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308 MILL STREET

HISTORIC OCCOQUAN

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"These Magic Moments"

It's Market time and you know what that means...another adventure of Annie and Betsy to Valley Forge, PA.

Was it a perilous adventure like when the van broke down and we had to ride in the van on top of a flat bed tow truck to the jiffy lube? Or when we had to fight the blizzard wheeling our shopping carts of merchandise in the raging storm to load the car then dig ourselves out of 2 feet of snow to leave?

Maybe it was like one of many hilarious trips, like the time when Annie glued her teeth back together with super glue (much to everyone's shock and awe!) and continued on as if nothing had happened. Or the time she forgot her underwear and my husband Jack had to buy some new for her (Bob does not do that!!!) Or when her hotel room coffee pot turned on the whirlpool tub each time. Luckily no perils this year only lots of laughs.

Our travel day came. First, I decided I needed to take a vest that was in the dirty clothes basket. I figured I could do a quick wash before we left. Wrong!!! When I pulled it out of the washer I noticed a black ink spot. Suddenly the spot started growing and I had ink all over my vest, my hands, arms and clothes. Not to be defeated I threw the vest in the kitchen sink and doused it with dish washing liquid. I got most of the ink off of the vest and my body but my clothes had to be changed. Without thinking, I threw the vest into the washing machine to rinse and...you know what's coming next!!! Suds everywhere. We all know dish detergent can't go in the laundry machine. What a mess, but I did win the battle and the vest was saved. Next, I had been trying to fax an order to a vendor to no avail all week. As we were walking out the door our rep called and gave me an idea of how to accomplish the task. It took some coordination but mission accomplished. I faxed the order to Cheri, in Woodbridge, who faxed it to the vendors home in Maryland, who's son faxed it to our rep in Pennsylvania. We will do anything to get merchandise to the shop.

Now we needed gas. A good planner would already have done this but I pretty much fly by the seat of my pants (unlike Annie who is always ready) and we had to stop for gas. We hadn't eaten so after filling up we headed for some fast food. It was Saturday and the drive up window line was 20 cars deep so we passed on breakfast. Despite our best efforts we got to Annie's house our usual 15 minutes late.

We take two vehicles on our journey... Bob drives our second SUV. He's done this several years now but there are always a few things to review, like how to use On

Star. This year it was the car alarm...when Bob started loading the car, the alarm went off and the doors kept locking and unlocking. The guys got this under control but it kept happening. Bob finally realized the key fob in his pants set off the alarm every time he bent over.

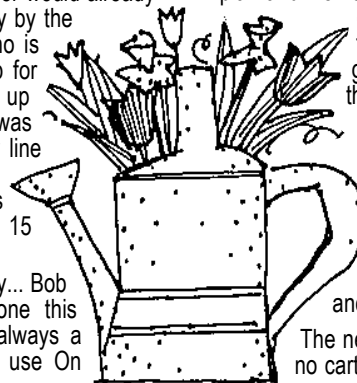
Annie was a dear and had already packed us some goodies for the ride...three sandwiches, chips and candy. I swear, we hadn't gotten out of her driveway before we were chowing down. I don't think the sandwiches make it past the first block. Annie knows us better than we think, knowing we weren't together enough to get a meal in before we left.

We made our usual stop at the Maryland house for burgers, fried chicken and cream of crab soup. While dining we watched a health show on the dangers of food with high cholesterol levels. That did kinda put a damper on enjoying our lunch...NOT! We used the "vacation" rule and enjoyed our meal anyhow.

The show was in a new location this year due to the break up of the sponsors. We were in a new hotel as well, a Hampton Inn. No reservations mess ups this time and we had lovely rooms. No hitches there except I had a crazy door lock that I could not master. We arrived at the show registration around 3pm. We cleverly parked one of the SUVs in a perfect place at the front of the building overnight for easy access for the cash and carry show the next day. We had our cocktail hour and enjoyed a nice dinner. The menu offered French- pressed coffee for dessert. I knew as soon as I saw it Annie would get one. She did and she paid for it with no sleep that night. Bob had an Irish coffee and he slept just fine!

The biggest difference in this new show is the amount of shopping time. Usually we have 6-7 days to get in all our cash and carry and order writing. This year we only had 2 and 2/3 days. I was panicked we wouldn't get it done. It's hard to shop for an entire year in a single week let alone a few short days. However, we had a plan and we had to do it. We arrived an hour early for cash and carry. The guys were to rent the shopping carts and the girls were going to start shopping. Not much time to think, just grab, pay and run. We finally got a system down where Annie and I picked out all the items we wanted and the guys paid and packed the carts. This freed up a lot of time. We had one vehicle filled in no time and we were delighted with our finds. At the end of the day, we had a few rows to go and we'd do them in the morning.

The next morning brought the battle of cart vs no cart. We assured the guys we did not need



PERSONALLY YOURS
308 MILL ST./ P.O. 40
OCCOQUAN, VA 22125

Primitive and Needful Stuff

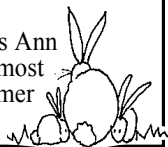
703-494-8683 www.pyinc.biz
MON-SAT 10am-5pm SUN 12pm-5pm
www.pyinc.biz



Our New Addition At Personally Yours

We are delighted to welcome Janet Reigle as our newest PY family member. Janet joined us in October for the holiday season and in January we asked her to stay on as part of our team. Janet has a long history with Occoquan having worked in town for over 20 years in many of the wonderful shops. She loves primitives and antiques and has wonderful ideas for creating a cozy and seasonal home.

Janet joins Cheri, Barb, Laura and owners Ann and Betsy to provide you with our most professional and knowledgeable customer service.



Personally Yours
will be closed Sunday, April 24th
HAPPY EASTER

SPRING FLING EVENT

MARCH 5 & 6

a shopping cart with only a few booths to go. Jack insisted we needed one. He was so persistent we just gave in to keep him quiet. It pains me to say he was absolutely right. He got the cart and we filled it up 4 or 5 times before finally finishing. He of course ragged on us the rest of the day about that stupid cart. Can you say "irritating?"

After a small break we started the ordering section. The day was half over so there wasn't much time. We finished about 15 booths and called it a day. As we were driving to our hotel (about a 3 minute drive) Annie saw the Hampton Inn sign. She very quietly said "there's a Hampton Inn so close to the show, how come we couldn't stay there?" Bob very lovingly said, "honey, that IS our hotel" as we pulled into the parking lot.

It's nice to have the breakfast bar at the Hampton Inn. There is just enough variety so there is something for everyone. People react differently when there is "free" food available. Those who would not usually eat breakfast somehow seem to fill their plates to the brim. Too much is not enough. Crafters and gift shop owners must be the worse as the Inn had a very hard time keeping up with all of them. It was like a swarm of locusts every morning. One morning the Inn had to serve all the foods allotted for the remaining week. Jack's favorite is the sausage gravy. Each day he was hopeful. On the very morning they had the gravy, he was late getting down for breakfast. Don't you know the moment he arrived the Inn ran out and started serving omelets. He was so disappointed...until he found out how smart I was and saved him a big gooey helping. I knew it wasn't going to last long based on the crowd eating that week. He was a happy man then.

The next day we had from 9am to 3pm to complete all our ordering. By my calculations that was 120 booths in 360 minutes. 3 minutes per booth. We eliminated all the booths that we get wholesale catalogs from and that left 90 booth. That's 4 minutes per booth. Next we eliminated all those we could live without and we got down to 60 booths... 6 minutes per booth. We began. We entered the first booth and said, "we have 6 minutes to place an order. Lets get started." This worked quite well for awhile and then the whole plan fell apart.

Needless to say we didn't make it to all 60 booths, but we did find wonderful decorating items, gifts and home accessories for you.

So what was the big thing this season? Wax, wax and wax with cinnamon was everywhere. If an item could be made in wax it was. If it couldn't be made out of wax it was dipped in wax and once dipped in was it was sprinkled in cinnamon. Rabbits, chicks, eggs, carrots, pumpkins, turkeys, santas, trees... the list goes on and on... were all made of solid scented wax. Plastics, resins, wood, paper, and cloth items were either dipped in wax and sprinkled with cinnamon or just coated in cinnamon. Glitter is big too. And it's not just for Christmas any more. St. Patrick's Day, Easter, Halloween and Thanksgiving have not escaped being glittered. Some love it, some hate it but you are all going to see it. The economy has inspired craftsmen to be even more creative and recycling has made a big impact on American crafts. Junk and castoffs have been created into charming accents and decorations. Paint cans have become Easter baskets, field clippings into Easter grass, nuts, bolts and old tools into yard ornaments and barnwood has become everything from birdhouses to toaster covers to beautiful cupboards. Colorful light strings are used for all seasons now and a plain light bulb is a thing of the past. They are colored, silicone dipped, covered in cinnamon and even made into characters. Some add that cozy glow, some make you smile. And we have some of it all!

Show over, we left for home. It was a pretty uneventful ride except in the Harbor Tunnel. Jack's glasses broke and fell in the floor. He really can't see without them so it was a bit freaky for a minute until I got them back on his face all while driving in the dark tunnel at 60 mph. Only one lens would stay in place with the other popping off every few miles. He basically drove home with a monical. It was ridiculous and funny all at the same time.

Yes we've had many Magic Moments on our journeys together. And through all of it, not only did we survive all the shopping, enjoy all the moments of peril and fun, we are still doing it and still bringing our wonderful customers all the newest and best merchandise available.

We are hosting our annual **Spring Fling** on Saturday, **March 5th** and Sunday **March 6th** to kick off the new spring season. There will be refreshments, special sales and of course door prizes. We look forward to you seeing you there!!!

