

**the  
west  
side**

# SPIRIT

## PERSONAL FINANCE, P. 4

Jane Bryant Quinn, award-winning personal finance columnist for *Newsweek* and business correspondent for WCBS-TV, debuts in *The Spirit* this week with her "Staying Ahead" column. Every other week, Quinn will offer valuable financial tips to help you thrive in this time of economic uncertainty.

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# THE JOY OF SHOPPING

## Amsterdam Avenue's Developed Taste

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- The Hottest Shops & Restaurants, P. 22



## ON THE RISE, P. 5

The debut of a column about interesting people with dynamic careers. This week: skull enthusiast Henry Gailiano, owner of Maxilla & Mandible on Columbus Ave., song stylist Susannah McCorkle and documentary filmmaker Debbie Goodstein, whose film *Voices in the Attic* is now premiering at the Bleecker St. Cinema.

On The Rise:

## Skull-Diggery, Song-Styling & Sorting History

"On The Rise" is a new column appearing every other week, that will profile West Side residents with interesting careers. If you have any suggestions of people who would be appropriate to feature in this column, write us their name, career and phone number and send it to "On The Rise," The West Side Spirit, 363 Seventh Ave., 12th fl., N.Y., N.Y. 10001.

**By Simon Turkel**

Longhorn skulls stacked up in symmetrical rows on Columbus Ave. do create a slight stir. This was the scene on a recent Friday morning: People peering into the large van from which the skulls were being unloaded, truck drivers calling out to ask "what are those?" passersby stuck in their tracks.

inishing: real estate and wildlife." You can get in now on a \$2400 hippopotamus skull.

Raised in Spanish Harlem, but living on the upper West Side since 1971, Galiano is a resident-merchant who is acutely concerned with the welfare of his neighborhood. Troubled over the loss of some of the upper West Side's great novelty stores, Galiano implores landlords to "recognize good tenants."

Maxilla & Mandible's landlord got the point. The store just signed a new 10-year lease is taking over two adjacent store fronts. The newly expanded Maxilla & Mandible will open in May. Perhaps this explains why Galiano is high on the West Side and makes sure he's identified with his neighborhood: "When someone asks me if I'm from New York, I say 'yeah, the West Side.'"

*"There are two things diminishing: real estate and wildlife." — Henry Gailiano, owner of Maxilla & Mandible*



Henry Gailiano, owner of Maxilla & Mandible on Columbus Avenue.

All in a day's trade for Henry Gailiano, the lively bone merchant behind Maxilla & Mandible (textbook terms for the upper and lower jawbones of vertebrates) on 82nd St.

After 15 years at the nearby Museum of Natural History, where he taught himself vertebrate paleontology and worked his way up to the position of assistant curator, Gailiano decided there was money to be made in this line. "Wouldn't it be great to have a store like the museum," he thought.

Five years ago Maxilla & Mandible opened. "The art world first embraced this idea," Gailiano explained. Originally Maxilla & Mandible was a wholesale operation providing props, window displays and photographers' models. Now, in addition to aficionados of curious knick knacks, who might be content with a \$7 jawbone, hard boiled speculators search Maxilla & Mandible's bones for solid investments.

Why not? A lion's skull which five years ago sold for \$150 is worth \$540 today. As Gailiano noted, "there are two things dim-

Separation stirs appreciation. So Susannah McCorkle, who has been widely acclaimed as one of this country's most important vocal interpreters of jazz and standards, discovered during a 10-year stay in Europe.

While living in Paris, Munich, Venice, Rome and London during the '70s, McCorkle "became interested in American popular culture of an earlier time," she explained.

A scorn for the "commercialism" of American popular culture was a concomitant of the political consciousness of the '60s at a place like Berkeley, where McCorkle was involved in student politics. So it was a great awakening for her when she heard for the first time, in Europe, recordings of Duke Ellington, Billie Holiday, and Bessie Smith, and saw films by Busby Berkeley and Billy Wilder.

"I saw how great American popular culture had been," McCorkle related. "I didn't know what jazz was. Actually, Europeans have much more perspective on our popular culture than we do. We have the richest popular culture in the 20th century."

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