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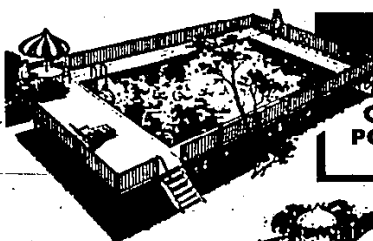
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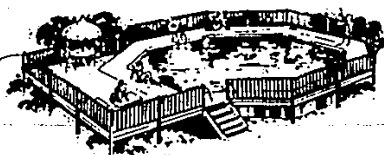
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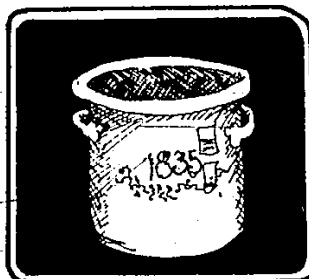
## Trash Or Treasure?

### A NOVICE'S GUIDE TO ANTIQUE BUYING

By CAROL KATZ

The high adventure of searching for souvenirs of yesteryear can be marked with tremors of panic and apprehension for the novice. How do you know what's really what and how-do-you-know-whether-or-not you're being taken?

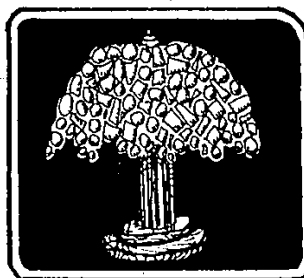
Anything over 100 years old, according to antique dealers, is considered a bona fide antique. A reputable antique dealer will honestly admit the age of a piece that he wants to sell, although, sometimes, it may be impossible to date it exactly.



Antique dealers, as a group, are as honest as merchants in other fields. "We'd simply lose customers if we didn't try to tell the truth," explained a local dealer in the business for over 20 years. "Our reputation is built on trust."

**PROSPECTIVE BUYERS** are advised to study the field before plunging into it with a generous outlay of dollars and cents. Books from the public library can explain the age and value of many pieces you'll find in antique stores. Many paperback guides to antique items can be found right within antique shops themselves.

With a sound background of information on styles, types of woods and desirable characteristics of old things, the novice can begin his antique browsing with an air of confidence and authority.



Not all that glitters is really old, however. The biggest boom in the local market centers on items that are much less than the 100 years necessary to be regarded as genuinely antique.

Really old things are simply getting harder and harder to find; they've been searched up years of ago and are already situ-

ated securely in the homes of classic antique buffs. Their prices, too, are often higher than many people can afford to pay.

**NOSTALGIA LOVERS** are not stopped, however, by the relative scarcity of true antiques. There are vast quantities of old time items dating back 60 or 70 years that are both eye appealing and unique in the sense that they aren't being manufactured today.

Keep in mind, too, that old items consistently increase in value. A quaintly carved oak desk dating from 1915 may be worth \$85 on today's market; in ten years or so its price will inevitably rise higher.

A good rule for the novice to remember is never to pay more for an old item than you would pay for the reproduction of the same piece in a furniture or department store.

With this in mind, the purchasing of old fashioned goods is really a bargain. That maple reproduction of an old table that sells for \$200 in a furniture store won't be worth even half that price in ten years. A genuinely old table, simply by merit of its age, will increase in value as the years go by.

Currently enjoying a high crest of popularity in the market are Tiffany style lamps which come in hanging and table top models. Because their desirability has made them scarce, many antique shops feature convincing reproductions -- plainly marked "new" -- to meet the current demand. Old lamp bases topped by Tiffany reproductions can be found frequently in local antique stores.



**THE PEDESTAL TABLE** usually crafted of thick oak is another popular item in the Observer area, much in demand for family rooms and country style kitchens. The supply here is also running low, however.

Old wash stands, often marble topped, are still fairly plentiful. Originally used in lieu of the trusty bathroom sink, these now have storage value as well as being able to add an air of nostalgia to a room.

"It's surprising to see how creative many people can be with old things," remarks a local antique dealer. "Wash stands, for instance, are being used as hi-fi cabinets and I've known many people who buy old iron chests and use as liquor storage units."