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NEWSLETTER

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Issue 18

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What's New!

- By request we have added three new categories to our web site:
 - Show dealers
 - Antique Appraisers
 - Antique Services
- On-line registration available.
- On each store listing we have added: **"When you visit our shop, please mention that you found us on the "Antiques in Canada" website.**

Head Scratcher



One of our readers would love some help here ... he would like to know what this is, and more importantly, what it might be used for. Drop me a line (marjorie@antiquesincanada.com) if you can shed a little light on this one.

Steps to Success in Antiquing

Lise-Anne Pilon-Delorme

Antiquités La Clé des Champs Antiques, Wendover, ON

After opening up my antique business five years ago, I quickly realized there are many key areas which must be addressed in order to create and maintain a successful antique business. I narrowed my focus from the "many" and concentrated on the following five.

Presentation: my antiques are set up on the loft-like second story of my farm shed which is divided into rooms, i.e. kitchen, living, etc. I use curtains or quilts hanging on antique screens to divide the rooms. Good lighting is created with antique lamps.

Grouping by period and style: makes it easier for the customers to find what they are looking for.

Pricing. I have found that pricing a little high leaves room for negotiation. On my tags I include item description, period and price, and if the item is not in perfect condition I add on "as is".

Honesty. A shop owner must have the trust of the customers. Knowledge of all antiques in the store is paramount. I spend many hours pouring over books and examining my stock to ensure that every article is authentic.

Boys corner: I arranged a "boys corner" where one can find tools, garage collectables and much more.

I suspect my priorities will change over the years, but I feel this is a good starting place.

Chinese Calligraphy Panel

Buhran Gallery, Canmore, BC



This beautiful, carved calligraphy panel was found in China by Zubin, owner of Buhran Gallery. It is circa 1900, made of elm.

This panel has a very interesting history. It was presented to an individual in the late 19th century from Emperor Qian of China.

It was specifically carved for the recipient in congratulations for successfully completing a series of exams. The receiver of this panel was the head of a county and would have had to pass several exams to gain the position he was in.

The large characters in the middle say "cloud" "spring" and "forever". Although they cannot be translated directly, the characters mean that the receiver had done his family a great honour by passing his exams, as his father had done before him. On the right is the name of the receiver, the position he was being promoted to and the area he was from. On the left, it explains that the panel was commissioned by Emperor Qian in 1901.

The maker's mark (not shown here) gives the name of the individual who carved the panel, and the calligrapher who drew out the characters.

**List your shop with Antiques in Canada, \$50.00 for one year
Register on-line - www.antiquesincanada.com**

THE GREEN PAGE

Going Green is a recurring theme amongst antique dealers these days - certainly furnishing your home with antiques is the ultimate in reducing, reusing and recycling. We have heard from a number of antique dealers who are spreading this message. I have included some of their comments below.

Reduce, Reuse, Recycle!

Alex Coop, Pioneer Staff, for Te Papa Nui, Invermere, BC.

Buying antiques is a great way to be environmentally friendly, say Elizabeth and Joe Klein, the owners of Te Papa Nui Antiques. They agree that purchasing antiques for your home fulfills the environmental mantra of reduce, reuse, and recycle.

The Kleins opened Te Papa Nui Antiques just over four years ago and have watched the store grow over the years from 4,000 to 7,000 sq.ft. "It's a wee bit of a disease, antiques," says Elizabeth, "and, the more you sell, the more you go looking to buy."



The Kleins have traveled to Europe and China in search of antiques. You may find in their store an Ansonia clock with a figure of the Roman god Mercury on it, dating back to the 1880's, a mahogany table from Scotland that can expand to accommodate 20 people, or a chest of drawers that comes from a haunted castle in Scotland.

This store has built up an excellent reputation with customers from across Canada, the United States and Europe. If you are in the area, be sure to drop by for a visit with Elizabeth and Joe or check their listing on the "Antiques in Canada" website.

Saving Trees and Having Fun

Rich Mathison, Riches Antiques & Collectibles, Rosetown, SK.



Riches Antiques & Collectibles was established in 2007 by Rich and Sandra Mathison as a service to the community of Rosetown, SK. Our mission was to slow down the amount of good reusable things that ended up in the land fill, by developing an establishment where people could bring their good but no longer needed items.

As it turned out, some amazing things came through the door including beautiful and exquisite antiques such an ivory Scrimshaw cribbage board found in the back of an old games table, seven large paintings by the native painter Henry Beaudry, (irreplaceable pieces of history that we were able to pass on to a native art lover), a six plank Northwest Mounted Police footlocker from 1899, a carved French country parlor suite from 1890, and a 98 piece chest of silver ware with French ivory handles circa 1900.

How can anyone have more fun than this? We are saving trees and saving history while having a blast meeting new people from all over the world and sharing numerous stories with old friends. Next time you are in Rosetown, come and visit or check us out on the "Antiques in Canada" website.

I'd Rather Not Burn These

June Fraser from Souris, PE, is looking for someone who would like to buy sleeves of old record albums such as Hank Williams songbook, a product of Arc Sound, Party Rock - 50 Hits by Original Artists, The Kendalls - Heaven's Just A Sin Away, Country Magic by K-tel, Country Greats by K-tel, Helen Reddy's Greatest Hits. Contact: junefraser912@hotmail.com

Antiques Recyclers

Green Spot Antiques in Cambridge, ON has "antiques recyclers" as one of their by-lines. In their words "It certainly works for us!!"

Another Head Scratcher



Dale Harvey from Players Collectibles, Moose Jaw, Saskatchewan, came across this toy and is looking for information about it. To pass on information, please contact him at, players@sasktel.net.

Up-Coming Antique Shows:

British Columbia:

Retro Design & Antiques Fair, Vancouver.....July 20, 2008
 29th Annual Sunfest Antique Fair, Tsawwassen South DeltaAugust 3, 2008
 7th Annual Burnaby Lake Antiques Fair, BurnabyAugust 23, 2008
 Mid Island Antique Fair and Road Show, Nanaimo September 11, 2008
 Qualicum Beach Sunrise Antique & Collectibles Fair,
 Qualicum Beach..... September 20, 2008
 West Coast Collectors 3rd Annual Antique &
 Collectable Show & Sale, Nanaimo..... September 27, 2009

Alberta:

Antiques in Calgary, Spruce Meadows, CalgaryAugust 15, 2008

Ontario:

Perth Antique Show & Sale, PerthJuly 5, 2008
 Flamboro Outdoor Antique Show, MiltonJuly 5, 2008
 38th Annual Show & Sale, LindsayJuly 12, 2008
 Stratford Summer Antique Show, StratfordJuly 12, 2008
 Port Elgin Antique Show & Sale, Port ElginJuly 18, 2008
 Muskoka Antique Show, Port CarlingJuly 25, 2008
 Gravenhurst Grand Antique Show & Sale, GravenhurstAugust 2, 2008
 Odessa Antique Show & Sale, Kingston.....August 10, 2008
 18th Annual Thornbury Summer Antiques Show, ThornburyAugust 15, 2008
 21st Annual Antique Show, Lakefield.....August 22, 2008
 Jewel of the Rideau Antique Show and Sale, MerrickvilleAugust 23, 2008
 Lindsay Labour Day Antique Show and Sale, LindsayAugust 30, 2008
 Roadshow's 400 Antique Mall Outdoor Show, Inisfil September 14, 2008
 Prince Edward County 2008 Antique Fall Show & Sale,
 Picton September 19, 2008

Quebec:

North Hatley Antique & Folk Art Show, North HatleyJuly 4, 2008
 St-Lambert Antique Show at the Seaway Park,
 St-Lambert September 13, 2008

Nova Scotia:

Third Annual Premium Auction, Annapolis RoyalJuly 20, 2008

Prince Edward Island:

PEI Summer Arts Auction 2008, New London.....August 10, 2008

New Listings:

Show Dealer:

Treasure Hut Antiques

We deal in Royal Doulton Figurines, Nippon, Art glass, Limoges, Cranberry Glass, Sets of China, Belleek, Beswick, Cornflower, Jewellery any quality antique items. See our listing with the "Antiques in Canada" website for shows we will be attending.



A Beautiful Mirror Unearthed!

Always in Style Antiques and Collectables, Vernon, BC



In the sixties Ross & Marion Jefferies had a plan to build a classy restaurant over-looking Lake Bonavista in Calgary, Alberta. In keeping with the waterfront theme

the hunt was on for the perfect décor. A designer was brought in from Winnipeg who found an old ship in Dry Dock in the Vancouver harbour. As this ship had many unique items, Ross and Marion made the decision to purchase all of the fixtures for the completion of the Inn. One such item was this mirror from, we think, a stateroom. For some unknown reason it was crated from the ship but was never put into the Inn. 40 years later (spring, 2008) we opened the crate and the mirror can now be seen at our new antique store in Vernon BC, Always in Style Antiques and Collectables, #3 3009 – 43rd Avenue, Vernon, BC. If you are in the area drop by for a visit with Robyn or Joanne or check us out on the "Antiques in Canada" website.

April "What's It??"



Cliff Golas, of Thornbury and Collingwood Antiques Shows, was the first to correctly

identify April "What's It??" as a flax break. It was used for processing flax after it was harvested. Flax fibre is extracted from the bast or skin of the stem of the flax plant and can be used for linen fabrics, twine and rope. Flax fibre is also a raw material for the high-quality paper industry. Thanks Cliff for the lowdown on flax!

New Listings - cont'd

Alberta

All Through The House
Okotoks, Alberta



In this quaint little schoolhouse in the heart of Olde Towne, Okotoks, you will find rustic antiques, reproductions, silk greens, and gardening accessories. We also specialize in

unique Christmas items and seasonal fresh greens.

British Columbia

Allens's Antiques
Armstrong, British Columbia



Lots of old tins, signs and advertising, old coffee grinders, cream separators, scales, and furniture from Grandma and Grandpa's era.

Always in Style Antiques & Collectables
Vernon, British Columbia



Depression glass, art glass - Fenton - new and old, antique furniture, pictures, mirrors, painted ponies, china, flatware, hens.

Korner Street Antiques
Penticton, British Columbia



Antique European, Americana, and Canadiana Furniture, European Bronzes, Antique Stained Glass Windows, Cuban Cigars and much more!

Manitoba

Nor-Val Antiques
Oakville, Manitoba



China cabinets, linen cupboards, sea chests, armoires, desks, dressers, tables and chairs, crystal chandeliers, clocks, hanging oil lamps, side tables and more.

New Brunswick

Curio Antiques
Shediac Cape, New Brunswick



Focus on country style furniture, nautical items, Acadian pine, unique lighting, local art, vintage

accessories, bookcases, tables and chairs, storage cupboards & mirrors.

Ontario

Akladios Antiques
Toronto, Ontario



Antique lighting, fine furniture and iron work, a large selection of unique chandeliers and

wall sconces; lighting restoration and repair, wood refinishing.

Andrew Richens Antique & Dining Room Shop
Toronto, Ontario



Primarily Georgian style mahogany furniture, specializing in sets of chairs and tables.

Ontario - Cont'd

Antiques on Mount Pleasant
Toronto, Ontario - **For Sale**



European antiques and lighting ... a large selection of Italian and Czechoslovakian chandeliers, clocks, silver and china.

Bernardi's Antiques
Toronto, Ontario



English and French furniture, china, jewelry, Moorcroft pottery, art glass, Victorian glass, Doulton, paintings, silver flatware, bronzes, carpets, objects of art and much more.

Douglas Poole Antiques & Selections
Toronto, Ontario



Lighting, decorative accessories, sculpturals, unusual things.

Gadabout Antiques
Toronto, Ontario



Gadabout is a cornucopia of clothing, accessories, jewellery, bedding, toys, tools, trinkets and ephemera as well as wardrobe, prop and set decor rental.

New Listings - cont'd:

Ontario - cont'd

Glen Manor Galleries
Shakespeare, Ontario



18th and 19th century furniture, English and North American silver, paintings, glass, etc.

Ingram Antiques & Collectibles
Toronto, Ontario



19th century Canadian country furniture in pine, cherry and figured maple - original finish and refinished.

JAWS Antiques
Toronto, Ontario



JAWS specializes in whatever is funky or fun ... i.e. just about everything!

Simply Home
Toronto, Ontario



A retail showroom and On-line store featuring antique and vintage painted furniture. Simply Homes' inventory includes new furniture made from reclaimed wood, refurbished/repainted furniture, chandeliers, lamps and shades, folksy signs and boxes.

Southworks Antiques
Cambridge, Ontario



Over 30,000 square feet of antiques and collectibles displayed by over 100 dealers.

The Painted Table
Toronto, Ontario



Pine furniture, vintage furniture, fabrics, linens, mid century, and unique home accents.

R. W. Antiques
Toronto, Ontario



Prop rental, silver, porcelain, antiques and collectibles.

Prince Edward Island

Gallery 18 ~ New London ~
New London, Prince Edward Island



Gallery 18 specializes in original antique maps and prints, fine art, old and collectible books, vintage posters, PEI quilts and hooked rugs, ephemera, and small household collectibles.

Saskatchewan

Riches Antiques & Collectibles
Rosetown, Saskatchewan



A unique and ever changing antique and collectibles shop with over 4,000 square feet of hard to find treasures.

Adventures in Moving Furniture!

Frank Shorrock, The Source, Vancouver, BC

Buying antiques is fun, however, we sometimes forget about the practicality of getting them to our shop.

Recently we bought a fabulous mahogany gentleman's fitted wardrobe in England. It had stood for over 140 years in the same 'top' front bedroom of a Georgian terraced house... and why had it never moved? Well, it had been moved into the house by removing the bedroom window. Yes, we were forced to take it apart to move it down the narrow third floor stairs.

Shortly afterwards we were approached about a similar piece ... was the word getting out? The owner actually knocked down part of a brick wall, he was that determined that we should have it.

A friend agreed to help me move four other pieces out of an attic with a turned staircase. As I was pressed for time and the friend didn't materialize, I persuaded a young man on the street to help me. The first three pieces went well, however the remaining wardrobe was a struggle around the turn on the staircase. Giving instructions to my helper we seemed to fight the piece, we rested three times, it grew dark, I talked, eventually after much straining we bullied the piece into the front garden. My friend John then arrived and greeted my husky helper. I said, "Do you know him?" "Oh yes, he is one of our clients, he is stone deaf ... great lip reader though!"