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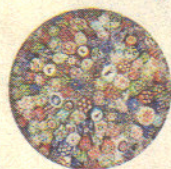
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Apply 'Sidekick' Merchandising Method to Move Inventory

Behind the Gavel columnist Wayne Jordan explains how the dutiful sidekick, often seeming to have a little less of whatever special skill or talent its partner possesses, can serve an important role in moving inventory no matter the type of business.

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Love of Paperweights Sparks Zest to Educate



Paperweights couple the beauty of delicate artistry with hefty glass to create a functional and fashionable item for the gallery or the

office, explains Paul H. Dunlop in a Knowing Your Business profile.

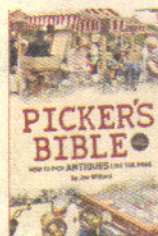
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Vintage Garage Bringing Midcentury Flair to Chicago

The Windy City is going Midcentury with a touch of Modern thrown in during the next in a series of theme-based shows from Vintage Garage Chicago.

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Hands-On Guide Exposes Picking Secrets



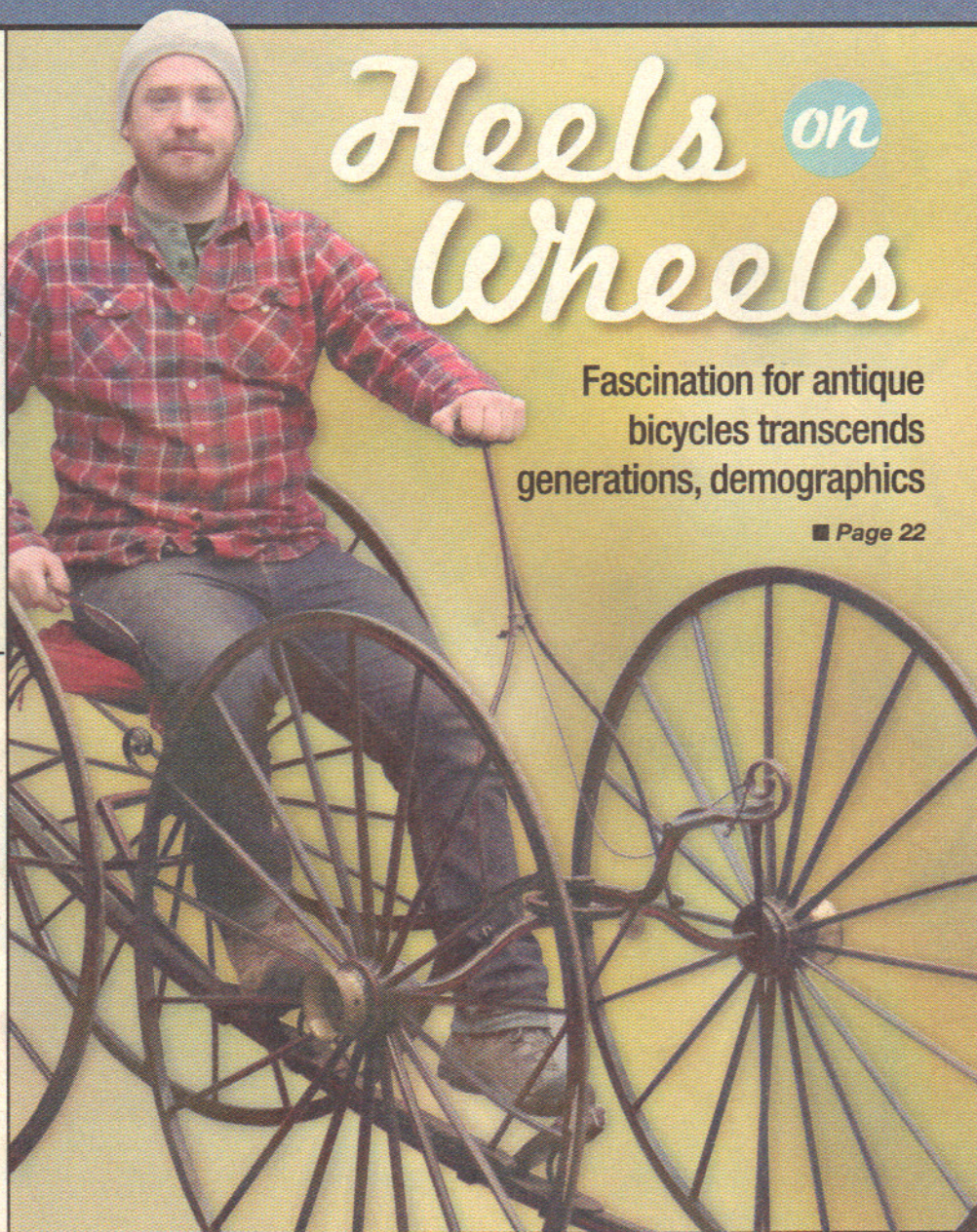
Finding undiscovered and undervalued antique and collectible treasures takes some skill, and in the new edition of the Picker's Bible, author Joe Willard aims to guide and groom pickin' pros.

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Heels on Wheels

Fascination for antique bicycles transcends generations, demographics

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All photos courtesy Copake Auction

Circa 1898 Comet wooden-framed, female safety model, Comet Cycle Co., Toronto. 20 1/2-inch frame, original unrestored condition, worn nickel plating. "Lucky Tread ... made in Canada for Canada Cycle and Motor Company Limited" tires. Retains wooden chain guard, handlebars and rear fender, "Smith Hygienic" saddle, folding basket. Good condition. \$23,400.

Heels on Wheels

Fascination for antique bicycles transcends age, education, locale

Circa 1880s wooden tricycle, 18-inch front, 14-inch rear wooden-spoked wheels. Traces of old red paint. Manufacturer unknown. Good condition. \$527.



Chriss Swaney

As one of a handful of auction houses specializing in antique bicycles whose every move is scrutinized by pundits and consumers alike, there has been a lot of speculation about what fitness-minded Americans will continue to see and do with the world's most practical and sustainable form of transportation.

But Mike Fallon of Copake Auction House in Copake, N.Y. reports that the appeal of old bicycles transcends age, education and location.

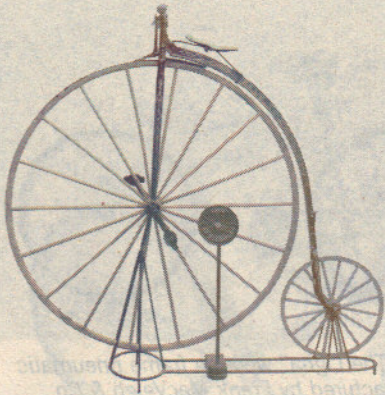
"We are still in the golden age of bicycle collecting," said Fallon.

He sold \$50,000 worth

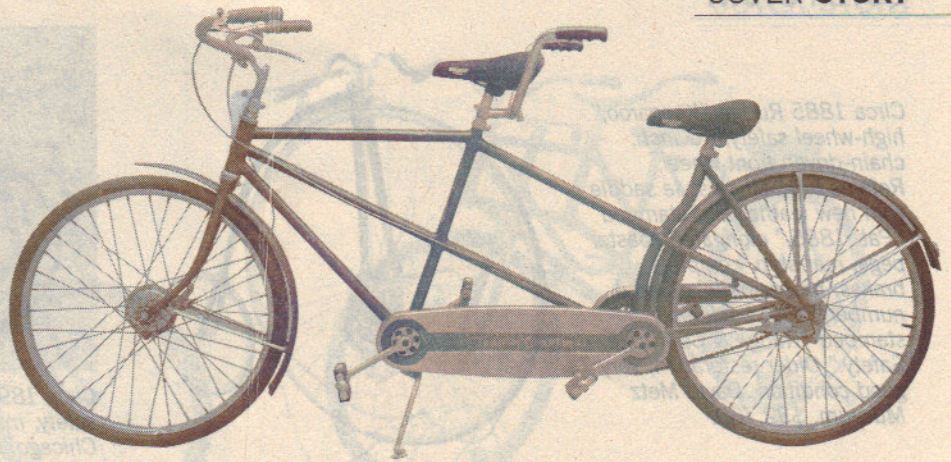
of vintage bicycles in 1991. By comparison, a high-wheel bicycle (shown, at right) brought \$42,120 and took top lot honors at the firm's annual Antique and Bicycle Auction held April 12. It was one of more than 900 lots including bicycles, accessories and related collectibles offered. In addition to the auction, there was a 10-mile bicycle ride, where participants dressed up in vintage clothing. The auction and related festivities draw bicycle enthusiasts from as far away as Europe.

Early bicycles with large front wheels and small rear wheels were dangerous and difficult to ride. Their iron or wooden wheels were unforgiving.

In 1887, a new style of bicycle was introduced to the American public. Called a "safety," the new bicycle had rubber tires and two wheels of equal size. Suddenly, bicycles became a practical form



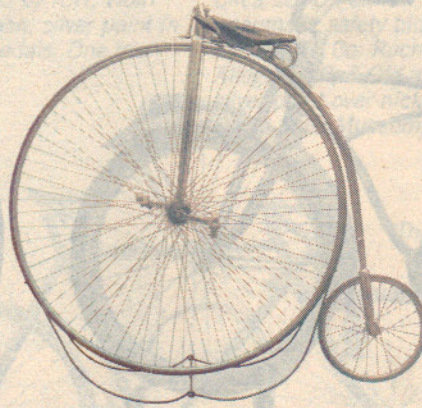
Circa 1876 St. Nicholas transitional high wheel ordinary made in Chicago. Features 50-inch, wooden-spoked wheel with strap steel tire, retains front brake. Excellent restoration on custom museum stand. Good condition. \$16,380.



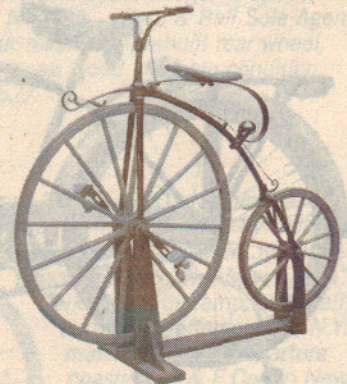
Circa 1970s Schwinn middleweight "Town and Country" male-female tandem. Front and rear drum brakes. Good condition. \$234.



Rare — possibly unique — high wheel with leading and trailing dual steering, 28-inch wheel, wooden rims with 12-inch wheels. Retains tapered wooden handle. \$42,120.



Circa 1889 Victor high wheel ordinary 54-inch light roadster. "All Bright" full nickel plated. Excellent rideable condition. \$5,850.



Circa 1870 transitional high-wheel bone shaker, probably English. Represents the first attempts to modernize the bone shaker. Rare example with bronze "oiler" cast pedals, rear brake and ornate coaster pegs, restored. \$6,143.

of transportation. A bicycling boom followed, and people across the U.S. were eager to take part. In the late 1800s, bicycles shared the streets with stagecoaches and horses.

"Bicycles are great bookmarks for history," said Lorne Shields, a veteran bicycle collector in Niagara, N.Y. Shields' interest in history prompted him to donate the largest portion of his rare bicycle collection to the Canadian History Museum of Science & Technology.

Some of his collection included items like the velocipede or the 1865 bone shaker. This was the first crank-driven bicycle, and large numbers were sold in France, England and America.

The oldest existing evidence of self-propulsion can be found in a stained-glass window in a church in Stoke Poges, Buckinghamshire, England, said historian Jimmy Smit of Amity, Pa.

The next development Smit's research turned up was a ponderous four-wheeled carriage propelled by a footman whose task was to depress two heavy timber levers alternately, thus turning the wheels by a crude rack-and-pinion device.

"Still, the greatest invention for today's modern bicycle was introduction of the rubber pneumatic tire in 1889 by John Boyd

Dunlap of Belfast," said Smit. "This development opened up new opportunities for women."

At first, Smit points out that bicycling posed great challenges for women. Typical 19th-century women were saddled with heavy corsets, ankle-length skirts, layers of petticoats and bustles that could weigh up to 25 pounds — making cycling cumbersome.

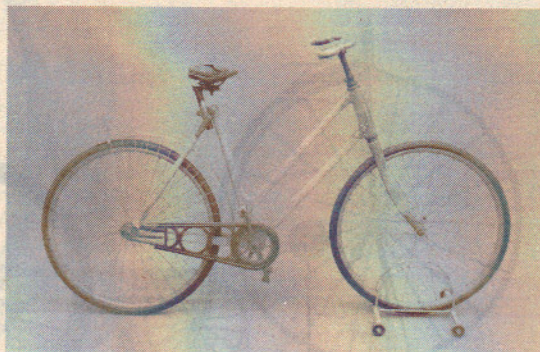
In the late 1890s, women eventually turned to bloomers as cycling dress. Divided skirts and shorter hems even became popular.

Soon women realized the liberating power of bicycles. Women's rights leader Susan B. Anthony in 1869 wrote: "The bicycle has done more to emancipate women than anything else in the world."

Jennie Burk, a retired school teacher from Pittsburgh, said today's women bicycle for the same reasons as their 19th-century counterparts: To get around town in their daily lives and for added fun and fitness.

"I was caught up in the bike craze in the late 1960s, and I still have my European derailleur-equipped racing bike," said Burk.

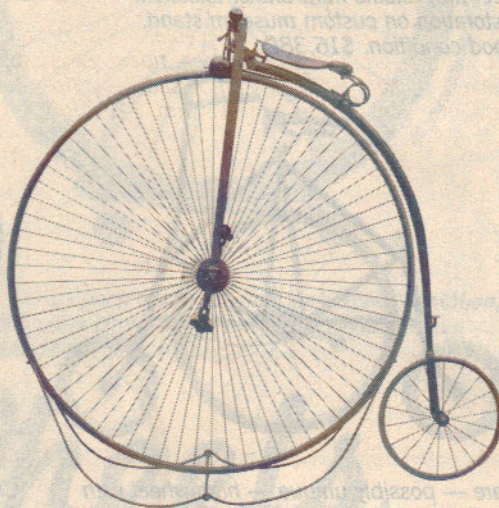
Circa 1885 Rudge "Kangaroo," high-wheel safety, 40-inch, chain-driven front wheel. Retains Kirkpatrick-style saddle with new leather and stamped "Pat. 1885," elongated coaster pegs, rear step, complete brakes, proper pedals. Serial number 2159, backbone stamped "Rudge & Co Rudge Safety." Older restoration, very good condition. David Metz Museum. \$32,760.



Circa 1898 "The Ligna" wooden frame pneumatic safety, manufactured by Frank MacVeigh & Co., Chicago. Original matching pedals, grips, tires; saddle needs restoration. Original, very good condition. Pedaling History Museum. \$9,360.

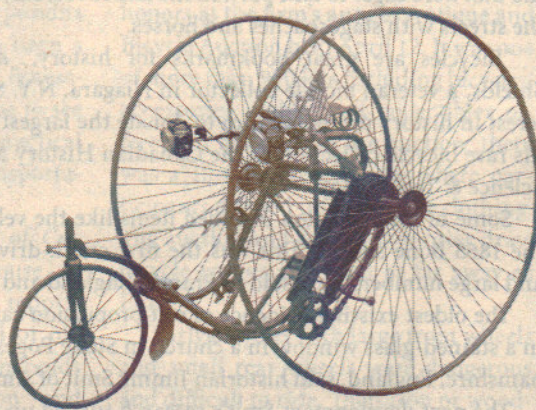


Circa 1954 Schwinn Black Phantom, barn-fresh original. Missing tank, otherwise complete including fork lock with key. Paint good, chrome pitted. \$468.



Circa 1888 Columbia 56-inch standard high wheel ordinary, open-head design. Retains name badge, brakes and proper period bell. Restored leather saddle on original hardware, reproduction pear grips. SN #7799. This machine has descended through one family from the original purchaser. Good rider, good condition. \$4,388.

Circa 1850 Ward Quadracycle. Rare example attributed to J. Ward, coach maker, Leicester Square, London. Also referred to a "pedomotive carriage." Features 42-inch wheels and measures 84 inches long by 32 inches wide. Excellent restored condition. David Metz Museum. \$28,080.



Circa 1884 Victor adult high wheel tricycle (the first American tricycle), 48-inch wheels, twin lamps. Made by the Overman Wheel Co. of Boston and Chicopee Falls, Mass. Original cost was \$125. Needs tire rubber, missing one spoke. Good condition. Pedaling History Museum. \$19,890.



Circa 1898 Wolff American sociable, manufactured by R.H. Wolff & Co. New York. Older restoration, rideable condition, silver paint in place of nickel plating. Matching saddles, grips, pedals. One rear fender broken. David Metz Museum. \$2,048.



Circa 1896 Punnett Companion sociable, or side-by-side, pneumatic safety bicycle. Retains name badge: "Punnett Cycle Mfg. Co. Rochester NY USA ... Delp & Bell Sole Agents Allegheny Pa." Old amateur restoration, rebuilt rear wheel, silver paint over nickel surfaces. Good, rideable condition. David Metz Museum. \$3,627.

"I've been offered more than \$2,000 for it, but I'm keeping it, because it was a Sweet 16 birthday gift from my late father."

Americans' increasing awareness of the value of exercise created bicycling booms in the late 1960s and 1970s, said Jeff Archer of First Flight Bicycles of Statesville, N.C.

Annual sales of adult bicycles doubled between 1960 and 1970, and doubled again between 1971 and 1975, the peak years of the adult cycling boom in the United States. Sales eventually reached nearly 17 million units, he said.

"Our next wave was in 1981, with the introduction of mountain bikes, which are intended for use on off-pavement, over a variety of terrain," Archer said. "And we can't forget the BMX trend, which involves bicycles having 16- to 24-inch wheels (the norm is 20-inch) for teenagers to imitate their motocross heroes," said Archer. The BMX Schwinn Sting-Rays retain high value for collectors.

In recent years, bicycle designs have trended toward specialization, as the number of casual, recreational and commuter cyclists has grown. For these groups, industry responded with the hybrid bicycle, sometimes marketed as a city bike, cross bike or commuter bike. Hybrid bicycles blend elements of road



"The Roman," circa 1900 race bicycle, 22-inch frame, manufactured by Clothier & Burrows, Philadelphia. Retains name badge, "The New Aladin" fork-mount oil lamp, side path badge #8 Jefferson Co., N.Y., matching "New Departure coaster - P & F Corbin New Britain Conn. USA." Rear hub serial number 14413, Brown & Co. saddle. Very good original paint. \$995.

racing and mountain bikes, though the term is applied to a wide variety of bicycle types.

Biff Rowe, an aspiring Ironman trainee from Sheridan, Wyo., just spent \$11,000 on a specialized Shiv S-Works D12 bike with a carbon fiber frame and built in hydration and storage systems for food and tools.

"I'll have to wait a few decades to get the full value of this purchase, but in the meantime, I'm still enjoying restoring some of my old Schwinn bikes my parents left me from the 1950s," said Rowe.

Recumbent bikes, which have been around since the mid-19th century, have found popularity with modern riders, like Herbie White, a retired plumber from Wheeling, W. Va. White rides a 2008 Nazca Fuego short wheelbase recumbent with 20-inch front wheel and a 26-inch back wheel daily with a group of

avid bicyclists.

"I've had back problems all my life, and my recumbent bicycle has kept me mobile," he said.

Randy Walsh of Burlington, Vt., uses his bike to haul a cargo trailer of fruits and vegetables weekly to remote neighbors.

"Bikes can carry 10 times their weight and are much more environmentally-friendly to operate," said Walsh, who also restores old vintage bikes at his parents' dairy farm. "I think everyone remembers that first bike. It's about restoring and holding onto memories. And for me, it was a broken arm on my first ride without training wheels." ■

Chriss Swaney is a Pittsburgh-based freelance journalist for Reuters, The New York Times, Pittsburgh Engineer and Horse World, and an avid antique collector.