

Life in the Valley



Dill

ENGELBERG ANTIKS FOR SALE

Owner of downtown antique mall to retire

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Pop quiz: Where in Salem can you buy an old Hamilton watch, a vinyl album of Joe Walsh's "So What" and a political button for the late Secretary of State Norma Paulus all in one trip?

Answer: Engelberg Antiks. Henri Dill, the shop's owner, wants a new owner to keep the doors open as she retires. The 75-year-old is selling Engelberg Antiks for \$100,000 after 35 years in business.

"I'm tired," Dill said from behind the front counter. "I can't do as much as I always did, and that's probably the worst thing about old age is your mind is still a little girl. The body's not."

About 50 vendors sell their wares through Engelberg Antiks at 148 Liberty St. NE. Vendors pay a monthly fee and part of their gross sales to sell items inside the mall. That's how Engelberg Antiks makes money.

The \$100,000 price includes rights to the Engelberg Antiks name and an estimated \$150,000 worth of Dill's inventory, such as jewelry, glassware and pottery.

The buyer also would take over the lease with the building's owner. Dill said the lease is \$4,675 a month and expires in about two years.

The business first opened in Mt. Angel in 1984. The name means Angel Mountain Antiques in German. Dill opened the second location, in Salem, six months later. The Salem store covers approximately 14,000 square feet



Customers browse at Engelberg Antiks, a downtown Salem antique mall, on Nov. 8. After decades as matriarch of the business, the owner Henri Dill has decided to sell the property. MADELEINE COOK / STATESMAN JOURNAL

over two floors. The Mt. Angel spot became the Glockenspiel Restaurant and Pub, also owned by the Dill family.

Many people have proposed and had their first dates at the store, said Manager Jeff Steele. One woman who has come to the shop since it first opened recently bought a ring, he said.

Jewelry, records and clothing top the list of most popular products right now, Steele said, as well as "odddities" customers don't see all the time, such as the political buttons.

Willamette University students have become a favorite of Dill's. "They are the nicest ... They love it. Then they bring their parents when they come," she said. "And it's pretty sad when they graduate and leave."

Steele, who has worked at the store for a decade, said he isn't sure of his next move after Engelberg Antiks sells. It depends on who buys the place, he said.

Brokering the sale is Joshua Kay of First Commercial Real Estate Services

in Salem, who called the antique mall a "landmark."

Building owner Vien To, who runs Vouture Designer Bridal Boutique next door, is hopeful someone will take over Engelberg Antiks. The business gets plenty of foot traffic, she said.

Dill said: "It's just been here too long to close it."

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