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# NEWSLETTER

July 1, 2007

Issue 13

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## An 'Odd' Business?

One is struck with the thought of what an odd business this is. Littered with fascinating things and occasionally fascinating people, it is the only retail business that does not have a guaranteed source of supply.

It is said that antique dealers spend 75 per cent of their time looking for inventory and 25 per cent of their time selling it.

The thrill of the chase is what motivates a lot of collectors and dealers, but real finds can be almost as elusive as lottery jackpot winnings unless you are extremely knowledgeable and in the right place at the right time. The real payoff here is the joy of collecting - never knowing what's around the next corner in the road or what's in that box that someone has just trundled in through the door.

*Robin Williams,  
Hampshire Antiques Ltd.,  
Granville Street, Vancouver, BC*

## July What's It??



This "What's It??" might be just too easy. It was found in the House of Curios, Olds, Alberta.

## Think Green!

A new look at something old ... **Remember That! Antiques & Collectibles**, Abbotsford, BC, is encouraging shoppers to buy antiques as a way to be "green". i.e. recycle - save our landfills by purchasing antiques and items from the past & bygone eras.



This is not the first time we have heard this, it is becoming a recurring theme. What a wonderful idea.

## June What's It??



This appears to be a more popular item than I would have thought. Yes, it is a two-handed blueberry picker. You may have seen similar items for cranberry picking. Our first correct answer came from June Fraser, followed very closely (a mere 20 minutes later) by Annette Turturici from Inglewood Antique Market in Caledon, Ontario.

## Letters:

### On the issue of pricing.

In reading your June news letter, these thoughts came to mind.

The customer's perception of Antique dealers and our/their methods of pricing has been an issue as long as I can remember ... ie the customer thinks we're kidding re price and always want 'it' for less.

On a recently viewed TV show, a dealer dropped the price [to a buyer] by 30%...in fact the TV viewer rarely, if ever, sees him [the buyer] pay the asking price or get a receipt. The question "what's your best price?" is the norm these days.

At some point the customer is going to pay for this with higher prices and it's only the inexperienced or 'nicer' customer that pays.

The cost of finding the merchandise ... vehicle, fuel, and often closing the shop to go to a seller's home, need to be factored in and the retail customer has no idea what it sometimes takes to find the better pieces.

Top that with ... "How much for cash?" ... no pst/gst. Our risk is not their concern.

The problem is common to all dealers resulting in unnecessarily raised/higher ticket prices on items.

The philosophy seems to be "always negotiate" without the product knowledge or appropriate etiquette.

*Heather Saunders,  
Reid House Antiques, Tryon, PEI*

## Antiques in Canada - New Listings - June

### Alberta

#### On A Lark

##### Okotoks, Alberta

Antique furniture, including primitive and Asian; giftware, jewelry, bedding.

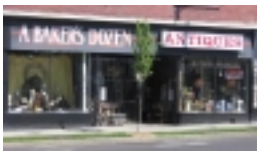


### British Columbia

#### A Baker's Dozen

##### Vancouver, British Columbia

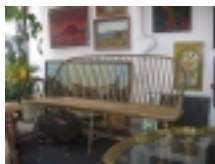
Specializing in late 19th and early 20th century furniture, paintings, folk art, antique toys, teddy bears and antique smalls.



#### Antique Alley

##### Vancouver, British Columbia

Paintings, original art, furniture, memorabilia, ephemera, art glass, china, black & white photos.



#### Antique Exchange

##### Langley, British Columbia

A great variety of reasonably priced antiques and collectables - china, silver, collectables, smalls, toys, small furniture.



#### Antique Market

##### Vancouver, British Columbia



The Antique Market brings you over three decades of experience in the vintage antiques business.

#### Antique Market Warehouse Sales

##### Vancouver, British Columbia

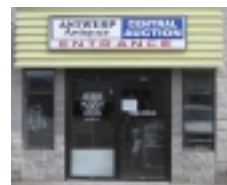
Our philosophy - buy directly from the source - sell directly to you.



#### Antwerp Antiques

##### Langley, British Columbia

Large stock of excellent quality furnishings from Belgium, France & England.



#### Bohemia Antiques

##### West Vancouver, British Columbia

5000 square feet of exquisite antiques with some objets d'art.



#### Collectors' Choice Antique Mall

##### New Westminster, BC

45 Dealers inside a 4100 sq. ft. showroom. A Collectors paradise full of treasures.



#### Continental Expressions

##### Vancouver, British Columbia

Chinese antiques & collectables ... porcelain, bronze, jade, furniture.



#### Country Lane Antiques

##### Fort Langley, British Columbia

Rustic farm house furniture from across Canada with an emphasis on unique, one-of-a-kind pieces.



#### Culloden House Antiques

##### Vancouver, British Columbia

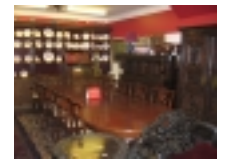
Specializing in 15th to 20th century swords, colts, flintlocks, armour, medals, militaria, paintings, toys, antiques.



#### David Robinson Ltd

##### Vancouver, British Columbia

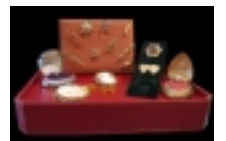
Furniture from the 18th and 19th centuries as well as porcelain, silver, clocks.



#### Doda Antiques

##### Vancouver, British Columbia

Accessories for the home and for the body, specializing in objects of the mid 20th century.



#### Echo's Discontinued China & Silver and Antiques

##### Vancouver, British Columbia

This is the place to come if you are looking to add to your collection or replace missing or broken pieces.



#### Guild House Antiques

##### Vancouver, British Columbia

One of the largest Antique Galleries in the Greater Vancouver area - over 4,000 square feet.



#### Hampshire Antiques Ltd.

##### Vancouver, British Columbia

Cabinets full of silver, china, pottery, jewelry, clocks, watches, sewing items and unusual antiques.



## New Listings - June (cont'd)

### British Columbia (cont'd)

#### Highway Antique Emporium

Chemainus, BC

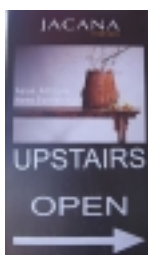
5300 square foot, multi-dealer emporium - always a good selection.



#### Jacana Antiques

Vancouver, British Columbia

Importing antiques from China since 2000. Altar tables, armoires, desks, Tibetan furniture, small cabinets, sculptures, seating and low tables.



#### Le' Gent Antiques

Vancouver, BC

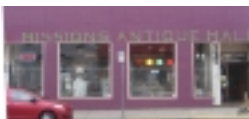
1920's and older English, American, and Canadiana furniture.



#### Missions Antique Mall

Mission, BC

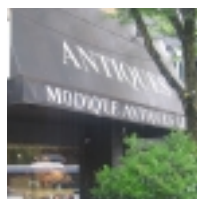
More than 50 vendors selling furniture, china, pictures, crystal, retro jewelry.



#### Modique Antiques

West Vancouver, BC

Extensive collection of estate and vintage jewellery, exquisite porcelain and fine furniture.



#### RHV Tee & Son (England) Ltd.

Vancouver, BC

Family business for four generations, specializing in period furniture and dealers in the decorative arts.



#### Second Time Around Antiques

Vancouver, British Columbia

Awarded 1st Place in the Stars of Vancouver Readers' Choice Awards, 2007, in the category of Best Antique Store.



#### Sugar Barrel Antiques

Vancouver, British Columbia

Established in 1967, Sugar Barrel Antiques specializes in European and North American furniture.



#### The Antique Warehouse

Vancouver, British Columbia

Vancouver's best source for antiques and vintage furnishings from France, Belgium and England.



#### The Source

Vancouver, British Columbia

We've been in business since 1970 specializing in the British Pub.



#### Top Hat Antiques

Chemainus, BC

Vintage clothing, crystal, linens, china, native carvings.



List your shop with  
Antiques in Canada

**\$50.00** for one year.

Register on-line

[www.antiquesinCanada.com](http://www.antiquesinCanada.com)

#### Triple V Art & Antique

Abbotsford, BC



We carry a great selection of fine porcelain, victorian glass, high quality art work, and good furniture.

### Manitoba

#### Antique World of Manitoba

Winnipeg, Manitoba

This lovely antique shop stocks Sherman jewelry to Victorian furniture and everything in between, as well as discontinued patterns of dinnerware, flatware, and stemware with free registry service available.

### Ontario

#### Belhaven Antiques

Creemore, ON

We display an abundant and varied collection of antiques in our tastefully appointed 3400 square foot showroom. Browsers, collectors, and decorators all receive a warm and sincere welcome.

#### Europa Antiques in the Old Church

Niagara on the Lake, ON

Located in an 1890's Anglican Church, Our quality and prices are the best!



#### Inglewood Antique Market

Caledon, ON

A multi dealer market in the Hills of Headwaters - Caledon. 4000 sq. feet of quality antiques and collectibles displayed in an old apple barn.

