

Lancaster Farming *Antiques Center*

THE ANTIQUE DETECTIVE

Anne Gilbert



Is This The Time To Sell Antiques, Collectibles?

If Christmas shopping and the recession have put a big hole in your bank account, this could just be the right time to unload antiques, collectibles and "junk."

Keep in mind that "beauty is in the eye of the beholder." The objects cluttering closets and garages can put money in your pocket. As one successful garage sale person told me, "Honey, people always buy junk...including me. Junk is irresistible."

At the top end of antiques is another theory that is proven; rare and costly antiques will always find a wealthy buyer or dealer.

Which means the average antique and collectible is left in limbo. In troubled financial times people crowd garage and estate sales hoping to either find a bargain or to parlay a two dollar purchase into a future \$20 sale. How well the seller does depends on not only what he sells but where he sells it.

Many people do well with collectibles on the internet. Begin by seeing if there are items similar to yours listed, the asking price, and for how much do they actually bring.

Exposure is important and certainly the internet sites offer it.

Ever since Roadshow became a television happening, auction houses have been deluged with mail. So much so that they don't

bother to answer unless the item is going to sell for big bucks. My own experiences with auction houses includes getting answers from Wm. Doyle Galleries. No answers in five different categories from Skinner. I like the way Butterfield and Butterfield, San Francisco, California, does it via the internet.

You scan a photo and e-mail it, with a letter describing the item. They e-mail back with an estimated value, and the rest is up to you.

Look in the antiques magazines for auctions. Items that fit into the auction houses specialties can do well. For instance medium range items in various collectibles categories do well at James D. Julia auctions in Fairfield, Maine. Toys, advertising items, and Victorian art glass are staples. Printed items, books, maps, and photographs do well at Swann Galleries in New York.

Don't be discouraged if you know you have an object worth more than a thousand dollars (you've researched), yet three auction houses have rejected it. The fourth may buy it.

Several years ago I submitted a Chinese calligraphy (book form), 18th century to three auction houses. It had been in the family for years, and I feared it would get damaged. The fourth auction house accepted it, although they didn't expect more than \$1,000 for it.

Surprise! It sold for \$25,000 after two Koreans fought it out.

Always insist on a reserve that means your object can't be sold under that price.

CLUES: Spend a few dollars on several of the Price Guides to get an idea of what your items could sell for. Warman's, Kovel's, and Schroeder's are in most book stores. Be realistic about your treasures. Sentiment doesn't count. Expect less than half if you sell using their prices.

Unusual or one-of-a-kind antiques stand a better chance than mass-produced items.

Exceptions include Modernism pieces, Art Deco, and 20th century toys. Be aware of what 20th century items are popular with buyers. Remember just about everything is being collected — but isn't selling for big money.

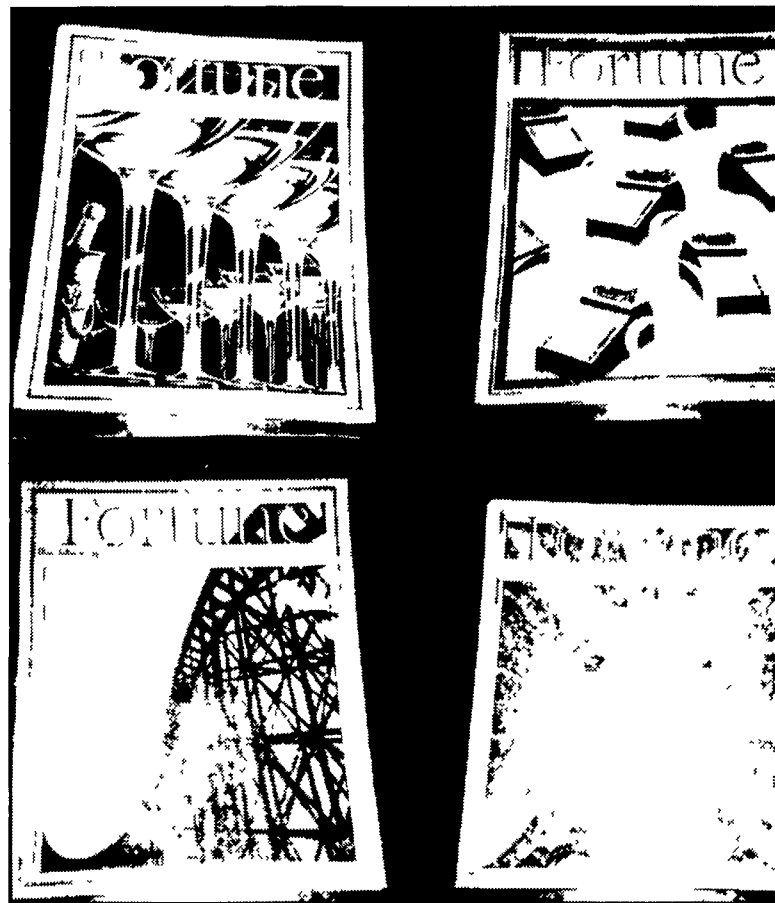
Old magazines can add up to good money depending on subject matter, condition and scarcity. Popular are those with old car advertisements or unusual covers. "Fortune" magazines from the 1930s-1940s can sell for \$30 or more apiece. Covers and ads are taken apart by dealers and sold as art for \$25 and up.

Those with art by famous illustrators such as Maxfield Parrish and Norman Rockwell are eagerly sought.

Take photos and small objects to the antique shows.

You'd be surprised how much money you can make with little treasures. Dealers are always on the lookout.

Don't take junk to the shows. Have a garage sale for cheap, cheap prices. A good idea is a table with a sign reading "nothing over \$1." People do love junk.



Fortune magazine pages and "Fortune" magazine covers.

PUBLIC AUCTION

Outstanding Inventory of ANTIQUES

Saturday, December 14, 2002 @ 9:00 a.m.

Location: From Morgantown - Rt. 23 East approx. 3 miles to Right on Pine St. to sale on left. 51 S. Pine Street. Chester County, Elverson, PA

Furniture: 1850 - 1860 Grain painted wardrobe, pine wardrobe w/shelves, spoon-carved Arts & Crafts wardrobe, 1830's - 40's jam cupboard, 4 blanket chests, 2 wood boxes, marble top dresser, 1890 chestnut buffet, oak refrigerator, 12 tin pie safe, lawyer's desk, 2 Regulator clocks, cherry drop-leaf table, pine corner cupboard, 6 tin pie safe, 4 dry sinks, 2 drawer stand, mustard painted hanging cupboard, chestnut wash stand, 2 jelly cupboards, pine wash stand, utility table, built-in hand made corner cupboard, mortise and tenon benches, blue painted wall cabinet, 1830 - 1840 dough box w/splayed legs, dough boxes, oak display case oak telephone, 5 painted chairs, 1830's - 40's farm table w/drawers, oak wash stands, barber shop cabinet, clothes tree, school masters desk, 4 tier barrister bookcase, bread boards, blind corner cupboard, flip top table, trunks, stands, rockers, shaving mirror w/drawer, high chair, children's rockers and other items not mentioned

Miscellaneous: Pitcher and bowl sets, anvil, crocks, baskets, Wallace Nutting prints, broad axe, old tools, glass fire extinguishers, coffee mills, many kero lamps, Aladdin oil lamp, Yellowware bowls, chocolate sets, 5 pieces of Sleepy-eye pottery, Gone with the Wind lamps, Menno folk art, bowls, Gingerbread clock, lanterns, Victorian caster sets, Toleware spice canisters, graniteware pieces, agate coffee pots, vanity sets, hay hook, early oven peel, candle molds, coffee grinders, utensils, blue decorated stoneware, Red Wing cookie jars, Liverpool pottery baby dish, corn molds, braided rugs, mustache cups, dovetailed tea caddy, checkerboard, quilts, Rebecca at the Well, Blue Willow china, brass iron, wooden tubs, Edison phonograph, old tins, mirrors, and many other items.

Preview of Sale: Friday, December 13 - 4:00p.m. - 8:00p.m.

Note: Owners are retiring and selling contents of their antique shop and some of their personal collection. Don't miss this sale! Many great pieces! Come enjoy the day with us.

Sale held indoors - food will be available.

Terms Cash or PA Check - No out of state checks

NO BUYER'S PREMIUM

Tracey L. Jones
Auctioneers
(610) 286-7834
AU-3607-L

Terms by: Village Store Antiques
Jay and Elaine Quillen
610-286-5792

www.tljonesauctioneers.com

COMPLETE AUCTIONEERING SERVICE PUBLIC AUCTION

Saturday, December 14, 2002 @ 9:00am

Selling Real Estate, Antiques, Collectibles, & Guns from
the former home of Scottanna Wagner, Beaver Springs PA

Directions: From Harrisburg take Rts 11&15 north Four miles north of Liverpool turn left and travel north on Rt 104 In Middleburg turn left and travel south/west on Rt 522 to the town of Beaver Springs Auction will be on the right across the road from M&T Bank

REAL ESTATE

Parcel 1: 4 Bedroom, 2 5 Bath, 2 Story Home with Kitchen, Living Room, Dining Room, & Family Room w/Fireplace Extras include 2 Car Garage & Patio All this located on a 1/2 acre lot

Parcel 2: 613 Acre Lot with Frontage on Rt 522, Public Water & Sewer

Parcel 3: 955 Acre Building Site, Public Water & Sewer

Parcel 4: 960 Building Site, Public Water & Sewer

TERMS: 10% down, balance in 45 days Real Estate offered at 12 00 noon
Parcels 1-4 Adjoin, buy 1 or all

Attorney Marvin Rudinsky, 570-743-2333

ANTIQUES & COLLECTIBLES

8 hooked rugs to include Bonnet girl & geometric, Wash stands, Victorian walnut platform rocker, Canning cupboard, Mirror & matching shell, Cheese cutter plank rocker, Organ & piano stools, Large plank rocker w/arms, Wood box, Duncan Phyfe stand, Wood medicine cabinet, Gilded mirror, Studded wall racks, Small cast chunk stove, Canned rocker, Lots of local ads, Deep walnut frames, Round & flat top trunks, Fiddle & case, Besson & Co trombone, 4 pc cast patio set, Misc crocks, Cedar dresser box, (7) Currier & Ives prints & others, Several photo albums, some in tin types, Mold dish, Ledgers 1920's & 30's, Old photos, Home spun, Transfer cup & saucer, Kero lamps, one wall type, Official World's Fair picture 1933, H J Heinz clock, Depression glass, German dish, Kundo dome clock, Homer Laughlin Virginia Rose, Ironstone pieces, Snyder County 76 plate, Pressed & pattern glass, Stemware, String holders; Christmas items, Glass candle sticks, Cheese box, #14 Griswold fry pan, Troxelville band uniform, Stoneware mixing bowl, Button & high top ladies' shoes, Linens & fancy work, Ladies' hats, Ladies' hankies, Nutmeg grater, 3 strawberry containers, Souvenir cup of Troxelville, Rolling pin, Brass faced scales, James paper mache barrel bank, Roffman food chopper, #11 Mt Joy, Bone handled forks, Cherry seeder, Wood Pepsi carrier-painted, Canister set, Crock style cookie jar, Cream cans, 78 records, Rakestraw ice cream bucket, Brass bell, Keebler Clock Co mini coo-coo clock, Avon bottles, Stanley Rule & Level Co plane #113, Zane Grey books & others, Legislator handbook, 1902: Atlas of Snyder County 1868, Parlor, organ & melodian music 1869, Sheet music, Croquet set, Linn's annuals of the Buffalo Valley 1877, American Encyclopedia of History 1860, Canning jars

GUNS to be sold at 1 00 pm

Glenfield model 25, 22 cal, Winchester MD 94, pre-64, 30 WCF Ser#1564749, Stevens model 46, 22 cal w/Kansar scope, Springfield model 03-A3, 30-06 all original, serial #40692442, US Springfield Armory model 1903, 30-06 serial #903537, Remington 30 cal pump, serial #47868, US model of 1917 30-06 Remington serial #18191, Savage Sporter 22 cal w/scope & clip, Savage model 219, 22 Hornet w/scope, Savage model 240 over/under 20 gauge/222 Remington Serial #9363

HOUSEHOLD ITEMS

Modern elec Gone with the Wind lamp, Butcher block counter, TV, Gun cabinet, Small appliances, Washer & dryer, Stereo, Asst of lamps, 4 Drawer file cabinet, Bedding & towels, Misc fishing gear, Lawn spreader, Variety of hand tools

Auction held in heated tent

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