: **DOLLS THROUGH THE AGES** Discussion led by Alice Kibele at 2:00 p.m. at The Brass Armadillo, 11301 West I-70, Wheat Ridge, CO. More information, or if you would be interested in doing a presentation in your area of expertise, call Dixie or Charlotte at 303-403-1677.

NOV. 4-20: **INTERNATIONAL CORKSCREW AUCTION**, 900+ antique & collectible corkscrews from \$100 - \$5000. Go to CollectorCorkscrews.com for more info.

NOV. 16: **DR. SEUSS** Discussion led by Cheryl Miller at 2:00 p.m. at The Brass Armadillo, 11301 West I-70, Wheat Ridge, CO. More information, or if you would be interested in doing a presentation in your area of expertise, call Dixie or Charlotte at 303-403-1677.

DEC. 14: **CHRISTMAS IN THE WHITE HOUSE** Discussion led by Cheryl Miller at 2:00 p.m. at The Brass Armadillo, 11301 West I-70, Wheat Ridge, CO. More information, or if you would be interested in doing a presentation in your area of expertise, call Dixie or Charlotte at 303-403-1677.

DEC. 28: **COOKIE CUTTERS** Discussion led by Arlene Lipman at 2:00 p.m. at The Brass Armadillo, 11301 West I-70, Wheat Ridge, CO. More information, or if you would be interested in doing a presentation in your area of expertise, call Dixie or Charlotte at 303-403-1677.

Auctions

SEPT. 11 and SEPT. 18: **FAMILY ESTATE AUCTION**, 8032 W. Jewell Avenue, Lakewood, CO 80232, Open at 10 a.m., auction starts at 11 a.m. Call 303-953-2087 for more info.

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7TH ANNUAL TRI STATE DOLL SALE 2016

Friday and Saturday Sale
September 16 • 1 PM - 7 PM • \$5
September 17 • 10 AM - 4 PM • \$5
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at the HANGAR**

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**WINGS OVER THE ROCKIES AIR & SPACE MUSEUM
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Friday: 5:00 pm – 9:00 pm
Saturday & Sunday: 10:00 am – 5:00 pm

Ticket Prices:
Friday Evening Preview - \$15 Per Adult
Enjoy an evening of wine, appetizers & live music, be the first to shop and enjoy Wings Museum

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\$8 Admission for Show & Wings Museum
\$6 with Coupon Good Saturday & Sunday

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Interested in having an exhibitor booth at our event?

For more information Email:
Info@nancyjohnsonevents.com
or call **303.595.0812**

Tumbling Tumblers, a Personal Journey

Continued from page 1

1890s. Both still bring premium prices today. Burmese by Mt. Washington created a stir as a cased, pastel salmon/golden shaded form, licensed to Thomas Webb & Sons in England and later copied by Gunderson/Pairpoint and Fenton. A number of the multi-colored products required reheating parts of a piece to generate color shading through carefully measured batch chemistry. Boston and Sandwich fell to high labor and material costs in 1888, New England Glass moved to Toledo, OH, as Libbey Glass in 1888 for cheaper labor and natural gas, and Mt. Washington survived by merging with Pairpoint in 1894. If some of this appears familiar, it may be because I wrote an article Late 19th Century American Art Glass for the Mountain States Collector in 2014. As with many glass collections, there tends to be overlap and divergence.

Through these years, other companies launched a variety of colors and designs. Many were blown to create swirls turning clockwise or counter clockwise and reheated to make bone ash in the batch become opalescent on the raised spirals. Pressed pieces utilized the raised pattern and edges for the opalescence. Think bone china, also made from bone ash.

Northwood Glass particularly became known for its opalescent patterns beginning in the 1890s, both with swirls and with distinctive floral patterns. Copper (blue/green/red), ferrous (olive/pale blue), ferric (yellow), chromium (green), cobalt (dark blue), uranium salts (canary/green/vaseline) oxides, manganese (purple), gold (red/Amberina) and other mixes generated a



plethora of colors. Often EAPG pieces were coated with a fired-on stains of ruby, gold, and “maiden’s blush” to mimic expensive flashed cut glass. Both EAPG and blown tumblers came with partially or completely frosted finishes, normally accomplished with hydrofluoric acid. Hobnail patterns became popular, whether retaining the horse/human shoe-derived moniker or becoming transparent pieces dubbed “Dewdrop” or “Thousand Eye”. Tin oxide could be combined with other minerals, including uranium oxide, making opaque glass such as milk, custard, or even Indiana Tumbler and Goblet’s Chocolate. Many deco-

rative tricks ensued, including rolled-in-frit “Spatter” (like heavy grit sandpaper) and rolled in mica and glass chunks “Spangle”, often with swirls in patterns to enhance effects. Specialized molds created such unusual pieces as the Libbey Maize pattern or cased pieces that trapped air between glass layers to generate a Mother-of-Pearl effects.

Intrigued by iridescent glass



found by archeologists, Louis C. Tiffany imported Stourbridge British glass expert Arthur J. Nash, who is portrayed as the discoverer or merely credit-taker of the Favrite glass process. Either way, this secret formula and spraying of chloride tin to heated glass produced a luster that caught the artistic community and the wealthy public in the 1890s. In 1903, T. G. Hawkes brought his own ringer from Stourbridge by the name of Frederic Carder, setting up the Steuben Glass Company in Corning, New York, to complement his leaded crystal production under his own name. By 1904, Carder developed formulas and processes for Aurene, mostly in gold and blue. Though similar to Favrite, Aurene was sufficiently different to stand up to a law suit by Tiffany and became a staple for Steuben. Both lines were expensive to make and pricey in the marketplace.

Soon, other companies caught on to the idea, but without the extensive cost of Favrite or Aurene. Glass decorators Frank and John Fenton of Martins Ferry, OH, then Parkersburg, WV, came up with a spray or iridizing mineral salts to make Iridil. Due to deep discounting and marketing through carnivals, the pressed patterns of the Fentons, Northwood, Dugan, Cambridge, Imperial, and others became known as Carnival Glass. By applying the salts to clear or colored glass, often cobalt blue, amethyst or green, unique multi-hued sheens appeared on the surface. Popularity grew and Carnival still constitutes a major collectible glass in many shapes and sizes, including tumblers. I have seen both Carnival milk and black glass on EBAY. Of course, many tumblers are still being produced around the world and are, in their own way, collectible.

As former co-chair of the Rocky Mountain Depression Glass Society Show and Sale and a 40-year “acquirer”, I am grateful that the DeStefanos continue to promote collecting within our region via the Mountain States Collector. They have been a joy to work with over the last few years and are a beacon for all types of collecting hobbies. I am pleased that Jodi and Mark Uthe now sponsor the Front Range Glass Show, this year October 1 and 2 at the Budweiser Event Center near Loveland, Colorado. At present it is the only show in our region devoted exclusively to antique and vintage glass, china, and pottery. I am planning on having a tumbler display at the show. Jodi and Mark have gathered a great lineup of dealers from across the country. Information for the show is on the RMDGS website about the club and show (www.RMDGS.com & SHOWS). This also links to <http://www.frontrange-glassshow.com/>, which has more specifics about the show. Please continue to support malls, shops, and shows throughout Colorado and adjoining states. And if you travel farther, don’t hesitate to shop during your visit. Something might just tumble your interest.

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Visit Colorado Springs

Colorado is the state that has been calling you to discover its riches. Colorado has so many places of natural beauty and historic interest it seems unfair to name a single city in it to visit. Denver is an incredible destination. It is famous for its beautiful weather and fresh air. You can see lofty mountain peaks from anywhere you stand. Do you like the idea of a "staycation"? Let me suggest you visit Colorado Springs. It is located about 60 miles south of Denver. Many people go there for its mild climate and drink the pure water from the mineral springs. Colorado Springs was established as a resort in 1871 by the president of the Denver and Rio Grande Railroad, and tourism has been one of its leading businesses ever since. Pike National Forest, dominated by Pikes Peak, lies to the west. The view of the mountains is spectacular. Here are five historic places in Colorado Springs to see.



Rachel Hoffman



cluded art classes, lectures, special exhibits, and plays. For details, see <http://www.csfineartscenter.org>.

2. May Natural History Museum of the Tropics is a fascinating place. It has the world's largest private insect collection. The mounted insects include everything from tarantulas to Indian moths with 10-inch wingspans. For over 80 years, May Museum founder James May traveled the world finding over 100,000 fascinating specimens. Locally, it is known as the "Bug Museum." For details, see <https://coloradospringsbugmuseum.com>.



3. Colorado Springs Pioneers Museum is a granite building with a domed clock tower, the El Paso County Courthouse building from 1903 to 1973. The museum has fine arts, artifacts, and archival collections that document the Pikes Peak region since its exploration in 1806. The building is on the National Register of Historic Places. Exhibits include American carriages, pressed glass, portraits, photographs, smoking pipes, minerals, and Pueblo Indian relics. For detail, see: <http://www.cspm.org>.



4. U.S. Air Force Academy is as modern as the space age. It is a complex of aluminum, glass, and marble buildings backed by towering mountains. In 1954 the United States Air Force chose Colorado Springs as the site of an academy to train future officer of the Air Force. The Academy is one of the largest tourist attractions in Colorado, attracting approximately a million visitors each year. It has a multipurpose sports arena where visitors can watch the cadets playing sports and parading. The Academy also presents shows at the planetarium. Cadet Chapel is a modern building topped by 17 gleaming aluminum spires. For details, see <http://www.usafa.af.mil>.

5. Old Colorado City is a national historic district in Colorado Springs. Founded in 1859, it was the original capital of the Colorado Territory. In 1917, Colorado City was annexed by the fast-growing, neighboring Colorado Springs. The Historic District maintains its 19th-century "Wild West" ambiance. Old Colorado City has a shopping district featuring dozens of independently owned art galleries, boutiques, restaurants and unique attractions, which include Simple Showcase and Magic Town, at The Michael Garman Museum and Gallery.



1. Colorado Springs Fine Arts Center is located on the same city block as the American Numismatic Association and the campus of Colorado College. In 1936 Alice Bemis Taylor contributed \$600,000 and funded its construction during the Great

Depression on property owned by the Broadmoor Art Academy. Taylor donated her extensive Indian and Hispanic art and her collection of 6,000 volumes of Americana. Here you can see a display of American art ranging from Native American prehistoric works to drawings, paintings, and sculpture by contemporary artists. European, South American, Pacific, Asian, and African collections have been displayed. The center's program has in-

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The Mountain States Collector, a tabloid newspaper dedicated to promoting the enjoyment of antiquing and collecting in the Rocky Mountain region, is distributed the first weekend of every month through shops, auctions, flea markets and antique shows, and is mailed to subscribers.

(Opinions of the writers contained herein are not necessarily the opinions of the publishers.)

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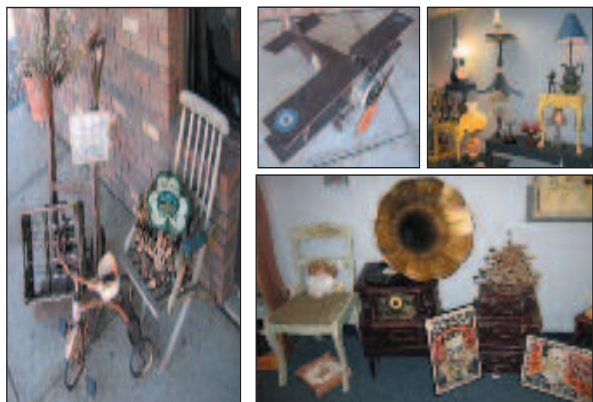
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Continued from page 1

but today people understand that if you buy quality antique furniture it will last you many, many years. The most important thing is to have the highest quality goods. our success rate is very, very high. People know that when they purchase our furniture it will last so our repeat business is very excellent."

Behind the main showroom they have a storeroom and above it the shop, 12,000 square feet in all. Next to the store they have the 5000 square foot warehouse packed to the ceiling with European antiques not ready for the showroom yet.

The furniture they get from Europe needs to acclimate to the climate. Europe is very moist in comparison to Colorado so the furniture needs to dry out and then be restored, stripped, waxed, refinished or repainted. "Whatever it needs," he explains, "It starts in our warehouse then goes to our workshop and finally it is ready for the showroom or the customer to take home."

One of the reasons for their success is that each piece is hand selected by Henrik and then is hand-restored to be a functional piece. So it isn't good enough for it to be just beautiful it must also be functional and durable.



"It also means that sometimes you find a table that is too high," he explains. "They need to be 30" high so we have this great piece that doesn't work so we cut it down so it becomes functional. Some pieces are too short to be a regular table, we may cut it down to be a coffee table. It must have functionality."

He continues, "We usually have to restore every single piece although we sell an occa-



sional piece unrestored. We have five people who do all our restoring and we also do a lot of custom restoring. The restorations are generally major, due to the quality. The construction must be strong so it is useable and will last. And then we must finish it properly, wax and shellac or polish or paint, every piece must be restored so it can be used and is of the highest quality."

"Our job is not to make it new but to create it so that it can be used in a purposeful way daily and last as if it were new. It takes us at least a month to get a shipment ready for our customers."

The warehouse is packed to the ceiling waiting for people to buy or for the pieces to be restored. Every day, people come to the warehouse to find a hidden treasure and they buy them and return time after time. The warehouse is organized so people can easily find what they want. It is packed in four layers high.

The main store holds over 12,000 square feet of restored, finished, and pristine pieces. They take a unique piece of furniture and restore to its original integrity and beauty. Scandinavian Antiques is one of the finest antique furniture businesses in America and at affordable prices.

Located at 1760 S. Broadway, Scandinavian Antiques is open Monday to Saturday, 10 to 5. For more information, call 303-722-2541 or go to www.scanantiques.com. Or just stop by and absorb this wonderful collection of European treasures.

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AROUND TOWN

Antique dealers, shows and shops, if you have news, sales or important information you want to share with the antique community call Jon DeStefano at 720-276-2777 or go to jondestef@gmail.com. Deadline is the 20th of each month.

Rene's Moves to South Broadway

Rene of Rene's Maison Des Fleurs has been looking for a store location on South Broadway for a long time. He finally found the space that he wanted and it became available. Rene moved in and opened his florist/antique business on August 5, 2016. Watch for his grand opening in mid September. The shop is located at 1462 S. Broadway in Denver.

The new shop is a little over 900 square feet but looks much larger. Beside providing flowers and plants for your loved ones, the shop also beautifully displays and sells fine antiques. Rene carries mostly vintage items and furniture which is more European with a focus on French and Asian styles. It is an extraordinary sampling of antiques.

You will also find an assortment of French linens and scented candles and a wide range of quality furnishings and unique decor items. His furniture collection includes fine English and French pieces with a large focus on mahogany and rosewood.

You will also find at Rene's a large selection of unique glassware, mostly vintage, as well as original paintings, with a fine selection by local artists. Rene also has an excellent selection of vintage and antique prints and etchings. If you are looking for some very unique vintage and antique pieces or if you are thinking of sending flowers or plants for any season or event, Rene's Maison Des Fleurs will take special care of you. Stop by or visit www.RenesMaisondesfleurs.com online to select exactly what you want. Rene is a first rate full service florist who also offers great antiques and decorative accessories including original art, vintage lighting, hand painted furniture, rugs as well as crystals and silvers.

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French Furniture Fakery Has Never Stopped

By Anne Gilbert

It continues to amaze me how dealers are able to pass off French furniture reproductions as authentic Louis XIV, XV and XVI or as 19th century. Sorry I can't tell you who without getting sued. However, they are at the fancy big city antiques shows. It's the snob appeal I guess of paying several thousand dollars for a supposedly rare example. While many were made in the 19th

century, they are still being made. There's big money involved. For instance, an authentic piece can fetch \$50,000 and up at auctions like Sotheby's and Christie's.

Reproductions and down-right fakes of the glitz and gilt Louis pieces always find buyers even though the ormolu (gilt bronze) is really gilded white metal. Part of their success is that they create an image of wealth and royalty. When seen by a wealthy non-collector it is assumed they're straight from royalty.

Among the first reproductions of 18th century French furniture were the pieces made in Russia around 1800. They were often made by the serfs for the nobility or by imported French cabinet makers.

In the late 19th century, interest in 18th century French furniture was revived as Victorian rococo, along with reproductions following the styles of the 18 century master craftsmen (ebenistes.) There are still plenty of these around.

CLUES: Take a deep sniff inside the drawer of a supposedly antique piece, any piece. It will have a new wood smell. I remember doing an appraisal for a wealthy client who had a gilt covered Louis-type cabinet she had paid a fortune for. The wood smelled fresh. The last I heard she took the dealer to court.

Signatures don't always mean authenticity. In the 18th century members of the Persian guilds had to sign their names or stamp them on pieces made between 1743 and 1790, often adding the mark of their business. By the turn-of-the-century many fakers put either phony signatures or the names of craftsmen who didn't work during the period the piece was supposedly made.

When it comes to buying an upholstered piece have a corner of the fabric stripped to check construction. That's what a dealer would do.

Reproductions are a slightly different scale than period pieces. Many buyers don't know they've been had till they get an appraisal for insurance or to sell it. If you buy from a fancy dealer be sure to get a letter of provenance and a money back guarantee.

PHOTO CAPTION: French commode Louis XV (1740)

PHOTO CREDIT: Sotheby's Auctions, N.Y.



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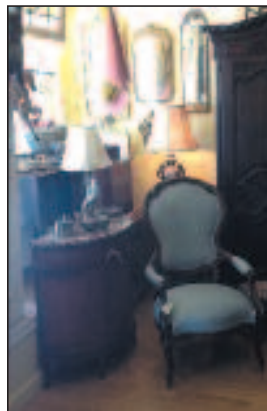


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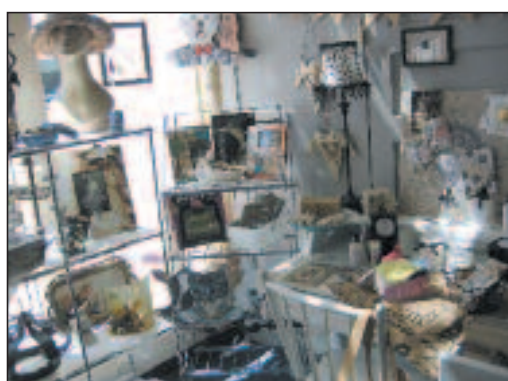
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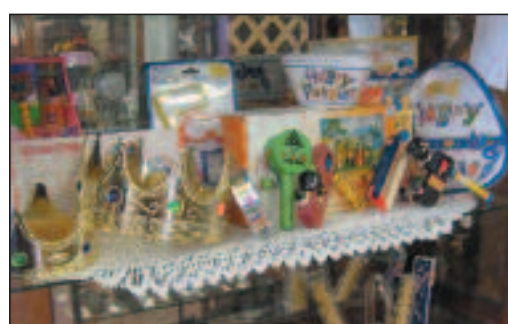
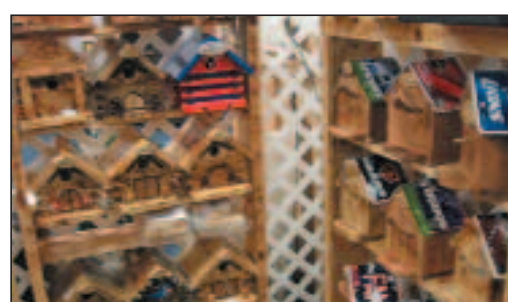
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Ski Country Antiques and Home Celebrates

By Jon DeStefano

September is that time of the year when thousands of Coloradans head up I-70 to ski country on their annual trek to view one of the great natural events: the spectacular changing of the colors especially of the Aspens. This year on your way up or back stop at the Floyd Hill exit and visit Ski Country Antiques and Home and see Colorado's finest selection of incredible antiques and home decor and wish Sharna Coors and her Ski Country team a happy fifth anniversary.

It was just five years ago when Sharna received a call from the previous owner of Ski Country Antiques, asking her, "Wouldn't you like to buy this store?" The store had been closed for a couple of years and the sellers were motivated. Sure enough Heidi, Sharna's daughter, had encouraged her to buy the store and Sharna concluded, "Yes this is something we could do."

Sharna's son Michael recommended that they hire Maggie Erickson as store manager. Maggie, who had great



experience buying and merchandising for a garden center, had no experience with antiques.

"It was the best recommendation. We hired Maggie right off the bat and she was and is the best person we could have. She has grown the business and I have had so much fun watching her grow."

Sharna's daughter Heidi has scaled back, and is no longer involved in the day to day operation but Sharna has a great team at Ski Country, Maggie, of course, and her husband Tim, Denise and Lisa who have all been on board since early in the business. The consistency of the staff has made a huge difference to customers. The business was originally called Ski Country Antiques and they added "and home" to it because "home decor is such a big part of what we do."

The greatest challenge was learning everything from scratch. Maggie developed expertise in home decor while Sharna and Heidi added the antique expertise to the equation. "We don't get in each other's areas unless one of us sees something exceptional and then I call Maggie, for ex-

ample, and say, Maggie can you find this."

"You need both parts, they are very different but they are a good match. The antiques and decor really fit together and we have done well with them."

Sharna enjoys the antique part and takes a European buying trip once a year. She attributes much of their success to a buyer she found in Amsterdam who understands what they want and expect and has "gotten our flavor. She runs around and finds items for us."

"Maggie on the other hand is constantly buying. Home decor is very seasonal. Maggie does an exceptional job and I am very pleased," says Sharna.

The hardest part for Sharna and Maggie was the beginning of the business because the store had been closed a few years and it took awhile to rebuild the customer base and get the traffic they need.

Maggie adds, "The store was hard to fill because the store was so big approximately 20,000 square feet and we thought we would never fill it. Now we bring in something new wondering where are we going to put it." Sharna adds, "It's a good problem."

"What we learned about buying is how to pick the right things, understanding what people like and really get to understand our customers and learn from them," Maggie explained.

Sharna said, "With the antiques we learned to be patient. Sometimes a regular customer finds something they have seen for a long time but suddenly they fall in love with it. It has taken them awhile to re-discover it. The small antiques and home decor go out of here daily and it is a very steady flow. It keeps us afloat from day to day. You must be patient."

June through summer and the last half of the year is best for business for them. In the summer the tourist business is tremendous and their regular repeat customers are steady all year as well as business from the local communities near the shop.



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Five Incredible Years

"We were fortunate," Sharna adds, "we started when business was near the bottom and it just kept getting better and continues to do so. We have graphed our growth and each year has been better than the previous year."

For Sharna her favorite thing has been working with the customers and developing strong relationships. But the people she feels strongest about is her exceptional staff. She explains what a great joy it is for her to watch them develop and grow. She has a "great team."

Maggie loves the merchandising, getting to change different parts of the store, focusing on the seasonal items and times and constantly having to get new pieces and items. Changing the look and feel regularly always gives customers a sense of freshness and newness.

"It is kind of like having a 20,000 square foot doll house, they both agree. It's just fun."

Something new they have been doing that has helped their business this last year is online selling which they have been doing on two online platforms First Dibs and Ruby Lane. Although it has been challenging it has also provided great new exposure.

One of the most interesting aspects of what they have accomplished with their business is the high regard many people in the antique community hold for them. And no wonder Ski Country Antiques and Home is in a class by itself, a very unique and wonderful antique and home deco business.



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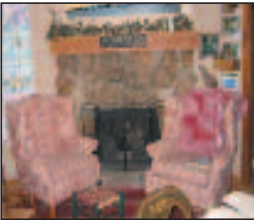
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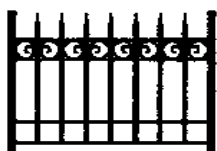
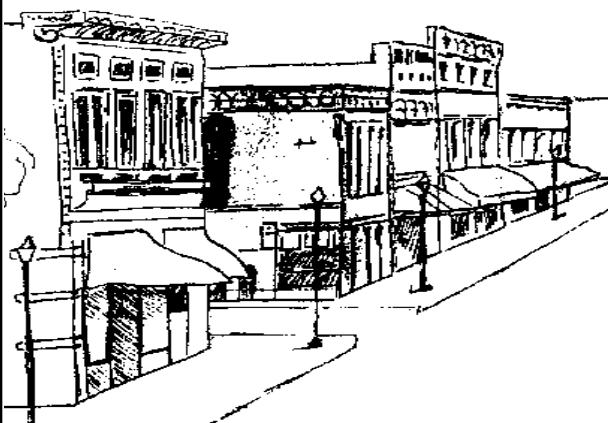
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It's that time again...

By Sandy Dale

It is a cool morning here in Florence, the first in a while, so I decided to take a walk downtown. The long morning shadows spread across mostly-empty Main Street with a bustle of cars and activity just in front of True Value Hardware. It's great to still have our hardware store downtown.

In the next block, the two cafes on either side of the street are hosting their breakfast regulars. I can smell the bacon and coffee as I walk by.

Now I see Larry across the street putting out his usual array of furniture, treasures and old signs. And there's Peg watering the planters in front of her shop. I wonder if she has a few extra basil leaves. I think I'll sit here at the little iron table in front of Heartland Antiques under the arch covered in clematis. It's one of the best places to watch our little town wake up in the morning.

A small group of shop owners has gathered in front of Legends and Lace. I suspect they're talking about the new handmade furniture shop and the new Lorelei's Designs & Antique Mall opening soon. Maybe they're making plans for Pioneer Day Weekend, a big do here in Florence, this year the 89th on September 16-18.

I always look forward to Pioneer Day Junktique, antique and etcetera booths on the street on Friday and Saturday. There's a parade on Saturday morning and, if the rumors are correct, a major film company will be shooting a movie during the parade. Guess we'll have to get our sidewalk seats for the parade early.

I think I could sit here all day sipping my Pour House coffee, but the shops are opening, the parking places are filling up, and I'd better go send this in so I don't hold up the presses. As I walk home, I see a few golden leaves tucked way up high in one of the cottonwood trees... And two brown oak leaves on the sidewalk, wet from last night's rain. Yep, it's that time again...



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CONTEST

August's What Is It?

We had no correct answers for last month's What Is It. The picture is of a badge used by union workers from the Baltimore C.I.O. Since we did the Labor Day article in September we thought it would be a good What Is It.

Why not try your luck with the September's What Is It. Hint: It was used in the American Revolution. It was used between 1778 and 1824. Made in the United States. Made of iron. Good luck!



September's What Is It?

Send your answers to the What Is It contest, postmarked by September 20, to *the Mountain States Collector*, P.O. Box 1003, Bailey, CO 80421. Three winners will be drawn. Winners receive a year's subscription to *the Mountain States Collector*.



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