



1  
00:00:02,540 --> 00:00:17,690

[Music]

2  
00:00:22,950 --> 00:00:20,820

all right hello and we are live at the

3  
00:00:27,540 --> 00:00:22,960

Randolph Street Market this is some type

4  
00:00:30,269 --> 00:00:27,550

of like anniversary or something now

5  
00:00:32,370 --> 00:00:30,279

this is Sally we've been she's been on

6  
00:00:34,920 --> 00:00:32,380

the show I think three four times so

7  
00:00:37,470 --> 00:00:34,930

many more we started out we started out

8  
00:00:40,290 --> 00:00:37,480

doing lighters cigarette lighters and

9  
00:00:43,110 --> 00:00:40,300

you don't even smoke first of all that's

10  
00:00:45,060 --> 00:00:43,120

right did she say you want to yeah yeah

11  
00:00:48,689 --> 00:00:45,070

let's start out with this is Sally

12  
00:00:51,780 --> 00:00:48,699

Schwartz say hello chilly Windsor High

13  
00:00:54,360 --> 00:00:51,790

and you are a bakelite expert and

14

00:00:56,540 --> 00:00:54,370

costume jewelry appraiser that's here at

15

00:00:59,670 --> 00:00:56,550

the Randolph market to do that for you

16

00:01:01,080 --> 00:00:59,680

I'm Duane Scott's Ernie co-owner of the

17

00:01:03,420 --> 00:01:01,090

Broadway antique market everybody calls

18

00:01:05,430 --> 00:01:03,430

me Danny I've got a new book out selling

19

00:01:08,070 --> 00:01:05,440

dead people's things selling dead

20

00:01:09,150 --> 00:01:08,080

people's things and look at this I don't

21

00:01:11,910 --> 00:01:09,160

know if you can just hold the cover

22

00:01:16,410 --> 00:01:11,920

right up toward the camera yeah I love

23

00:01:18,270 --> 00:01:16,420

that cover is that a self-portrait part

24

00:01:21,480 --> 00:01:18,280

of a self-portrait my younger days yeah

25

00:01:24,150 --> 00:01:21,490

yeah alright so we are in Chicago and

26

00:01:25,710 --> 00:01:24,160

this has been going on for 15 years

27

00:01:27,570 --> 00:01:25,720

Sally can you tell a little bit of how

28

00:01:31,590 --> 00:01:27,580

this start because you last night when I

29

00:01:34,290 --> 00:01:31,600

met your okay we'll say your ex-husband

30

00:01:38,130 --> 00:01:34,300

you started you have to talk into the

31

00:01:41,999 --> 00:01:38,140

mic so I was a party planner and I still

32

00:01:45,600 --> 00:01:42,009

kind of am and my ex-husband and I would

33

00:01:48,300 --> 00:01:45,610

travel to all these flea markets to buy

34

00:01:49,450 --> 00:01:48,310

props for events so if I was doing a

35

00:01:51,520 --> 00:01:49,460

speaking

36

00:01:54,580 --> 00:01:51,530

I did a lot of regular things parties

37

00:01:56,470 --> 00:01:54,590

like 50s themed party speakeasy and in

38

00:02:00,130 --> 00:01:56,480

those days everybody was decorating

39

00:02:03,670 --> 00:02:00,140

parties with cardboard cutouts of a 57

40

00:02:06,220 --> 00:02:03,680

Chevy or and I hated that flat thing so

41

00:02:09,880 --> 00:02:06,230

I would go to flea markets and buy like

42

00:02:11,950 --> 00:02:09,890

a grill of 57 Chevy or you know

43

00:02:15,010 --> 00:02:11,960

something from the Jazz Age you know old

44

00:02:17,650 --> 00:02:15,020

musical instruments or whatever and so

45

00:02:18,970 --> 00:02:17,660

that's how I decided that we needed

46

00:02:20,470 --> 00:02:18,980

something in the city so I didn't have

47

00:02:23,470 --> 00:02:20,480

to drive out there cuz it's just hell I

48

00:02:25,990 --> 00:02:23,480

don't like sitting in the car so we

49

00:02:27,490 --> 00:02:26,000

started three huge events called the

50

00:02:30,190 --> 00:02:27,500

Chicago antique and collectibles

51  
00:02:31,810 --> 00:02:30,200  
festival and people remember those shows

52  
00:02:34,720 --> 00:02:31,820  
we did three big shows that were very

53  
00:02:36,340 --> 00:02:34,730  
successful Danny was there Julie shopped

54  
00:02:39,100 --> 00:02:36,350  
I've got pictures of Julie's shopping at

55  
00:02:43,000 --> 00:02:39,110  
that show and we had three shows one

56  
00:02:46,290 --> 00:02:43,010  
show was a total heat wave I don't know

57  
00:02:49,900 --> 00:02:46,300  
100 people in Chicago died that weekend

58  
00:02:51,699 --> 00:02:49,910  
no but it was it was this thing where

59  
00:02:53,860 --> 00:02:51,709  
the city people were dying in their

60  
00:02:57,250 --> 00:02:53,870  
houses and you know elderly but anyhow

61  
00:03:00,280 --> 00:02:57,260  
and that was fun as a promoter then we

62  
00:03:02,410 --> 00:03:00,290  
had another show which we had the wind

63  
00:03:05,229 --> 00:03:02,420

storm and that's how everybody talks

64

00:03:07,330 --> 00:03:05,239

about that event they call it the show

65

00:03:10,690 --> 00:03:07,340

that blew away because we had a

66

00:03:12,670 --> 00:03:10,700

microburst and it was the first

67

00:03:14,500 --> 00:03:12,680

microburst that was ever in Chicago and

68

00:03:16,380 --> 00:03:14,510

it blew through the entire event we got

69

00:03:19,930 --> 00:03:16,390

a phone call in the middle of the night

70

00:03:21,729 --> 00:03:19,940

from the security on site and they said

71

00:03:23,860 --> 00:03:21,739

you have to and when we left the site it

72

00:03:25,780 --> 00:03:23,870

was gorgeous there was not a cloud in

73

00:03:29,680 --> 00:03:25,790

the sky that was not a bit of wind and

74

00:03:31,380 --> 00:03:29,690

somehow or other this nasty wind came

75

00:03:35,010 --> 00:03:31,390

through

76

00:03:36,300 --> 00:03:35,020

we ran down there my my ex and I and all

77

00:03:38,280 --> 00:03:36,310

you could hear was stuff flying through

78

00:03:39,810 --> 00:03:38,290

the air I mean it literally sounded like

79

00:03:42,570 --> 00:03:39,820

a hurricane

80

00:03:44,070 --> 00:03:42,580

I mean it kind of was inside he wanted

81

00:03:46,830 --> 00:03:44,080

to run into the giant tent that we had

82

00:03:50,310 --> 00:03:46,840

and all you could hear were snap snap

83

00:03:53,340 --> 00:03:50,320

tent poles snapping on a giant tent can

84

00:03:55,230 --> 00:03:53,350

you imagine the wind snapping tent poles

85

00:03:56,580 --> 00:03:55,240

and there was stuff flying around I

86

00:03:58,500 --> 00:03:56,590

thought he'd get decapitated by you know

87

00:04:01,440 --> 00:03:58,510

like plate or some you know fork or

88

00:04:03,330 --> 00:04:01,450

something and the next morning we

89

00:04:05,010 --> 00:04:03,340  
brought all this stuff in we had all

90

00:04:08,520 --> 00:04:05,020  
these people sweeping we gave everybody

91

00:04:10,320 --> 00:04:08,530  
a camera like a little Instamatic so

92

00:04:13,500 --> 00:04:10,330  
they could photograph the damage for

93

00:04:17,670 --> 00:04:13,510  
their insurance and we actually got the

94

00:04:19,110 --> 00:04:17,680  
show up were you in the tents did you

95

00:04:20,970 --> 00:04:19,120  
and the weird thing about that what

96

00:04:22,650 --> 00:04:20,980  
happened in the tent was the wind went

97

00:04:25,710 --> 00:04:22,660  
like this so there could be one booth

98

00:04:27,270 --> 00:04:25,720  
with real heavy things that everything

99

00:04:29,070 --> 00:04:27,280  
broke and then there could be a booth

100

00:04:32,190 --> 00:04:29,080  
that had pieces of paper on it and it

101  
00:04:34,560 --> 00:04:32,200  
didn't even move there was a giant rug

102  
00:04:37,560 --> 00:04:34,570  
and oriental rug that blew across the

103  
00:04:39,780 --> 00:04:37,570  
entire site and was up against the fence

104  
00:04:43,290 --> 00:04:39,790  
I mean it literally was like a flying

105  
00:04:44,850 --> 00:04:43,300  
carpet people lost jewelry we had our

106  
00:04:46,590 --> 00:04:44,860  
staff every piece of jewelry was found

107  
00:04:49,020 --> 00:04:46,600  
somebody lost sapphires and I mean it

108  
00:04:52,350 --> 00:04:49,030  
was literally on the ground the staff

109  
00:04:55,409 --> 00:04:52,360  
found it the Explo into the river it was

110  
00:04:57,180 --> 00:04:55,419  
horrible and then so that was great we

111  
00:04:58,980 --> 00:04:57,190  
had this great show that we're doing and

112  
00:05:02,040 --> 00:04:58,990  
then we find out that the property that

113  
00:05:05,340 --> 00:05:02,050

we had it on was sold for development

114

00:05:08,909 --> 00:05:05,350

and then my marriage fell apart and then

115

00:05:11,459 --> 00:05:08,919

there goes the show and then

116

00:05:16,320 --> 00:05:11,469

oh no weird we were crying the whole day

117

00:05:17,429 --> 00:05:16,330

it was so stressful and so then so I

118

00:05:19,890 --> 00:05:17,439

always wanted to get the show going

119

00:05:22,980 --> 00:05:19,900

again but my husband was gone I went

120

00:05:25,379 --> 00:05:22,990

through a divorce I moved and somehow or

121

00:05:27,689 --> 00:05:25,389

other the PERT that my banker was on the

122

00:05:29,189 --> 00:05:27,699

board of the West Loop Organization and

123

00:05:30,899 --> 00:05:29,199

he said they needed someone to come in

124

00:05:33,149 --> 00:05:30,909

they wanted someone to take over the

125

00:05:35,610 --> 00:05:33,159

West Loop the taste of West Loop which

126

00:05:37,980 --> 00:05:35,620

is a huge rock festival with all these

127

00:05:39,839 --> 00:05:37,990

bands and I went in for this meeting and

128

00:05:41,760 --> 00:05:39,849

I said I don't want to do that but would

129

00:05:43,709 --> 00:05:41,770

you be interested in an antique market

130

00:05:46,399 --> 00:05:43,719

because this neighborhood was completely

131

00:05:48,240 --> 00:05:46,409

dead nothing was here but it was

132

00:05:49,679 --> 00:05:48,250

Portobello Road and all those other

133

00:05:51,209 --> 00:05:49,689

markets are always where the markets

134

00:05:52,860 --> 00:05:51,219

were like where you bought the fruit the

135

00:05:59,100 --> 00:05:52,870

vegetables and this is the original

136

00:06:03,420 --> 00:05:59,110

Market District in Chicago so yes

137

00:06:04,170 --> 00:06:03,430

exactly no Jimmy Hoffa yeah he's he's

138

00:06:08,579 --> 00:06:04,180

buried here

139

00:06:11,369 --> 00:06:08,589

but yeah it was great it was really easy

140

00:06:14,129 --> 00:06:11,379

that when I started because I had

141

00:06:16,740 --> 00:06:14,139

everybody helping me and then the

142

00:06:18,689 --> 00:06:16,750

neighborhood has gotten so big debts

143

00:06:21,510 --> 00:06:18,699

McDonald's moved into this neighborhood

144

00:06:23,939 --> 00:06:21,520

when we started here you could you could

145

00:06:25,920 --> 00:06:23,949

you could sunbathe in the street and

146

00:06:29,339 --> 00:06:25,930

they say that the show has brought

147

00:06:31,200 --> 00:06:29,349

people to this neighborhood so I feel

148

00:06:36,179 --> 00:06:31,210

like I should you know own some real

149

00:06:37,980 --> 00:06:36,189

estate which I don't stupid just real

150

00:06:41,399 --> 00:06:37,990

quickly yesterday when we were talking

151  
00:06:45,659 --> 00:06:41,409  
you said JFK John Kennedy got his start

152  
00:06:48,089 --> 00:06:45,669  
be is it the building behind us or so

153  
00:06:51,059 --> 00:06:48,099  
this is the plumbers Union Hall it is

154  
00:06:53,159 --> 00:06:51,069  
the largest union in the entire world

155  
00:06:54,719 --> 00:06:53,169  
all the plumbers unions have

156  
00:06:57,629 --> 00:06:54,729  
consolidated right here this is where

157  
00:07:01,429 --> 00:06:57,639  
the labor movement the Teamsters started

158  
00:07:02,639 --> 00:07:01,439  
this building is from the 20 1920s and

159  
00:07:05,279 --> 00:07:02,649  
yes

160  
00:07:07,309 --> 00:07:05,289  
so it was Mayor Daley he made the

161  
00:07:09,990 --> 00:07:07,319  
decision I mean he was so much power so

162  
00:07:11,519 --> 00:07:10,000  
they actually had a referendum here and

163  
00:07:13,290 --> 00:07:11,529

they brought in John F Kennedy when he

164

00:07:15,749 --> 00:07:13,300

was looking for the NAM to be the

165

00:07:17,009 --> 00:07:15,759

nominee of the Democratic Party and it

166

00:07:19,830 --> 00:07:17,019

was Mayor Daley that got John F Kennedy

167

00:07:22,470 --> 00:07:19,840

here on the ballot

168

00:07:26,540 --> 00:07:22,480

to be the presidential candidate it all

169

00:07:29,659 --> 00:07:26,550

happened here it's pretty historic I

170

00:07:32,070 --> 00:07:29,669

want to be talking a little bit about

171

00:07:33,629 --> 00:07:32,080

bakelite and what's happened in the

172

00:07:37,430 --> 00:07:33,639

market in just a few minutes but right

173

00:07:40,230 --> 00:07:37,440

now I want to talk with Danny and Danny

174

00:07:43,650 --> 00:07:40,240

talk about the premise of the this book

175

00:07:47,219 --> 00:07:43,660

is rated pretty high right now and so

176

00:07:50,310 --> 00:07:47,229

talk about first of all what made you

177

00:07:52,620 --> 00:07:50,320

decide to put it together and and how

178

00:07:59,969 --> 00:07:52,630

it's doing so well right now all that

179

00:08:02,010 --> 00:07:59,979

from start to finish in 2013 I was lucky

180

00:08:03,840 --> 00:08:02,020

enough to get a piece that I wrote for

181

00:08:08,340 --> 00:08:03,850

the New York Times

182

00:08:10,110 --> 00:08:08,350

out of the slush pile how dare they

183

00:08:13,350 --> 00:08:10,120

and it was called traces of a man who

184

00:08:14,940 --> 00:08:13,360

disappeared and it was about it was a

185

00:08:16,650 --> 00:08:14,950

very just a short little kind of oh

186

00:08:18,330 --> 00:08:16,660

Henry asked story which I didn't realize

187

00:08:21,960 --> 00:08:18,340

it at the time but that's I guess what

188

00:08:24,810 --> 00:08:21,970

it was which was headed by Michael wine

189

00:08:26,040 --> 00:08:24,820

rip who won a Pulitzer Prize and he just

190

00:08:27,690 --> 00:08:26,050

took it under his wing and he goes oh my

191

00:08:30,390 --> 00:08:27,700

gosh I this I've got to put this in the

192

00:08:32,760 --> 00:08:30,400

paper and it made quite a little

193

00:08:33,990 --> 00:08:32,770

sensation you should you should google

194

00:08:41,490 --> 00:08:34,000

it so it's traces of a man who

195

00:08:42,990 --> 00:08:41,500

disappeared I am I am I am but that was

196

00:08:45,480 --> 00:08:43,000

the first thing that I mean written a

197

00:08:47,370 --> 00:08:45,490

lot of things and it was the first thing

198

00:08:49,170 --> 00:08:47,380

that just well obviously resonated and

199

00:08:51,000 --> 00:08:49,180

the response was so great and I thought

200

00:08:53,760 --> 00:08:51,010

what was it about this story and it was

201

00:08:55,769 --> 00:08:53,770

because I took people to a really

202

00:08:57,540 --> 00:08:55,779

unusual estate sale I brought them

203

00:09:00,720 --> 00:08:57,550

through it and then it has this kind of

204

00:09:04,410 --> 00:09:00,730

Wow ending which I did not expect and

205

00:09:06,390 --> 00:09:04,420

it's a brief little thing and it I think

206

00:09:08,490 --> 00:09:06,400

it really counters a lot of the reality

207

00:09:11,790 --> 00:09:08,500

television that's out there and on the

208

00:09:13,620 --> 00:09:11,800

pho that you know people yeah that the

209

00:09:14,940 --> 00:09:13,630

things that you see and Julie sees and

210

00:09:17,130 --> 00:09:14,950

you know when you do when you do this

211

00:09:19,470 --> 00:09:17,140

for a living like the real stories and

212

00:09:21,170 --> 00:09:19,480

no not everyone is fantastic but I

213

00:09:24,510 --> 00:09:21,180

thought you know I've got a

214

00:09:26,730 --> 00:09:24,520

collection of these odd experiences and

215

00:09:29,300 --> 00:09:26,740

I thought wouldn't make wouldn't make

216

00:09:32,220 --> 00:09:29,310

kind of B and rather curious

217

00:09:33,960 --> 00:09:32,230

hybrid of a memoir if I could could put

218

00:09:36,240 --> 00:09:33,970

in like how I got started just like how

219

00:09:37,500 --> 00:09:36,250

Sally has her story we all have our

220

00:09:39,990 --> 00:09:37,510

story how we kind of got into the

221

00:09:43,320 --> 00:09:40,000

business and then kind of skew it in

222

00:09:45,270 --> 00:09:43,330

with some of the better state sales and

223

00:09:47,820 --> 00:09:45,280

experiences that stories that I've come

224

00:09:49,950 --> 00:09:47,830

across and it's so this is this is not a

225

00:09:52,440 --> 00:09:49,960

Bay for dummies it's there at Etsy for

226

00:09:53,910 --> 00:09:52,450

idiots it's not it has nothing to do

227

00:09:56,750 --> 00:09:53,920

with money which is really gonna

228

00:10:00,510 --> 00:09:56,760

probably piss people off so thank you

229

00:10:02,550 --> 00:10:00,520

it's its people its people and things

230

00:10:05,400 --> 00:10:02,560

and why things are important and why

231

00:10:08,280 --> 00:10:05,410

people are important and how objects

232

00:10:12,630 --> 00:10:08,290

what we collect defines who we are want

233

00:10:15,270 --> 00:10:12,640

to admit and so that's basically what

234

00:10:17,310 --> 00:10:15,280

this is it's a collection of some of the

235

00:10:18,900 --> 00:10:17,320

best stories and things that happened

236

00:10:21,000 --> 00:10:18,910

like every day it took 20 years to pull

237

00:10:26,660 --> 00:10:21,010

these stories together and five years to

238

00:10:30,450 --> 00:10:26,670

write but that's it in a crazy nutshell

239

00:10:31,800 --> 00:10:30,460

yeah I I was doing an appraisal clinic

240

00:10:33,630 --> 00:10:31,810

here yesterday I had a conversation with

241

00:10:36,390 --> 00:10:33,640

a woman and she started telling the

242

00:10:38,610 --> 00:10:36,400

stories about all her pieces that she

243

00:10:43,020 --> 00:10:38,620

collected and I said isn't it wonderful

244

00:10:46,380 --> 00:10:43,030

to have the story to the piece and and

245

00:10:49,290 --> 00:10:46,390

recently I had a interview my last show

246

00:10:51,330 --> 00:10:49,300

on this was with an eBay spokesperson

247

00:10:53,450 --> 00:10:51,340

and I said it loses when someone just

248

00:10:59,880 --> 00:10:53,460

clicks on something it loses the story

249

00:11:02,250 --> 00:10:59,890

the long travel yeah so how important do

250

00:11:03,780 --> 00:11:02,260

you find it I'll just ask you know what

251  
00:11:07,470 --> 00:11:03,790  
do you think about the story of an item

252  
00:11:10,070 --> 00:11:07,480  
how important is that well I I think how

253  
00:11:14,259 --> 00:11:10,080  
it changes hands is kind of fascinating

254  
00:11:20,590 --> 00:11:16,970  
something something is lost and then

255  
00:11:23,990 --> 00:11:20,600  
refound Andrey found again and this is

256  
00:11:26,300 --> 00:11:24,000  
Andrey loved and and and in what in what

257  
00:11:27,259 --> 00:11:26,310  
industry and what business does that

258  
00:11:30,380 --> 00:11:27,269  
happen

259  
00:11:35,509 --> 00:11:30,390  
it just doesn't and that's why the story

260  
00:11:38,150 --> 00:11:35,519  
becomes all the more important well I

261  
00:11:40,430 --> 00:11:38,160  
have some examples I got a piece of

262  
00:11:42,620 --> 00:11:40,440  
bakelite that I had sold a customer and

263  
00:11:44,660 --> 00:11:42,630

she brought it back to me because she

264

00:11:46,699 --> 00:11:44,670

wasn't wearing it it was a pan of a

265

00:11:49,009 --> 00:11:46,709

woman and she was sort of in a like

266

00:11:51,980 --> 00:11:49,019

shirong type thing perfect for this day

267

00:11:55,190 --> 00:11:51,990

or it's like 90 degrees anyway it was a

268

00:11:57,350 --> 00:11:55,200

native woman in a scarf II item and it

269

00:11:58,880 --> 00:11:57,360

was carved out of bakelite and she said

270

00:12:00,710 --> 00:11:58,890

I just am not wearing it I'd like to

271

00:12:02,389 --> 00:12:00,720

trade it in and I allowed that of my

272

00:12:04,069 --> 00:12:02,399

customers it's sure you can trade it

273

00:12:06,710 --> 00:12:04,079

back in it's in perfect condition you

274

00:12:08,810 --> 00:12:06,720

haven't damaged it so I decided to put

275

00:12:12,079 --> 00:12:08,820

it on ebay but when I put it on eBay I

276

00:12:14,030 --> 00:12:12,089

wrote about it that I felt the shape and

277

00:12:16,069 --> 00:12:14,040

silhouette of the woman pen looked like

278

00:12:18,650 --> 00:12:16,079

something painted in a go GaN painting

279

00:12:22,009 --> 00:12:18,660

so all of a sudden this pin that this

280

00:12:23,720 --> 00:12:22,019

woman had paid \$300 for that I decided

281

00:12:25,910 --> 00:12:23,730

looked like it had come out of a go GaN

282

00:12:28,579 --> 00:12:25,920

painting went for over two thousand

283

00:12:31,400 --> 00:12:28,589

dollars on ebay so I was able to sell it

284

00:12:33,199 --> 00:12:31,410

for more money and it was rare you

285

00:12:35,269 --> 00:12:33,209

didn't it wasn't a piece you could come

286

00:12:37,430 --> 00:12:35,279

across very often we never really know

287

00:12:38,960 --> 00:12:37,440

how many they were made because the

288

00:12:41,569 --> 00:12:38,970

records come from different family

289

00:12:43,280 --> 00:12:41,579

factories and we just don't know the

290

00:12:45,500 --> 00:12:43,290

production and what's left of those

291

00:12:48,740 --> 00:12:45,510

productions so it could be less than six

292

00:12:51,350 --> 00:12:48,750

pieces that are of this Tahitian woman

293

00:12:53,389 --> 00:12:51,360

because they were all hand carved out of

294

00:12:55,759 --> 00:12:53,399

sheets of bakelite during the Depression

295

00:12:57,430 --> 00:12:55,769

and sold in dime stores for maybe ten

296

00:13:00,680 --> 00:12:57,440

cents or a dollar

297

00:13:02,810 --> 00:13:00,690

anyway this pin she got back her \$300

298

00:13:05,150 --> 00:13:02,820

plus she got like a percentage of what

299

00:13:07,730 --> 00:13:05,160

we sold it for but I was able to

300

00:13:10,130 --> 00:13:07,740

describe it as a Gogan Tahitian woman

301  
00:13:13,730 --> 00:13:10,140  
pin made in bakelite and it made people

302  
00:13:16,670 --> 00:13:13,740  
want it because sometimes when you can

303  
00:13:18,530 --> 00:13:16,680  
identify the time period or what was

304  
00:13:21,290 --> 00:13:18,540  
important in the world like the movies

305  
00:13:24,290 --> 00:13:21,300  
South Pacific or whatever was going on

306  
00:13:27,380 --> 00:13:24,300  
and that these Carver's of bakelite were

307  
00:13:30,320 --> 00:13:27,390  
actually also looking at the time

308  
00:13:32,720 --> 00:13:30,330  
when they designed the pieces it made it

309  
00:13:35,030 --> 00:13:32,730  
have a history and a story that made it

310  
00:13:37,790 --> 00:13:35,040  
more valuable so I think that's part of

311  
00:13:48,020 --> 00:13:37,800  
what we do as collectors and as people

312  
00:13:50,930 --> 00:13:48,030  
documenting it is important I think that

313  
00:13:53,270 --> 00:13:50,940

a lot of the dealers that don't do this

314

00:13:56,780 --> 00:13:53,280

they're the ones that tend they have no

315

00:13:58,100 --> 00:13:56,790

success because if you can't romance or

316

00:14:00,020 --> 00:13:58,110

have love for the thing that you bought

317

00:14:00,710 --> 00:14:00,030

and you have some feeling for who had it

318

00:14:03,110 --> 00:14:00,720

before you

319

00:14:04,220 --> 00:14:03,120

I don't think everybody does that I

320

00:14:06,020 --> 00:14:04,230

think a lot of people just throw it all

321

00:14:08,450 --> 00:14:06,030

out there they don't it's too busy they

322

00:14:10,520 --> 00:14:08,460

don't have time you know but you know

323

00:14:13,040 --> 00:14:10,530

you love every single piece so you're

324

00:14:15,950 --> 00:14:13,050

not just trying to just you know turn a

325

00:14:20,270 --> 00:14:15,960

profit you really you identify what it

326

00:14:25,040 --> 00:14:20,280

is make it important so about about

327

00:14:27,530 --> 00:14:25,050

bakelite how you know I think of all

328

00:14:30,290 --> 00:14:27,540

these like segments of the market as big

329

00:14:33,350 --> 00:14:30,300

like being a segment of the market has

330

00:14:35,330 --> 00:14:33,360

that been weathering the storm of 2008

331

00:14:37,790 --> 00:14:35,340

when everything kind of crashed and went

332

00:14:39,800 --> 00:14:37,800

all over the place it's funny the

333

00:14:43,190 --> 00:14:39,810

bakelite actually had a more tragic

334

00:14:45,890 --> 00:14:43,200

situation there was a particular

335

00:14:50,330 --> 00:14:45,900

collector that embezzled quite a bit of

336

00:14:52,280 --> 00:14:50,340

money and what happened was he was about

337

00:14:55,160 --> 00:14:52,290

to get caught so he turned himself in

338

00:14:58,010 --> 00:14:55,170

and he had taken about seven million

339

00:15:01,160 --> 00:14:58,020

dollars and used a lot of it to buy

340

00:15:03,590 --> 00:15:01,170

bakelite so the market became falsely

341

00:15:05,630 --> 00:15:03,600

inflated pieces that should have gone

342

00:15:07,460 --> 00:15:05,640

for two grand that were nice really

343

00:15:11,410 --> 00:15:07,470

beautiful pieces went for ten grand

344

00:15:15,830 --> 00:15:11,420

because he could pay he was actually

345

00:15:18,590 --> 00:15:15,840

just deciding he wanted to have a bigger

346

00:15:21,050 --> 00:15:18,600

collection and he also collected Barbie

347

00:15:22,550 --> 00:15:21,060

dolls and head vases and when he found

348

00:15:24,370 --> 00:15:22,560

out he was going to go to jail because

349

00:15:27,470 --> 00:15:24,380

they were changing the payroll system

350

00:15:29,090 --> 00:15:27,480

he had like filtered this money into his

351

00:15:32,780 --> 00:15:29,100

bank account to the tune of forty

352

00:15:34,070 --> 00:15:32,790

thousand a month of extra money so

353

00:15:35,780 --> 00:15:34,080

anyway when he figured out they were

354

00:15:38,060 --> 00:15:35,790

going to catch him he decided to turn

355

00:15:39,920 --> 00:15:38,070

himself in he went to jail and he

356

00:15:42,200 --> 00:15:39,930

bakelite was all auction dat the Doyle

357

00:15:44,690 --> 00:15:42,210

auction houses in New York and the

358

00:15:47,480 --> 00:15:44,700

market just started to drop because that

359

00:15:49,340 --> 00:15:47,490

was the false inflation and it really

360

00:15:51,320 --> 00:15:49,350

shouldn't have been that high I mean it

361

00:15:54,230 --> 00:15:51,330

went up starting with the beautiful book

362

00:15:56,210 --> 00:15:54,240

that Corky and Jenny root wrote to New

363

00:15:59,420 --> 00:15:56,220

York ladies that wrote this picture book

364

00:16:01,550 --> 00:15:59,430

of bakelite in the 80s and then the man

365

00:16:03,980 --> 00:16:01,560

who did the embezzling just made it go

366

00:16:06,440 --> 00:16:03,990

as high as it could go and then it

367

00:16:10,100 --> 00:16:06,450

dropped out and so now I would say that

368

00:16:12,530 --> 00:16:10,110

it's sort of not as high as it was not

369

00:16:15,020 --> 00:16:12,540

as high as it was before the gentleman

370

00:16:17,900 --> 00:16:15,030

that decided to acquire so much bakelite

371

00:16:19,640 --> 00:16:17,910

but it's it's hanging in there but soon

372

00:16:22,160 --> 00:16:19,650

bakelite will be celebrating a hundred

373

00:16:27,170 --> 00:16:22,170

years so I think we need to look for

374

00:16:30,860 --> 00:16:27,180

ways to celebrate that I would say

375

00:16:33,200 --> 00:16:30,870

pretty close we're pretty close actually

376

00:16:35,540 --> 00:16:33,210

it was it was developed for industrial

377

00:16:42,310 --> 00:16:35,550

purposes but during the Depression it

378

00:16:46,910 --> 00:16:44,810

so it was the first plastic that was

379

00:16:50,180 --> 00:16:46,920

ever invented that was thermoset with

380

00:16:53,150 --> 00:16:50,190

heat and pressure with formaldehyde and

381

00:16:55,700 --> 00:16:53,160

phenolic acid and it was done through a

382

00:16:57,650 --> 00:16:55,710

sort of a process of excluding you

383

00:17:01,160 --> 00:16:57,660

actually put the chemicals together and

384

00:17:02,750 --> 00:17:01,170

it it um ends up in tubes or sheets and

385

00:17:05,780 --> 00:17:02,760

then those tubes or sheets that are

386

00:17:08,870 --> 00:17:05,790

coming out of the machinery can be

387

00:17:10,220 --> 00:17:08,880

molded or carved into other things so it

388

00:17:13,819 --> 00:17:10,230

was used for a lot of industrial

389

00:17:16,160 --> 00:17:13,829

purposes it was used in cars in aviation

390

00:17:18,260 --> 00:17:16,170

for a lot of the housings of electronic

391

00:17:20,000 --> 00:17:18,270

a lot of in your homes you'll remember

392

00:17:22,280 --> 00:17:20,010

the black telephones were all bakelite

393

00:17:24,860 --> 00:17:22,290

the handles on all the fiber where pots

394

00:17:27,650 --> 00:17:24,870

and pans or bakelite the brownie cameras

395

00:17:30,290 --> 00:17:27,660

are bakelite and the the fada bullet

396

00:17:34,160 --> 00:17:30,300

radios all the radios all the housing

397

00:17:38,270 --> 00:17:34,170

that was all bakelite so gutta-percha

398

00:17:41,000 --> 00:17:38,280

is more of an english material that

399

00:17:44,930 --> 00:17:41,010

comes from trees it's either tree sap or

400

00:17:47,150 --> 00:17:44,940

actually the bog oak type stuff that was

401  
00:17:49,280 --> 00:17:47,160  
for Victorian mourning jewelry

402  
00:17:51,360 --> 00:17:49,290  
so that's earlier than bakelite and it's

403  
00:17:53,880 --> 00:17:51,370  
more of a natural material there also

404  
00:17:55,770 --> 00:17:53,890  
celluloid which again is a milk protein

405  
00:17:58,560 --> 00:17:55,780  
plastic which is more of a natural

406  
00:18:01,650 --> 00:17:58,570  
material whereas bakelite is a man-made

407  
00:18:04,080 --> 00:18:01,660  
material the first scientific plastic

408  
00:18:06,750 --> 00:18:04,090  
and then they used it for jewelry during

409  
00:18:10,320 --> 00:18:06,760  
the Depression couldn't afford to carve

410  
00:18:12,390 --> 00:18:10,330  
in Jade ivory onyx all those materials

411  
00:18:14,700 --> 00:18:12,400  
so instead they turned to this new

412  
00:18:23,310 --> 00:18:14,710  
plastic and carved bakelite and put it

413  
00:18:24,990 --> 00:18:23,320

in dime stores sure I think a lot of

414

00:18:26,549 --> 00:18:25,000

ladies started collecting it because

415

00:18:29,010 --> 00:18:26,559

they felt like it was jewelry they could

416

00:18:31,590 --> 00:18:29,020

wear without having someone say I'm

417

00:18:32,340 --> 00:18:31,600

gonna take that diamond or gold bracelet

418

00:18:34,860 --> 00:18:32,350

off your wrist

419

00:18:37,260 --> 00:18:34,870

I think ladies started wearing it first

420

00:18:40,080 --> 00:18:37,270

because it wasn't gonna be high level

421

00:18:42,360 --> 00:18:40,090

and they weren't worried about it being

422

00:18:44,820 --> 00:18:42,370

stolen or being robbed wearing it and

423

00:18:47,160 --> 00:18:44,830

then I think it also has an aspect of

424

00:18:49,620 --> 00:18:47,170

fashion to it because it's oversized

425

00:18:52,470 --> 00:18:49,630

it's very creative it's very colorful

426

00:18:54,870 --> 00:18:52,480

like lifesavers and chuckles it's very

427

00:18:56,400 --> 00:18:54,880

happy and during the Depression women

428

00:18:57,060 --> 00:18:56,410

were looking for things to make them

429

00:18:59,250 --> 00:18:57,070

happier

430

00:19:00,840 --> 00:18:59,260

so these dollar accessories they could

431

00:19:03,480 --> 00:19:00,850

pick up in dime stores like cherry

432

00:19:05,880 --> 00:19:03,490

necklaces and pins made them feel better

433

00:19:08,940 --> 00:19:05,890

and happy and bright colors so jewelry

434

00:19:11,310 --> 00:19:08,950

gets big when times are tough we return

435

00:19:12,750 --> 00:19:11,320

to big accessories and it's a good way

436

00:19:15,630 --> 00:19:12,760

to make an outfit look better and make

437

00:19:22,470 --> 00:19:15,640

you happier so it was that's the reason

438

00:19:24,960 --> 00:19:22,480

I think it had its heyday you said it

439

00:19:30,960 --> 00:19:24,970

looks like lifesavers and chuckles it's

440

00:19:33,270 --> 00:19:30,970

love chuckles that makes it fun people

441

00:19:36,630 --> 00:19:33,280

were looking for colorful ways to feel

442

00:19:39,060 --> 00:19:36,640

happy and bakelite bakelite is about

443

00:19:44,860 --> 00:19:42,600

so Sally I want to hand it to you for

444

00:19:46,870 --> 00:19:44,870

what you do here at Randolph Street

445

00:19:48,430 --> 00:19:46,880

Market and one of the things you see

446

00:19:51,220 --> 00:19:48,440

here you don't see it other shows is

447

00:19:52,720 --> 00:19:51,230

young people and I want to talk a little

448

00:19:56,890 --> 00:19:52,730

bit about that first I'm going to ask

449

00:19:59,740 --> 00:19:56,900

Danny what do you think in you've been

450

00:20:01,720 --> 00:19:59,750

in this business a long time how do you

451

00:20:03,340 --> 00:20:01,730

think we can save this business by

452

00:20:05,710 --> 00:20:03,350

getting more young people involved kind

453

00:20:08,350 --> 00:20:05,720

of like the idea that Sally does she's

454

00:20:09,580 --> 00:20:08,360

brings entertainment in and and what do

455

00:20:11,919 --> 00:20:09,590

you think is going to attract young

456

00:20:13,980 --> 00:20:11,929

people back into looking at antiques in

457

00:20:16,210 --> 00:20:13,990

general yeah there was certainly a

458

00:20:17,680 --> 00:20:16,220

period maybe 10 years ago where it

459

00:20:21,190 --> 00:20:17,690

started to wane

460

00:20:22,720 --> 00:20:21,200

certainly the 2008 that that heard I've

461

00:20:24,399 --> 00:20:22,730

heard everybody and that was like hey

462

00:20:25,960 --> 00:20:24,409

where is this gonna go and then it

463

00:20:28,029 --> 00:20:25,970

really happened kind of organically

464

00:20:29,350 --> 00:20:28,039

vinyl they just had a record Record

465

00:20:30,970 --> 00:20:29,360

Store Day which is the 10th anniversary

466

00:20:33,669 --> 00:20:30,980

was huge

467

00:20:36,730 --> 00:20:33,679

everywhere so young people totally get

468

00:20:39,279 --> 00:20:36,740

vinyl that brings people to markets like

469

00:20:42,820 --> 00:20:39,289

this to stores like mine Broadway

470

00:20:45,070 --> 00:20:42,830

antique market the collecting and then

471

00:20:46,870 --> 00:20:45,080

vintage clothing and you know once you

472

00:20:48,700 --> 00:20:46,880

get them in on one thing and then it's

473

00:20:50,080 --> 00:20:48,710

clothing is like how many times that you

474

00:20:53,409 --> 00:20:50,090

know sell something that's called it was

475

00:20:55,060 --> 00:20:53,419

a girl or a young man and they go what

476

00:20:57,159 --> 00:20:55,070

is this what is this piece of plastic

477

00:20:58,630 --> 00:20:57,169

this is bakelite this is lucite and if

478

00:21:04,840 --> 00:20:58,640

we know what they're buying a bangle or

479

00:21:09,399 --> 00:21:04,850

the buying a pin yeah the entry drug you

480

00:21:11,020 --> 00:21:09,409

know into vintage and and again we won't

481

00:21:14,260 --> 00:21:11,030

really have to salute Sally because this

482

00:21:16,270 --> 00:21:14,270

is her 15th anniversary give this of

483

00:21:18,039 --> 00:21:16,280

Randall Street Market which is stunning

484

00:21:19,480 --> 00:21:18,049

and it's it also shows that you know

485

00:21:20,860 --> 00:21:19,490

people come from all over the world to

486

00:21:23,440 --> 00:21:20,870

come to Chicago because it's such a

487

00:21:26,409 --> 00:21:23,450

great market I've got clients who fly in

488

00:21:28,899 --> 00:21:26,419

from New York shop might my shop run

489

00:21:39,970 --> 00:21:28,909

over here have lunch and go right back

490

00:21:42,250 --> 00:21:39,980

to the airport so Sally what what made

491

00:21:46,180 --> 00:21:42,260

you decide to to gear the show to young

492

00:21:49,630 --> 00:21:46,190

people well so when we started this show

493

00:21:52,680 --> 00:21:49,640

in 2003 and I had a partner when I

494

00:21:54,880 --> 00:21:52,690

started not my husband my ex-husband

495

00:21:56,260 --> 00:21:54,890

people were still collecting antiques it

496

00:21:57,700 --> 00:21:56,270

was still huge people were going to

497

00:22:02,680 --> 00:21:57,710

sandwich they were going people were

498

00:22:04,960 --> 00:22:02,690

into it and about the next year it was

499

00:22:06,669 --> 00:22:04,970

very noticeable that young people

500

00:22:09,100 --> 00:22:06,679

weren't even coming everybody had gray

501  
00:22:09,960 --> 00:22:09,110  
hair that was shopping pretty much there

502  
00:22:12,250 --> 00:22:09,970  
were people that were really

503  
00:22:14,560 --> 00:22:12,260  
fashion-forward and cool that got it

504  
00:22:17,649 --> 00:22:14,570  
from from day one you know the artist

505  
00:22:20,080 --> 00:22:17,659  
got it and people like Julie and people

506  
00:22:22,539 --> 00:22:20,090  
that were connoisseurs got it but the

507  
00:22:25,330 --> 00:22:22,549  
general public hated the idea of the

508  
00:22:28,270 --> 00:22:25,340  
word antiques and when I started it was

509  
00:22:29,919 --> 00:22:28,280  
called the Chicago antique market and it

510  
00:22:31,029 --> 00:22:29,929  
was great and people loved it and got a

511  
00:22:33,460 --> 00:22:31,039  
lot of publicity but young people

512  
00:22:35,580 --> 00:22:33,470  
weren't coming because that word made

513  
00:22:37,480 --> 00:22:35,590

them think of their grandmother and

514

00:22:38,889 --> 00:22:37,490

everybody was started using the word

515

00:22:42,070 --> 00:22:38,899

vintage and they started to use the word

516

00:22:43,240 --> 00:22:42,080

retro and Danny was on that from really

517

00:22:45,820 --> 00:22:43,250

from the start because your whole look

518

00:22:51,310 --> 00:22:45,830

is just it's all retro you've got that

519

00:22:53,710 --> 00:22:51,320

great tag recycling 1959 right recycling

520

00:22:57,480 --> 00:22:53,720

1950 since 1990 which i think is just

521

00:23:02,320 --> 00:22:57,490

genius of course trademark trademark

522

00:23:04,539 --> 00:23:02,330

anyhow right so so so what we did the

523

00:23:06,789 --> 00:23:04,549

second year was we started the indie

524

00:23:10,149 --> 00:23:06,799

designer fashion market and we brought

525

00:23:12,340 --> 00:23:10,159

in all these fashion designers in

526

00:23:14,980 --> 00:23:12,350

Chicago the top people disco they're an

527

00:23:16,990 --> 00:23:14,990

institute you know and they brought with

528

00:23:19,450 --> 00:23:17,000

them all these really hip happening

529

00:23:21,730 --> 00:23:19,460

young designers who had their email us

530

00:23:25,029 --> 00:23:21,740

another thing that had happened was is

531

00:23:26,590 --> 00:23:25,039

that the original dealers all they would

532

00:23:29,260 --> 00:23:26,600

do is they to market the shows they

533

00:23:31,870 --> 00:23:29,270

would hand out cards and other shows but

534

00:23:32,950 --> 00:23:31,880

as those shows started to disappoint and

535

00:23:34,840 --> 00:23:32,960

they weren't going to as many shows

536

00:23:35,450 --> 00:23:34,850

every weekend that whole channel of

537

00:23:38,180 --> 00:23:35,460

promoting

538

00:23:40,159 --> 00:23:38,190

sort of went away so and they not a mid

539

00:23:44,210 --> 00:23:40,169

email I mean it was like can you please

540

00:23:45,889 --> 00:23:44,220

mail me the application so the young

541

00:23:48,409 --> 00:23:45,899

people are the ones that have sheets of

542

00:23:50,360 --> 00:23:48,419

paper they write down people's email

543

00:23:52,490 --> 00:23:50,370

addresses they ask for business cards

544

00:23:54,680 --> 00:23:52,500

though they were doing things on a much

545

00:23:55,940 --> 00:23:54,690

better level than the original antique

546

00:23:58,159 --> 00:23:55,950

dealers who weren't thinking about the

547

00:23:58,730 --> 00:23:58,169

internet really except to buy on eBay or

548

00:24:01,789 --> 00:23:58,740

something

549

00:24:05,480 --> 00:24:01,799

so we just started trying to and we call

550

00:24:07,789 --> 00:24:05,490

that in the business a loss leader if

551

00:24:09,590 --> 00:24:07,799

you talk about marketing so you bring

552

00:24:11,029 --> 00:24:09,600

those young designers and you don't sell

553

00:24:15,380 --> 00:24:11,039

them space for the same price that the

554

00:24:17,000 --> 00:24:15,390

antique dealers were and I mean at this

555

00:24:20,870 --> 00:24:17,010

point everybody needs a break because

556

00:24:23,269 --> 00:24:20,880

it's hard to sell when the Internet is

557

00:24:25,010 --> 00:24:23,279

where people are going to buy stuff so

558

00:24:27,039 --> 00:24:25,020

that has changed we all win you're in

559

00:24:29,450 --> 00:24:27,049

business you constantly have to shift

560

00:24:32,389 --> 00:24:29,460

what it is and how you promote how you

561

00:24:35,570 --> 00:24:32,399

get people and you have to survive so

562

00:24:37,250 --> 00:24:35,580

that was a method of survival was

563

00:24:39,980 --> 00:24:37,260

bringing in the young audience but of

564

00:24:42,230 --> 00:24:39,990

course everybody hated it they were so

565

00:24:44,480 --> 00:24:42,240

pissed off the first year we did this

566

00:24:46,580 --> 00:24:44,490

show everybody was an antique dealer and

567

00:24:49,970 --> 00:24:46,590

they were excellent everybody was an

568

00:24:51,889 --> 00:24:49,980

amazing antique dealer and we had one

569

00:24:54,380 --> 00:24:51,899

person who was not an antique dealer she

570

00:24:57,560 --> 00:24:54,390

was a fine artist and she but she put

571

00:25:00,289 --> 00:24:57,570

her art into an antique frame and people

572

00:25:02,720 --> 00:25:00,299

were pissed off about that like she is a

573

00:25:05,840 --> 00:25:02,730

famous artist she was discovered on site

574

00:25:08,539 --> 00:25:05,850

her name is Francine Turk Francine Turk

575

00:25:10,880 --> 00:25:08,549

who was discovered by a Hollywood set

576

00:25:13,399 --> 00:25:10,890

decorator at the show on the street and

577

00:25:16,890 --> 00:25:13,409

all of her art was in the movie with

578

00:25:19,810 --> 00:25:16,900

Janna from Jennifer Aniston and

579

00:25:24,760 --> 00:25:19,820

what's his name I don't even know what's

580

00:25:25,900 --> 00:25:24,770

his name Vince Vaughn god duh can't

581

00:25:28,720 --> 00:25:25,910

remember things but I got to remember

582

00:25:31,180 --> 00:25:28,730

people's names which I'm not good at so

583

00:25:33,520 --> 00:25:31,190

anyhow and it was in that movie because

584

00:25:36,250 --> 00:25:33,530

she played an art gallery owner so all

585

00:25:39,250 --> 00:25:36,260

of Francine's work appeared in that

586

00:25:41,230 --> 00:25:39,260

movie and she became a big thing she's

587

00:25:43,720 --> 00:25:41,240

collected by Mick Jagger she's got I

588

00:25:45,010 --> 00:25:43,730

mean and and the dealers that were here

589

00:25:49,150 --> 00:25:45,020

didn't want her it was a huge

590

00:25:51,190 --> 00:25:49,160

controversy so you can imagine you can

591

00:25:53,710 --> 00:25:51,200

imagine the year when we brought in all

592

00:25:56,650 --> 00:25:53,720

these young fashion designers that's new

593

00:25:58,600 --> 00:25:56,660

that stuff's new and I would say that

594

00:26:02,200 --> 00:25:58,610

stuff is made as well as all the old

595

00:26:04,330 --> 00:26:02,210

stuff it is made by hand it is made in

596

00:26:06,190 --> 00:26:04,340

the United States there's I mean there's

597

00:26:08,530 --> 00:26:06,200

Nooh and then there's new that came off

598

00:26:09,880 --> 00:26:08,540

of a container from China you know that

599

00:26:18,970 --> 00:26:09,890

is not you can't put these things in the

600

00:26:22,600 --> 00:26:18,980

same category right yeah that's a hard

601  
00:26:26,080 --> 00:26:22,610  
one because it's just impossible at this

602  
00:26:28,780 --> 00:26:26,090  
point to manage and I think everybody's

603  
00:26:30,550 --> 00:26:28,790  
knocking off the original but I think

604  
00:26:32,470 --> 00:26:30,560  
that just makes the original more

605  
00:26:35,290 --> 00:26:32,480  
valuable when people find something

606  
00:26:37,090 --> 00:26:35,300  
that's actually real and it's not a

607  
00:26:41,710 --> 00:26:37,100  
repro I mean a repro shouldn't cost what

608  
00:26:43,420 --> 00:26:41,720  
something real costs but I mean very

609  
00:26:47,200 --> 00:26:43,430  
hard to monitor it unless you're an

610  
00:26:49,210 --> 00:26:47,210  
expert on every single item one thing I

611  
00:26:51,670 --> 00:26:49,220  
think that has been faked really good

612  
00:26:55,000 --> 00:26:51,680  
for many years is gal a glass I don't

613  
00:26:58,030 --> 00:26:55,010

know if you even know what that is but

614

00:27:02,890 --> 00:26:58,040

it's a cameo carved glass and it's very

615

00:27:06,490 --> 00:27:02,900

beautiful and so Galle glasses faked so

616

00:27:09,490 --> 00:27:06,500

much and so good for so long that it

617

00:27:11,290 --> 00:27:09,500

started driving down the prices then

618

00:27:13,870 --> 00:27:11,300

they became a few experts that really

619

00:27:14,500 --> 00:27:13,880

really knew what was right and what was

620

00:27:16,450 --> 00:27:14,510

wrong

621

00:27:19,090 --> 00:27:16,460

the the good pieces are still selling

622

00:27:20,890 --> 00:27:19,100

for huge amounts of money but there's

623

00:27:23,530 --> 00:27:20,900

only a few people that can you know

624

00:27:28,000 --> 00:27:23,540

actually I bought one but I bought a

625

00:27:30,940 --> 00:27:28,010

good piece by accident I want to say

626

00:27:41,320 --> 00:27:30,950

Turkey and it's very very well done

627

00:27:43,210 --> 00:27:41,330

yeah very well done yeah so there's yeah

628

00:27:45,610 --> 00:27:43,220

I think the difference between

629

00:27:47,350 --> 00:27:45,620

reproductions and fakes his fakes are

630

00:27:49,870 --> 00:27:47,360

made to deceive reproductions are

631

00:27:53,740 --> 00:27:49,880

copying you know a design you know

632

00:27:58,810 --> 00:27:53,750

basically and you know I've bought fakes

633

00:28:01,090 --> 00:27:58,820

before you know anyone can get burned in

634

00:28:03,370 --> 00:28:01,100

twenties a lot of stuff that was like

635

00:28:06,640 --> 00:28:03,380

French Empire you know like louis xvi

636

00:28:08,140 --> 00:28:06,650

stuff got copied and that stuff is

637

00:28:10,450 --> 00:28:08,150

amazing because it was made really well

638

00:28:13,180 --> 00:28:10,460

a lot of its painted its gilded and I

639

00:28:16,000 --> 00:28:13,190

mean if you buy something now and it's

640

00:28:17,800 --> 00:28:16,010

really beautiful and timeless if it

641

00:28:20,440 --> 00:28:17,810

looks like something else it'll still be

642

00:28:22,150 --> 00:28:20,450

around just that's other stuff that's

643

00:28:24,640 --> 00:28:22,160

new that's been sprayed with all this

644

00:28:26,680 --> 00:28:24,650

you know like pesticide and so it

645

00:28:28,540 --> 00:28:26,690

doesn't put bugs in people's houses and

646

00:28:30,370 --> 00:28:28,550

all you know fire retardant bug

647

00:28:32,980 --> 00:28:30,380

repellent everything is just stuff is

648

00:28:36,300 --> 00:28:32,990

not made to be loved or lived with

649

00:28:42,149 --> 00:28:39,600

a quick little story about

650

00:28:43,350 --> 00:28:42,159

so so oftentimes you know we're talking

651  
00:28:45,090 --> 00:28:43,360  
about like Galloway glass things they're

652  
00:28:46,529 --> 00:28:45,100  
really expensive and hard and and

653  
00:28:48,840 --> 00:28:46,539  
oftentimes it's it's the little things

654  
00:28:50,850 --> 00:28:48,850  
in life there's the small items you'd

655  
00:28:54,629 --> 00:28:50,860  
say well no one's gonna reproduce that

656  
00:28:56,310 --> 00:28:54,639  
which is true so well in the 90s woman

657  
00:28:56,700 --> 00:28:56,320  
comes into my store what comes into my

658  
00:28:58,440 --> 00:28:56,710  
store

659  
00:29:00,570 --> 00:28:58,450  
you're after you're by your father a

660  
00:29:03,359 --> 00:29:00,580  
birthday gift every year it's a pair of

661  
00:29:04,889 --> 00:29:03,369  
cufflinks or a tie or a cocktail shaker

662  
00:29:06,330 --> 00:29:04,899  
right and every year it's like she wants

663  
00:29:07,619 --> 00:29:06,340

to give him something better right and

664

00:29:08,789 --> 00:29:07,629

she never this year I went even

665

00:29:09,149 --> 00:29:08,799

something better better better we all do

666

00:29:12,659 --> 00:29:09,159

that

667

00:29:14,310 --> 00:29:12,669

got to be the best thing ever Isaac tell

668

00:29:16,109 --> 00:29:14,320

me about your dad you know he's retired

669

00:29:17,519 --> 00:29:16,119

now when he loves his grandchildren and

670

00:29:19,979 --> 00:29:17,529

he used to be an accountant volleyball

671

00:29:22,470 --> 00:29:19,989

Walker right and I said yeah but what do

672

00:29:23,639 --> 00:29:22,480

you know about him and she goes what's

673

00:29:25,049 --> 00:29:23,649

the oddest thing you know about him and

674

00:29:32,220 --> 00:29:25,059

she goes oh you know he was an incubator

675

00:29:34,349 --> 00:29:32,230

baby tell me more right yeah going like

676  
00:29:37,049 --> 00:29:34,359  
how can that be exactly this would be

677  
00:29:39,599 --> 00:29:37,059  
certainly an older gentleman so now

678  
00:29:43,590 --> 00:29:39,609  
we're gonna go to the 1920s so there was

679  
00:29:46,320 --> 00:29:43,600  
a dr. Corey who started an incubator on

680  
00:29:48,659 --> 00:29:46,330  
Coney Island for preemies for preemies

681  
00:29:50,669 --> 00:29:48,669  
and this was and he had figured this out

682  
00:29:51,869 --> 00:29:50,679  
from from doing this with eggs and

683  
00:29:55,769 --> 00:29:51,879  
thinking gee would this work with

684  
00:29:57,659 --> 00:29:55,779  
children right now and at that time the

685  
00:29:58,979 --> 00:29:57,669  
death rate was phenomenal that no

686  
00:30:00,419 --> 00:29:58,989  
hospice would take it so these are

687  
00:30:01,349 --> 00:30:00,429  
desperate parents bringing you here like

688  
00:30:03,299 --> 00:30:01,359

where am I going with this story right

689

00:30:05,909 --> 00:30:03,309

these are desperate parents right well

690

00:30:08,369 --> 00:30:05,919

it was a huge hit the incubator babies

691

00:30:10,769 --> 00:30:08,379

in Coney Island 33 World's Fair comes

692

00:30:17,180 --> 00:30:10,779

along right and he sets up here in

693

00:30:23,649 --> 00:30:19,560

[Music]

694

00:30:26,169 --> 00:30:23,659

well it turns out so he was actually in

695

00:30:30,159 --> 00:30:26,179

that's it the fans in the Chicago

696

00:30:33,100 --> 00:30:30,169

World's Fair yeah so right well well 85%

697

00:30:35,200 --> 00:30:33,110

of all all babies survived so this is

698

00:30:37,419 --> 00:30:35,210

this guy this was a blessing you just

699

00:30:38,919 --> 00:30:37,429

think about this right and it cost a

700

00:30:40,840 --> 00:30:38,929

nickel to see them and I coach threw

701  
00:30:42,490 --> 00:30:40,850  
that up I post it on Facebook and

702  
00:30:43,960 --> 00:30:42,500  
Instagram for you guys to see that that

703  
00:30:45,730 --> 00:30:43,970  
ticket they have the ticket which is

704  
00:30:47,980 --> 00:30:45,740  
okay a ten dollar ticket right but like

705  
00:30:49,779 --> 00:30:47,990  
try and find one right that was the

706  
00:30:54,360 --> 00:30:49,789  
admission it was a nickel to come in and

707  
00:30:56,710 --> 00:30:54,370  
see them right right well yeah right

708  
00:30:58,389 --> 00:30:56,720  
exactly but let's think of the good that

709  
00:31:00,730 --> 00:30:58,399  
that anyway so she tells me this and I

710  
00:31:02,649 --> 00:31:00,740  
said I know I know what I know what he's

711  
00:31:04,000 --> 00:31:02,659  
gonna get but I gotta find it so I talk

712  
00:31:07,360 --> 00:31:04,010  
to all my ephemera people I said give me

713  
00:31:11,310 --> 00:31:07,370

a couple weeks right and I find a real

714

00:31:13,659 --> 00:31:11,320

photo postcard of the inside of the

715

00:31:14,590 --> 00:31:13,669

exhibit right and this is what's great

716

00:31:16,899 --> 00:31:14,600

about this is where it gets really

717

00:31:18,850 --> 00:31:16,909

Kearney because you've got these giant

718

00:31:21,639 --> 00:31:18,860

nurses all dressed in white with the

719

00:31:23,560 --> 00:31:21,649

shoulder pads and the huge hats and and

720

00:31:26,680 --> 00:31:23,570

right and these teeny little babies

721

00:31:28,899 --> 00:31:26,690

right so you get the dynamic of the

722

00:31:31,510 --> 00:31:28,909

sideshow the small that the large to the

723

00:31:33,880 --> 00:31:31,520

small right so she comes in I give this

724

00:31:36,130 --> 00:31:33,890

to her she cannot she cannot believe

725

00:31:37,600 --> 00:31:36,140

this right and I said and how much you

726

00:31:39,430 --> 00:31:37,610

want for it I says I don't want anything

727

00:31:42,130 --> 00:31:39,440

for it I don't want anything for it I

728

00:31:44,950 --> 00:31:42,140

says all I all I want you to do is call

729

00:31:47,860 --> 00:31:44,960

me on his birthday and let me know how

730

00:31:51,340 --> 00:31:47,870

it went right so I just gave her the a

731

00:31:52,960 --> 00:31:51,350

real photo postcard of the nurses

732

00:31:54,279 --> 00:31:52,970

holding the nurses holding the nurse

733

00:31:56,740 --> 00:31:54,289

nurse and they're seeing the baby I

734

00:31:58,210 --> 00:31:56,750

found that later I didn't have the

735

00:32:00,190 --> 00:31:58,220

ticket that I'd even know he could find

736

00:32:01,930 --> 00:32:00,200

a ticket I've since twenty years later I

737

00:32:05,289 --> 00:32:01,940

found the ticket no you can't have it

738

00:32:10,909 --> 00:32:08,720

and it opens the door so she calls me

739

00:32:13,249 --> 00:32:10,919

and she says I gave it to my father and

740

00:32:15,440 --> 00:32:13,259

she says this you know 70 something

741

00:32:17,600 --> 00:32:15,450

year-old man burst into tears I've never

742

00:32:21,529 --> 00:32:17,610

seen him cry before and he held it up

743

00:32:28,039 --> 00:32:21,539

and he said this is where I'm from this

744

00:32:31,249 --> 00:32:28,049

is who I am so that's a story in the

745

00:32:33,230 --> 00:32:31,259

book and it's a began just showing that

746

00:32:35,149 --> 00:32:33,240

it's not about them necessarily the

747

00:32:40,580 --> 00:32:35,159

value of things but how important things

748

00:32:42,440 --> 00:32:40,590

are in our life I feel the same light

749

00:32:46,159 --> 00:32:42,450

way when I find something I mean

750

00:32:48,139 --> 00:32:46,169

something really rare it's not about the

751

00:32:50,299 --> 00:32:48,149

value the value is secondary and it's

752

00:32:51,830 --> 00:32:50,309

valuable because it's rare but it's so

753

00:32:57,320 --> 00:32:51,840

exciting to like hold something

754

00:33:00,200 --> 00:32:57,330

extremely rare in your hands yeah that's

755

00:33:03,619 --> 00:33:00,210

right yeah well I wanted to ask you

756

00:33:05,419 --> 00:33:03,629

about bakelite fakes copies

757

00:33:07,070 --> 00:33:05,429

reproductions what's going on with that

758

00:33:08,110 --> 00:33:07,080

and then we're pretty much wrapping it

759

00:33:11,419 --> 00:33:08,120

up after that

760

00:33:13,850 --> 00:33:11,429

so there are artisans working in

761

00:33:17,570 --> 00:33:13,860

bakelite some of them in the US are

762

00:33:19,580 --> 00:33:17,580

using old stock and carving it and they

763

00:33:22,159 --> 00:33:19,590

usually tell you that they've done that

764

00:33:24,409 --> 00:33:22,169

but then there's also stuff coming in

765

00:33:25,909 --> 00:33:24,419

from possibly an Asian market I'm not

766

00:33:29,029 --> 00:33:25,919

sure if it's Thailand or where it's

767

00:33:30,830 --> 00:33:29,039

coming in from but it's very similar and

768

00:33:34,419 --> 00:33:30,840

even test this bakelite with all the

769

00:33:37,509 --> 00:33:34,429

tests so it's actually the same chemical

770

00:33:40,789 --> 00:33:37,519

the problem is is that there's something

771

00:33:43,399 --> 00:33:40,799

around the carving that's like a residue

772

00:33:45,259 --> 00:33:43,409

like a sawdust if you will that wouldn't

773

00:33:48,879 --> 00:33:45,269

be on an old piece of bakelite that's

774

00:33:52,340 --> 00:33:48,889

patina but it's very hard to detect and

775

00:33:53,840 --> 00:33:52,350

me being a collector for 30 years if I

776

00:33:56,360 --> 00:33:53,850

have to look at it with a loupe to tell

777

00:33:58,009 --> 00:33:56,370

that it's a fakir reproduction whatever

778

00:34:00,560 --> 00:33:58,019

method they're using to make these

779

00:34:01,999 --> 00:34:00,570

pieces I would say be where you should

780

00:34:03,950 --> 00:34:02,009

always know where you're getting your

781

00:34:05,869 --> 00:34:03,960

things work with the dealer that you

782

00:34:09,290 --> 00:34:05,879

trust work with the dealer that has a

783

00:34:11,540 --> 00:34:09,300

reputation that that you know you can

784

00:34:13,339 --> 00:34:11,550

you know go to and say I don't feel

785

00:34:15,980 --> 00:34:13,349

comfortable about this piece bakelite

786

00:34:19,280 --> 00:34:15,990

has a certain weight a certain fee

787

00:34:20,930 --> 00:34:19,290

but the new things have copied it very

788

00:34:23,810 --> 00:34:20,940

well the weight is a little bit lighter

789

00:34:29,629 --> 00:34:23,820

and again there's this weird residue but

790

00:34:32,090 --> 00:34:29,639

there's the strange residue the colors a

791

00:34:34,520 --> 00:34:32,100

little bit off but again the colors

792

00:34:37,220 --> 00:34:34,530

could vary because they were made in

793

00:34:39,830 --> 00:34:37,230

different factories so color there's a

794

00:34:42,649 --> 00:34:39,840

lot of colors in bakelite so antipathies

795

00:34:44,570 --> 00:34:42,659

the weights a little off but it's hard

796

00:34:45,649 --> 00:34:44,580

without having the same piece in your

797

00:34:47,930 --> 00:34:45,659

other hand

798

00:34:49,369 --> 00:34:47,940

to tell that the weights a little off

799

00:34:51,590 --> 00:34:49,379

but if you have two pieces that are

800

00:34:54,409 --> 00:34:51,600

carved the same you could see that the

801  
00:34:56,780 --> 00:34:54,419  
weight is a little lighter but it is l

802  
00:34:59,180 --> 00:34:56,790  
would say extremely hard to tell now

803  
00:35:01,460 --> 00:34:59,190  
some people don't sell them for as much

804  
00:35:03,890 --> 00:35:01,470  
money so that's an indicator right there

805  
00:35:08,840 --> 00:35:03,900  
if you're buying a Philadelphia bracelet

806  
00:35:10,940 --> 00:35:08,850  
and it's \$700 and it's usually \$2,000

807  
00:35:14,030 --> 00:35:10,950  
you know that you probably have a new

808  
00:35:15,710 --> 00:35:14,040  
one but maybe it's worth two to five

809  
00:35:18,170 --> 00:35:15,720  
hundred dollars to have a new one

810  
00:35:20,000 --> 00:35:18,180  
because you can't get one for 2,000 so

811  
00:35:21,710 --> 00:35:20,010  
these are decisions you have to make are

812  
00:35:23,660 --> 00:35:21,720  
you buying it for fashion or are you

813  
00:35:37,140 --> 00:35:23,670

buying it for the fact that it's a

814

00:35:43,120 --> 00:35:39,579

I've been asked this question so many

815

00:35:44,859 --> 00:35:43,130

times and it's never nothing ever pans

816

00:35:46,420 --> 00:35:44,869

out exactly the way I think but then

817

00:35:49,150 --> 00:35:46,430

other things happen that are really good

818

00:35:50,740 --> 00:35:49,160

so I kind of just at this point it's

819

00:35:53,319 --> 00:35:50,750

been so many years I really feel kind of

820

00:35:55,299 --> 00:35:53,329

beaten down I mean come on

821

00:35:57,430 --> 00:35:55,309

you know wind storms heat storms I'm not

822

00:36:00,579 --> 00:35:57,440

an outdoor kind of person that I like

823

00:36:02,799 --> 00:36:00,589

this but it's fun it's fun I just want

824

00:36:04,720 --> 00:36:02,809

to have fun at this point yeah and if I

825

00:36:06,720 --> 00:36:04,730

can make some money you know that's kind

826

00:36:09,730 --> 00:36:06,730

of the deal and and I want to see

827

00:36:12,789 --> 00:36:09,740

everybody thrive I really want this to

828

00:36:15,759 --> 00:36:12,799

continue you know I want my daughter to

829

00:36:18,400 --> 00:36:15,769

say I love your cigarette lighters can I

830

00:36:19,930 --> 00:36:18,410

have them because I've already promised

831

00:36:21,370 --> 00:36:19,940

them to my stepdaughter because she

832

00:36:24,309 --> 00:36:21,380

loves them and my daughter's like I

833

00:36:25,930 --> 00:36:24,319

don't care yeah so I hope she wants them

834

00:36:27,579 --> 00:36:25,940

because she's gonna get all of it you

835

00:36:29,950 --> 00:36:27,589

know so she's better figured I don't

836

00:36:35,109 --> 00:36:29,960

want it all getting sold off so that's

837

00:36:37,359 --> 00:36:35,119

it yeah I just um hope that you find

838

00:36:40,059 --> 00:36:37,369

things you enjoy collecting and wear

839

00:36:42,220 --> 00:36:40,069

them and and pass them down with stories

840

00:36:43,779 --> 00:36:42,230

so that people will continue again like

841

00:36:47,170 --> 00:36:43,789

Sally said if the young people aren't

842

00:36:49,779 --> 00:36:47,180

engaged it won't continue so try to keep

843

00:36:53,859 --> 00:36:49,789

it going with your families and friends

844

00:36:55,809 --> 00:36:53,869

yeah I would say to people be a little

845

00:36:57,069 --> 00:36:55,819

less obsessed with money and I always

846

00:36:59,319 --> 00:36:57,079

say if you could just put that out of

847

00:37:01,960 --> 00:36:59,329

your head for just a couple minutes and

848

00:37:03,309 --> 00:37:01,970

think about think about the object I

849

00:37:06,940 --> 00:37:03,319

know it's and something just kind of

850

00:37:09,759 --> 00:37:06,950

crazy that as an analogy that if there

851

00:37:12,400 --> 00:37:09,769

were a fire in your house what item

852

00:37:16,390 --> 00:37:12,410

would choose you what item would save

853

00:37:23,089 --> 00:37:19,339

yeah I actually yep I was asked that

854

00:37:25,849 --> 00:37:23,099

question this week as I was coming out

855

00:37:29,120 --> 00:37:25,859

here we have a very dry of real dry

856

00:37:31,520 --> 00:37:29,130

spell where I live and the new neighbor

857

00:37:33,710 --> 00:37:31,530

below lives in the bottom of a field in

858

00:37:36,470 --> 00:37:33,720

the bottom of the hill and he had set a

859

00:37:39,770 --> 00:37:36,480

fire like a four brush or something

860

00:37:42,620 --> 00:37:39,780

a few few nice ahead and my girlfriend

861

00:37:44,930 --> 00:37:42,630

asked me she said what in the house do

862

00:37:48,079 --> 00:37:44,940

you want to save if the place goes on

863

00:37:49,549 --> 00:37:48,089

fire and I could I could only think of

864

00:37:51,980 --> 00:37:49,559

like well I have a small beautiful

865

00:37:54,289 --> 00:37:51,990

Hudson River painting that is pretty

866

00:37:56,420 --> 00:37:54,299

rare and I said that's easy to grab but

867

00:37:58,760 --> 00:37:56,430

don't grab anything just hit yourself on

868

00:38:00,589 --> 00:37:58,770

the dog out you know that's all but

869

00:38:02,120 --> 00:38:00,599

anyway I love that I love that well

870

00:38:03,620 --> 00:38:02,130

would choose you that's great something

871

00:38:06,859 --> 00:38:03,630

yeah excellent

872

00:38:08,480 --> 00:38:06,869

so that's yeah all right so that's gonna

873

00:38:14,180 --> 00:38:08,490

be it for the show thank you all very