



# Renninger's ANTIQUE GUIDE

CELEBRATING  
OUR 41ST YEAR

VOLUME 41, NUMBER 10

WWW.RENNINGERS.COM

JUNE 10 - 23, 2015



**KUTZTOWN, PA EXTRAVAGANZA**  
**APRIL 23-24-25 • JUNE 25-26-27 • SEPT. 24-25-26**  
**MT. DORA, FL. Antique Fairs: June 20-21; July 18-19**



## Unexpected Treasures

**By Terry and Kim Kovel**  
 Geography, knowledge and luck are a big part of finding a treasure in an unexpected place, and at a low price. It happens. A number of years ago, a collector found a stack of five enameled ashtrays at an estate sale. The trays were

artwork made by a friend, but they were out of style and of no interest to the heirs. The collector asked the price and willingly paid the \$5 for all of them. It was a number of years later that the name of the artist, Mildred Watkins (1883-1968), became

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Mildred Watkins, a well-known Cleveland enamelist, made this sterling silver box set with the enameled picture of a ship. It sold at auction in Boston for the unexpectedly high price of \$15,990.



## Tin Banks Now Popular

**By Terry and Kim Kovel**

Vintage and antique banks of all kinds are selling well in shops and auctions. Saalheimer & Strauss, a German company, started in 1911. It made toys, writing goods and eventually toy banks, cars, motorcycles, airplanes, Disney characters, penny toys and other tin toys. They sold the products internationally and in 1936, the company's ownership went to Philipp Nidermeier, who continued making tin banks. The Strauss family immigrated to New York. Collectors can recognize their toys from the trademark, a circle or oval with the overlapping letters "SS" in the center. The colorful lithographed toys are popular with collectors.

This smirking British Clown still is a bank made of tin in the 1920s by Saalheimer & Strauss. It sold at a Bertoia Auction in March for \$1,920.

# Developments That Can End a Collecting Craze – Part III

**By Harry L. Rinker**  
 The first two columns in this three-column series explored six reasons why collecting crazes end: (a) a decline in media attention; (b) changes in manufacturers' strategy that ultimately floods the retail and secondary markets with so much new product that even the most diehard collectors become discouraged; (c) the role played by specialized price guides; (d) other manufacturers joining the bandwagon; (e) knockoffs and fakes; and, (f)

a decline in retail sales. This column focuses on six other developments that contribute toward the ending of a collecting craze: (1) the secondary market pricing itself beyond the financial capacity of the average buyer; (2) the internet; (3) the collapse of the speculative market; (4) space considerations; (5) time; and (6) the absence of fun and the disappearance of enthusiasm and optimism. When a collecting craze ends, it is the result of a combination of developments – the more developments

that can be identified, the faster the decline, collapse, and end. Collecting must be affordable to attract large numbers of collectors. When the per unit cost of objects in a collecting category is under 10 dollars, collectors abound. Large collections can be assembled for minimum expenditure. Ty Warner's insistence that retailers sell Beanie Babies at their suggested retail price fueled the Beanie Baby collecting craze. Prices for commonly found ob-

jects increase dramatically in a short period of time once a collecting craze starts. Prices double in a matter of weeks or a month or two. It is not unusual for values to quadruple or quintuple. Prices for ultimate unit/masterpiece and upper echelon pieces increase even more. The gap between the most valuable and the least valuable item in a collecting craze widens. The average per unit price of objects is one of many analytical secondary market measures. Once the

price for commonly found material reaches \$50 per unit, the average collector thinks twice, maybe three times. Another measure is the cost to acquire ultimate unit/masterpiece and upper echelon pieces. A top price between \$250 and \$350 does not discourage collectors. Once the top price exceeds \$500, the average collector is eliminated from this sector of the market. As prices climb in a collecting category, the category essentially

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## COMING UP

## JUNE

- 11-14 Expo Centers,  
Atlanta, GA  
19-20 Middle School, Oley,  
PA  
19-21 Lakewood 400,  
Cumming, GA  
18-20 Reese Ice Arena,  
Newark, OH....  
Heisey

- 25-27 Renningers  
Extravaganza,  
Kutztown, PA

## JULY

- 2-5 Metrolina Expo,  
Charlotte, NC  
4 Fairgrounds, Timoni-  
um, MD...Toy/  
Collectibles  
5 Fairgrounds, Timoni-  
um, MD...F/M (Free  
adm.)  
4-5 Stormville Airport,  
Stormville, NY  
9-11 Bethel U.M. Church,  
Lewes, DE

- 9-12 Expo Centers,  
Atlanta, GA  
12 University Ave.,  
Selingsgrove, PA  
14-19 The Meadows,  
Brimfield, MA  
14-19 Shelton,  
Brimfield, MA  
15-19 New England  
Motel,  
Brimfield, MA  
16-18 Mays, Brimfield, MA  
17-18 J&J, Brimfield, MA  
17-19 Lakewood 400,  
Cumming, GA  
18 Augusta Expo, Fish-  
ersville, VA

- 18-19 Wash.Cnty. Fair-  
grnds., Washington,  
PA...Glass  
18-19 Dulles Expo Cntr.,  
Chantilly, VA  
22-25 Crowne Plaza Hotel,  
Wyomissing, PA....  
Ant.Adv.Conv.  
25-26 Cobb County Fair-  
grnds., Marietta,  
GA...Dep.Glass  
25-26 St.Francis Community  
Cntr., Long Beach, NJ  
25-26 Stone High School,  
Waldorf, MD  
30-Aug. 1  
School House & Fire

- House,  
Pottersville, NJ  
30-Aug. 2  
Metrolina,  
Charlotte, NC

## AUGUST

- 2 Viking Village, Bar-  
negat Light, NJ  
2-10 Virginia Highlands  
Fest., Abingdon, VA  
3-4 Wallenpaupack H.S.,  
Hawley, PA  
6-9 Expo Centers, Atlanta,  
GA  
7-9 Convention Center,  
VA Beach, VA  
8 On The Streets, Som-  
erset, PA  
14-16 Lakewood 400, Cum-  
ming, GA  
15-16 Warren Cnty Fair-  
grounds, Phillipsburg,  
NJ  
22 Historic Towne Cen-  
ter, New Berlin, PA  
22 Antiques on the Dia-  
mond, Ligonier, PA  
22 Lititz Springs Park,  
Lititz, PA  
22-23 XL Center, Hartford,  
CT...Papermania  
22-23 Robsonia Fire  
House, Robsonia, PA

QUESTIONS & ANSWERS *By Terry and Kim Kovel*

**Q:** My elaborately carved wooden chair with a high back, no arms, and a circular hole carved out in the center of the seat puzzles me. Can you tell me how this type of chair was used?

**A:** This is a potty chair or commode. Before indoor toilets became available in the late 19th century, people used a chamber pot or "thunder mug" in their bedroom. A chamber pot was put in the hole and held by the rim of the pot. After use, it was removed and the contents emptied into a slop jar. After indoor plumbing became common, some potty chairs eventually were altered for use as traditional chairs and the hole in the seat was covered with a board or cushion. Sometimes the back was altered and the frame tipped back to make the chair more comfortable to sit in. Only a well-to-do family would have had an ornately carved potty chair. Fancy potty chairs can sell for several hundred dollars or more, but the hole lowers the value by as much as 50 percent.

**Q:** I am collecting old rectangular glass paperweights that look as if a photograph was inserted into the glass. Most of my

collection has pictures of buildings or ads for products. How long ago did they start making these? My Brownie Scout daughter made something similar with a photograph inserted into a new glass holder made to look like the old paperweights.

**A:** Advertising photo paperweights come in two basic forms, domes about 3 inches in diameter, and rectangular weights about 2 1/2 inches by 4 inches. The earliest domes were patented in 1882 by William Maxwell, who had a glass factory in Pennsylvania. The picture or ad was printed on a piece of white glass, then put in a mold and molten glass encased the picture image. The name Brown & Maxwell Ltd. has been found stamped on a few weights but the company had a fire in 1883 and soon closed. The patent was used by others and some have been found dated as late as 1888. Other very early weights were made by Albert Graeser using a different method that he patented in 1892. Most rectangular Graeser weights seem to be mass produced ads for businessmen, celebrities, companies and buildings. The company was closed by the 1920s. You may be able to find marked

examples of weights by some makers from the first half of the 1900s or earlier, including Barnes & Abrams, John & Joseph Lobmiller, Mid-Atlantic Glass Co. and Pittsburgh Glass Novelty Co. There are also many modern glass factories that make similar paperweights given away as ads or sold as souvenirs. Prices for old examples can be from \$50 to \$350 or higher if very unusual.

**Q:** My Heatmaster electric curling iron is marked "Pat. No. 1,562,349." I know it's over 100 hundred years old. I'd like some information about it and its value.

**A:** Curling irons were first used to curl hair over 100 hundred years ago, but your curling iron isn't as old as you think. Early curling irons were heated by holding them over the flame on a stove or fireplace. The patent for a curling iron was granted to Hiram Maxim in 1866 for his invention of a steam-heated curling iron fueled by gas, alcohol or other inflammable liquid. Electric curling irons were first made in the 1920s. The patent on your curling iron was issued to Theodore S. Lorenze and Warren S. Schmidt in 1925 for a "new

and useful electric curling-iron heater" and was assigned to the Master Electric Co. of Chicago. Old curling irons aren't easy to sell. Value: \$10-\$20.

**Q:** I was given a group of seven brass bells in sizes from one inch to almost six inches high. It reads "Chiantel Fondeur" on one side and "Saignelegier" and "1878" on the other. What country are they from and what are they worth?

**A:** Bells like this were originally made by Chiantel Fondeur, a foundry in Saignelegier, Switzerland. They were reproduced in the United States until the 1960s by Bevin Bros. Manufacturing Company. The original bells are heavier than reproductions and the bas relief is deeper. Bevin Bros. brass bells have a steel clapper hung on a wire attached to a loop inside the top of the bell. Thousands of these bells have been made and sources say they still are being made, so the date on your bells is not an indication of age. Sears, Roebuck and Co. sold thousands of the bells between 1900 and about 1940. Most bells like yours sell today for \$10 to \$25.

*Continued on page 6*

## Unexpected Treasures

*Continued from page 1*  
nationally known. A small round silver box with an enamel picturing a ship in the center sold at a January 2015 Skinner auction in Boston. It brought \$15,990, about three times the high estimate. Watkins' name was well-known in Cleveland where she worked as a silversmith, jeweler and enamelist. She studied at the Cleveland School of Art from 1897 to 1901. She moved to Boston to study enameling, then returned

to Cleveland and taught at the Cleveland School of Art from 1919 to 1953. She made enameled jewelry, boxes and ashtrays for local shops and shows. Today, the best of the five estate sale ashtrays is worth about \$2,000 or more. The others should sell for \$250 to \$500. The collector found a bargain because she was informed. But living in the same city as the artist and being lucky enough to get to the sale early led to finding a treasure.

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# Developments That Can End a Collecting Craze – Part III

Continued from page 1

prices itself out of the market. Few collectors can pay out \$1,000 or more multiple times a year. While there are collecting crazes that take place at the top end of the market within specific collecting categories, most collecting crazes are mass phenomena.

I remember life before the internet, which equates me with the dinosaurs when I mention this to my college students. It is easier to focus on the negative rather than positive aspects of the internet. When a collecting craze first develops, the internet is a key element in accelerating it. Collectors find items at prices they are willing to pay. The internet spreads the craze globally.

A collecting craze survives only when the price of the objects in the category keep rising. The internet provides an easy method to track this process. Inevitably, so many objects in the craze category flood the internet that supply exceeds demand. Once this happens, the middle and bottom of the craze become unstable and tenuous.

Although collecting craze participants do not recognize when price stabilization occurs, they do notice when objects no longer sell through and/or prices begin to fall. Like many craze participants, they see the price decline as temporary rather than permanent. Rats deserting a sinking ship demonstrate a greater understanding of what is happening than collectors who do not bail out immediately once a collecting craze takes a financial downturn.

Collecting crazes attack speculators. These speculators often are bandwagon followers rather than experienced speculators. As such, they lack the sophistication to maneuver effectively within the financial curve of a collecting craze. When objects start selling significantly above secondary market retail or book, the bandwagon effect occurs. Experienced speculators start buying in quantity. Their turnaround time is measured in days and occasionally weeks. Unsophisticated speculators hoard, waiting until the secondary market rises significantly before selling.

Hoarding creates a false sense of scarcity. Manufacturers contribute to this through their marketing practices, especially uneven market distribution. Rumors and misinformation abound. As the rumors increase, participants in a collecting craze are uncertain about which rumors are true and which are false.

Speculative markets collapse quickly, often in days and weeks. Experienced speculators know to get out the moment this occurs. Most collectors participating in collecting crazes do not.

Ultimately, they face the unpleasant situation of accepting the reality that they only will recover pennies on their purchase dollars.

The days when a collector will devote a room, rooms, or large space (basement or garage) to a single collecting category are over. Quantity is no longer king-of-the-hill. Quality is not either, but that is another "Rinker on Collectibles" column.

Today's younger collectors devote a limited amount of their household space to their collections. The space may be a corner of a room, a few wall shelves, or one or two display cabinets. This is why collecting crazes involving smalls have a longer collecting life than crazes involving larger items.

Space consideration also is essential because of the high probability that a collector will experience multiple moves during his/her lifetime. It is easier to move 50 to 100 objects than it is to move 250. Small is good, but small and light is better.

Younger collectors allot a specific space for their collection(s) before beginning the collecting phase. Once the space is filled, they are prone to withdraw from the market. They have no interest in acquiring objects they cannot display. Individual repeat buying, especially for new product, is essential for a collecting craze to survive. When this ceases, a collecting craze is near its end.

Time is the enemy of all collecting crazes. The old maxim "nothing lasts forever" applies. While not every collecting craze is a speculative bubble, more than 75 percent are. Collecting crazes can last as long as one or two generations. It is a rare collecting craze that survives for three generations. These statements are true when discussing tight, narrow sub-collecting categories. Analyses of broad collecting categories such as ceramics, furniture, glass, and toys are not feasible from the collecting craze perspective.

The difficulty is that those caught up in a collecting craze have neither hindsight nor foresight. Participants become so involved in the collecting crazes that they wear blinders, thus keeping their focus on the immediate and forward. The enthusiasm of the moment blinds the participants to long-term realities. Collecting craze participants want to be told that their momentary love affair will be permanent and financially beneficial.

Passion, enthusiasm, and optimism are essential ingredients in driving a collecting craze. Collecting crazes generate an enormous sense of excitement. Collectors become euphoric. Participants are convinced that they have discovered Shangri-la or the Holy Grail. The collecting

experience becomes mystical and religious.

Participating in a collecting craze is fun. New friendships are formed with dealers and other collectors. There is always someone new to meet and something new to learn. Being a member of a collectors' club, attending an annual convention, and interacting through social media becomes a pleasurable obsession.

When a collecting craze begins its decline, optimism and fun vanish. A pale shroud covers the collecting

category. Same old, same old becomes the order of the day. Collectors grow old. New collectors satisfy their collecting urges elsewhere. It becomes harder and harder to discuss the collecting category positively. The exception being that the decline in secondary market prices has bottomed out.

This three-part series has explored 12 developments that mark and/or signal the end of a collecting craze. What did I miss? Email your thoughts to [harryrinker@aol.com](mailto:harryrinker@aol.com).

Harry L. Rinker welcomes questions from readers about collectibles, those mass-produced items from the twentieth and twenty-first centuries. Selected letters will be answered in this column. Harry cannot provide personal answers. Photos and other material submitted cannot be returned. Send your questions to: Rinker on Collectibles, 5955 Mill Point Court SE, Kentwood, MI 49512. You also can e-mail your

questions to [harryrinker@aol.com](mailto:harryrinker@aol.com). Only e-mails containing a full name and mailing address will be considered.

You can listen and participate in WHATCHA GOT?, Harry's antiques and collectibles radio call-in show, on Sunday mornings between 8 AM and 10 AM Eastern Time. If you cannot find it on a station in your area, WHATCHA GOT? streams live on the Internet at [www.gcnlive.com](http://www.gcnlive.com).

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## Art of Letter Writing Reclaimed at Grist Mill Antiques

These days, the word "Desktop" most often refers to a computer, but at Grist Mill Antiques Center in Pemberton, NJ, they are reclaiming it! The art of letter writing is becoming lost in the swirl of instant everything – from email to text messages to voicemails – and we have forgotten the weight of sending a well-crafted letter. While a typed letter works well in a business setting, nothing surpasses the importance and feeling of receiving a hand-written note. Emily Post, the famed guru of all things proper, wrote volumes on the subject and the 15<sup>th</sup> century poet John Donne stated, "More than kisses, letters mingle souls."

This month they are highlighting vintage items that can furnish a desktop such as letter openers, inkwells, paperweights, desk lamps, postage scales, fountain pens, bookends and mail



holders – all lovely tools that will stir your creative juices and get the words flowing. For collectors, they have a

variety of items spanning decades, going back to the time when letters were an essential part of everyday life.

With Father's Day fast approaching, why not get your dad a nice pen set and then gift it with a hand-written

note to tell him how much he means to you? In addition, of course, let us not forget all the weddings and gradua-

tions coming up. What could be nicer for a graduate to receive an antique desk set to use on their first job or for a young bride to receive some lovely writing materials to send out her thank you notes? Stop by this month to find great gifts for dads, grads, brides & grooms, and maybe even yourself!

There is always so much going on at the Grist Mill each month! On June 24, they will be hosting the monthly Scavenger Hunt. Lists will be given out at 5 p.m. and the person who finds the most items will be awarded a great prize! Light refreshments will be served.

This multi-dealer shop is open seven days a week from 10 a.m. to 5 p.m., with extended hours until 8 p.m. on Wednesdays. For more information, be sure to visit on Facebook, check out their website at [www.gristmillantiques.com](http://www.gristmillantiques.com) or give them a call at (609) 726-1588.

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# Antique Definitions

By Terry and Kim Kovel

Every profession has its special language. Doctors discuss broken legs with terms like femur or tibia. School teachers now talk about "core curriculum" while real estate brokers have to know about "land contracts" or "joint ventures." Collectors have to learn the descriptive words used in auction catalogs and ads like "attributed to," "mint in the box," "enhanced" or "pyro." "Mint in the box" usually refers to a toy that was put away in the original box. So

both the box and toy are in mint (perfect) condition. "Enhanced" is a jewelry or glass term that means the quality or color of the material has been improved by radiation, heating or other methods. "Pyro" is short for pyroglaze, used after the mid-1930s. Soda bottles often are identified with words or pictures written with this mixture. "Attributed to" means the painting, sculpture, vase or other artwork may be the work of an artist, but is unsigned. The seller can't be positive it was made by a famous English pottery like Minton or a

designer like Christopher Dresser, but it looks like it was. Auction catalogs have a page of definitions, explaining why captions say things are "painted by," "attributed to," "from the school of," "replaced," "restored" or "in the style of." Another list explains the differences in ways to bid, rules of shipping, and extra charges like "buyers' premiums." These terms help to avoid misunderstandings and legal problems. Read the front and back parts of catalogs or online listings before you bid, or use an auction to sell your collection.

This porcelain "cachepot" is 9 inches high. The James Julia auction in Fairfield, Maine., carefully and accurately described it as attributed to Minton with decorations called cloisonne that were used by designer Christopher Dresser at the Minton factory. The piece, unsigned and in fine condition with minor wear on the top edge, sold for \$2,370.

## CURRENT PRICES

Current prices are recorded from antiques shows, flea markets, sales and auctions throughout the United States. Prices vary in different locations because of local economic conditions.

Ice cream maker, hand crank, steel frame, wood bucket, handles, silver paint, Ward Way, c. 1913, 12 qt., 24 inches, \$45.

Chair, rattan, back & seat upholstered cushions, wings sides, arms, 1900s, 33 inches, \$105.

Mt. Joye decanter, white flower, enameled, gilt, cranberry glass, stopper, 10 x 3 1/4 inches, \$240.

Sundial, Zodiac signs, Ye Are Born Under a Good Star, cast bronze, Louis F. Rogot, 1917, 12 inches, \$490.

Stick barometer, thermometer, oak case, mercury, F. Westley, London, c. 1820, 36 inches, \$625.

Radio, Fada, Catalin, 1000 bullet, burgundy, butterscotch, Bakelite, c. 1940, 14 1/2 inches, \$720.

Toy, boy fishing, on cart, cast iron, bell, N.N. Hill Brass Co., 8 inches, \$1,005.

Currier & Ives print, Some of the Right Sort, campers, cabin, dogs, frame, 25 x 33 inches, \$1,020.

Chinese export platter, Famille Rose, passion flower, rock garden, rectangular, c. 1755, 14 1/2 inches, \$1,320.

Whirligig, policeman, blue, white paint, aluminum,

wood stand, c. 1920, 7 1/2 inches, \$2,455.

Adams pottery, double eggcup, pink rose spray, gold trim, 1930s, 3 3/4 inches, \$20.

Quilt, Amish, Log Cabin, orange, green, yellow, Hanna

Continued on page 7

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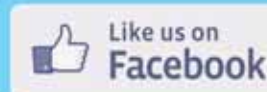
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**QUESTIONS & ANSWERS** *By Terry and Kim Kovel*

*Continued from page 2*

**Q: I have quite an extensive collection of American Brilliant Period cut glass that I started collecting when I was about 16 years old. I'm now 74. I know it has lost a considerable sum since the beginning of this century. Do you think the value of my collection will ever return?**

**A:** The American "Brilliant Period" of cut glass was from 1876 until about 1910. The glass was "brilliant" because it was deeply cut and highly polished. Colored cut glass was made from the early 1880s until about 1900. The most popular type was "colored cut to clear" glass. American Brilliant cut glass has gone down in value partly because copies now can be made today in Europe for much less money. The older, heavy-cut glass is out of style, perhaps because it requires hand washing. I wish I could see into the future, but so

many uncontrollable factors influence price. An article showing a collection that belonged to a movie star or a sudden interest in elaborately decorated clear glass can raise prices. Like any antique, the prices may go up or down and it usually takes about 25 years for the price of a collection to recover from a loss.

**Q: I have a small burl walnut cabinet with two doors. It has an inside drawer that is branded "Hekman." The cabinet has metal loop door pulls. It's 28 inches high and the top is 38 wide by 18 inches deep. What can you tell me about it?**

**A:** Edsko Hekman was a baker who emigrated from the Netherlands to Grand Rapids, Michigan, hoping to fulfill his dream of becoming a furniture maker. Towards the end of the 19th century, Grand Rapids companies had become leading produc-

ers of machine-made furniture and the city became known as "The Furniture City." Hekman started out as a baker in Grand Rapids, selling cookies door to door, and started the Hekman Biscuit Co., which later became the Keebler Co. It was Hekman's three sons who inherited his love of furniture craftsmanship and started the Hekman Furniture Co. in 1922. The company made affordable desks, cabinets, consoles, and all sorts of occasional tables and stands. In 1983, Hekman was bought by the Howard Miller Clock Co. of Zeeland, Michigan, and in 1993, Hekman bought a company noted for its upholstered furniture. The company is still in business. Your cabinet was made by Hekman about 1950 and is worth \$200 to \$300.

**Q: I have a glass bank that is 4 3/4 inches high by 4 1/2 inches wide. It has**

raised letters that read "Watch your savings grow with Esso" and an oval with the Esso logo. Is it worth anything?

**A:** Clear glass block banks were popular advertising or promotional giveaways and souvenirs. They were printed, etched or embossed with all kinds of designs or company logos. Your glass block bank was available at service stations that sold Esso gasoline. The embossed logo and slogan on your bank was used by Esso starting in 1934. The bank probably had a paper label band around it when it was new. Some of the labels encouraged saving to buy U.S. Defense Bonds; later labels encouraged saving for Christmas, vacation, new car, and clothing. Your bank is from the early 1940s and is worth \$40 to \$75, depending on condition and clarity of the glass (some have yellowed). A bank with its label will bring a higher price. A glass block bank was also a popular souvenir at the 1939 New York

World's Fair. It has the same Esso logo on one side and the Trylon and Perisphere and "New York World's Fair 1939" on the other. It can sell for up to \$100.

**A Reader wrote us with added information about old mahjong sets that we mentioned in this column a while ago. We explained that new sets have more tiles so old ones are not often used by those who play mahjong. Our reader said there are old tiles for sale at the National Mah Jongg League, 212-246-3052, or www.nationalmahjonggleague.org or 250 West 57th Street, NY, NY 10107. If you send a joker, flower or symbol tile they will try to get a match to your set. They also have decals that can be used on your tiles.**

**Q: During the 1980s, I purchased a funky Art Deco style vanity table, 60 inches high by 58 inches wide. It's burl walnut, deeply curved with out-swept ends and a large semi-**

**circular mirror. The bottom is tapered and sits on a sloping rectangular base. There are 4 short off-center drawers and one has a label that reads "Joerns Brothers, Wisconsin." It's time to part with it, so could you tell me what I could get for my hip vanity?**

**A:** Joerns Brothers Furniture was founded in 1889 in St. Paul, Minnesota, by three brothers, Charles, Paul and Frederick Joerns. The company relocated to Sheboygan, Wis. in 1905. In 1927, a fire caused the company to relocate to Stevens, Point, Wis. The company made elegant and elaborate bedroom sets but struggled in the 1950s. The company changed its focus and started to make college dormitory furniture and then hospital beds, cabinets and lifts, which is its specialty today. The company has been called Joerns Healthcare since 1983. Your vanity was made about 1930 and could sell for about \$450 if it's in good condition.

**Q: We're organizing personal items to assess to determine if they can be sold on a website. The items range from a collection of Hermes scarves and Chanel and other high-end purses to antique and vintage stemware and glass items collected over a 50-year span. We don't know where to begin. Help!**

**A:** Look for websites and online shops that sell things similar to yours to get an idea of their value. Places that sell things also buy them. But remember, shop owners have to make money on the sale, too, so you can expect to get about half to one-third of what they can sell the items for. Things that are worth more than \$500 could sell at an auction. If you consign something to an auction, be sure you know what the seller's commission is and what other costs are involved.

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**CURRENT PRICES**

*Continued from page 5*  
Stoltzfoos, 89 x 103 inches, \$75.

Longwy pottery, plate, outdoor celebration, bowling, dancing, 8 1/4 inches, \$85.

Amberina glass, bowl, canoe shape, reverse thumbprint, scalloped rim, Meriden silver plate frame, 14 inches, \$230.

Map, Mitchell's Travelers Guide Through the United States, engraved, folding, color, 18 x 21 inches, 77 pages, \$405.

Chair, Louis XV style, ebonized, ormolu mount, shaped & padded back, shell crest, 39 inches, \$520.

Rug, Heriz, medallion, corner work, brick red field, geometric border, 8 ft. x 11 ft. 5 inches, \$885.

Dispenser, Buckeye Root Beer Syrup, raised lettering, acorn graphics, white ceramic, ball style pump, Cleveland Fruit Juice, c. 1910, 16 inches, \$2,400.

Silver tankard, George III, dome lid, scroll handle, pierced thumb piece, John Langlands, England, c. 1715, 8 inches, \$3,480.

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