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VOLUME 44, NUMBER 8

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Women's Club of Honesdale Art & Antiques Show July 14-15

or the 56th year on the weekend of July 14 and 15, the Women's Club of Honesdale is sponsoring a wide array of antique dealers selling jewelry, silver, linens, cut glass, primitives, fine porcelain, pottery, furniture and all types of unique collectibles. Also, regional artisans will be selling and demonstrating their art work. On Saturday, Lyle Turner will be entertaining with his player piano. Additionally, on Saturday and Sunday, Harry DeVries will be working at his caning and Robert Lehmann will be on site to do repair

work on any type of glass, old or new. Again this year, Maggie Winchester from Winchester Auction in South Sterling, PA, will be providing her appraisal services with a limit of five items at \$5

This popular show is held at the Wayne Highlands Middle School, 482 Grove Street, Honesdale, PA, on Saturday, July 14 from 10-5 and on Sunday, July 15 from 10-4. Admission is \$6 or \$5 with copy of this article, ad or flyer per person. There will be slices of delicious homemade pie available to purchase along with sandwiches, quiche, hot dogs and assorted beverages. The Wayne County Hospital Auxiliary will again be selling items at the Attic Trea-sures and the Salvation Army Ladore Camp and Conference Center will be presenting information on their facility. All proceeds from this event are used to support the club's scholarship program and donated back to the community to local organizations.

For more information please visit www.womensclubofhonesdale.com or call 570-244-6240.

CURRENT PRICES

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

Cut glass, bowl. hobstars. alternating with divided diamonds, stars, rayed starts, 4 x 9 inches, \$20.

Spatterware, bowl, soup, tulip, red and white, blue tips, green leaves, red border, 10 1/2 inches, \$120.

Tazza, Rose Medallion, oval, shaped, birds, people, scenes of interior rooms in 4 reserves, multicolor, 2 3/4 x 13 inches, \$150.

Vase, porcelain, hexago-nal, long neck, Figures in a landscape, multicolor, white ground, Chinese, 11 1/2 x 3 /8 inches, \$200.

Paperweight, Shaw, disk, mountains, moon, blue sea, crossing planets, 1990s, 8 1/2 x 6 1/4 inches, \$250.

Sculpture, "A secret base somewhere in the west'

shelves, ladders, wooden, Ed Kerns, 22 x 24 inches, \$280.

Paul Revere, bookend, pink, curved panels, owl on branch, Saturday Evening Girls, 4 x 5 in., pair, \$1,000.

Dining Table, round, marquetry, Yin and Yang, 6 legs, 30 x 53 3/4 inches, \$1,120.

Coin-operated, slot, Mills, war eagle, 25 cent, marbletopped wood cabinet, 1931, 24 1/2 x 14 inches, \$1,125.

Sampler, verse, flowers, basket, leaves, silk on linen, Sarah Jane Ham, 1826, 21 1/2 x 17 1/2 inches, \$1,500.

Fan, mother-of-pearl, folding, silver gilt overlay, women, landscape, 10 1/2 x 20 inches,

Tea caddy, Georgian, mahogany, inlaid, octagonal, foil lined, bone escutcheon, handles, 5 x 8 3/8 inches, \$175.

Goldscheider, mark, terracotta, woman, black hair, orange jewelry, 12 1/2 x 7 inches, \$240.

Telephone, S. H. Crouch, candlestick, intercom, auto dial, brass case, Bakelite horn, c. 1915, \$330.

Enamel, plaque, perched owl, wire cloisonne, red, blue, wood frame, J. Trippetti, 6 x 6 inches, \$340.

Tile, Carmel cloud, sky, hills, California Faience, 5 1/2 inches, \$440.

Jade, figurine, horse, lying on side, hind leg touches head, russet inclusions, 4 x 6 inches, \$625.

Commode, Louis XVI, cherry, cookie corner top, three frieze drawers, two deep drawers, 36 x 45 inches, \$740. Candlestick,

knopped cylinder, chased, repousse, flowers, leaves, Russia, 14 x 5 inches, pair,

Continued on page 4



COMING UP

JUNE

22-24.... Fayette Cnty Fairgrounds, Washington Court House, Ohio

28-30 ... Renningers Extravaganza, Kutztown, PA

29-July 1 All Star Complex, Gettysburg, PACivil War

30-July 1 Stormville Airport, Stormville, NYF/M

JULY

7 Fairgrounds, Timonium (Balto.), MD.... Toy/Coll 8 Fairgrounds, Timonium (Balto.), MDMega F/M **10-15**.... The Meadows Brimfield, MA 10-15.... Shelton's. Brimfield, MA **11-15**.... New England Motel, Brimfield, MA **12-14**.... May's Market, Brimfield, MA **12-15**.... Expo Centers,

Atlanta, GA 13-15.... Auction Acres, Brimfield, MA 13-15.... Expo Center, Fairgrounds, Raleigh, NC 14-15.... Wayne Highlands Middle School, Honesdale, PA

20-22.... Lakewood 400, Cumming, GA **21-22**.... Dulles Expo Ctr, Chantilly,

1-4..... Crowne Plaza, Dunwoody, GA....Cut Glass 3-5..... Fairgrounds Lane, Union,

6 Historic Viking Village, Barnegat Light,

9-12 Atlanta Expo Centers,

Atlanta, GA 11 Streets of

Somerset, PA 17-19 Original Show Field, Big Field,

Madison-Bouckville, NY

17-19 Lakewood 400. Cumming, GA

24-26.... Fayette County Fairgrounds, Washington Court House, OH

25 Yates County Fairgrounds, Penn Yan, NY

25 Lititz Springs Park, Lititz, PA

25-26.... Hartford XL Center, Hartford, CT

25-26.... Warren County Fairgrounds, Harmony Twp.,

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2018

JAN. 17; FEB. 14; MARCH 14; APRIL 11, 25; MAY 16; JUNE 6, 20; JULY 11: AUG. 1. 15: SEPT. 5, 19; OCT. 10, 31; NOV. 14; DEC. 19

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Forward future dates for Free listing In "Coming Up" column

Gaithersburg Antique & Collectible Show October 6 & 7

The Gaithersburg Antique & Collectible Show is celebrating its 21st year October 6 & 7, in the Greater Washington, DC and Mid-Atlantic area at the Montgomery County Fairgrounds, 501 Perry Parkway, in Gaithersburg, Maryland. There will be dealers with a fine assortment of antiques and collectibles for sale including furniture, porcelains, silver, glass, books, rugs, linens, advertising, jewelry, movie/TV memorabilia, coins, toys,

paintings, autographs, dolls, architectural, Civil War, sports memorabilia, decorative accessories and much more. The show has always been well-attended both in terms of deal ers and customers. It is located in Montgomery County, an affluent section of the Greater Washington, DC area and has a vibrant market for antiques and collectibles. This show offers an opportunity for dealers to reach buyers in one of the nation's most affluent areas, and for buyers to have access

to a large number of dealers with quality antiques and collectibles.

This show and others scheduled by L. Johnson Promotions, Ltd. is the place for serious antique collectors to shop for those special items for their collection or home. Many customers visit the show both days, which is encouraged by the \$6 admission fee being good for

both days. The show hours are Saturday, October 6, 10 am to 5 pm, and Sunday, October 7, 10 am to 4 pm. The show is all indoors and there will be good food and free parking. For additional information, please call L. Johnson Promotions, Ltd. at (301) 649-1915, email Ljohnsonshows@aol.com or view the website www.johnsonshows.com.

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This 32-inch-high Rookwood faience fountain cost \$2,300 at an auction in North Carolina a few years ago.

By Terry and Kim Kovel

owers were an important part of lives of the ☐ 1880s to 1950s Americans. Technology had advanced to a time when pottery could be made in multiples in molds and large kilns. New types of plants had been introduced to the country, flower arrangements were a sign of wealth and good taste. Formal gardens were important. Collectors can find many flower vases by Rookwood, Weller, Roseville, Grueby, Fulper and many other important factories. And urns, flower vases, wall pockets, flower frogs and even chairs, benches, garden ornaments and fountains were popular. Life-sized frogs, rabbits, turtles, squirrels, even deer, dogs, elves and large mushrooms were created to display out doors. Talented artists made the expensive garden fountains. Many were sculptures of groups of children with birds, fish, plants, shells and large rocks. The Rookwood Pottery started making architectural pottery fountains in 1902 that were groups about 3- to 5-feet high, with water pouring from rock crevices or mouths of large fish.

Today, a Rookwood fountain can sell for \$3,000 to \$8,000, depending on the artist, subject and condition. It is not unusual to have many chips, stains even firing cracks in a fountain after years outside, but it still sells for thousands of dollars. It also pays to get expert repairs that will raise the value and add to the life of the fountain. A Rookwood fountain sold by Brunk auctions a few years ago brought \$2,300 even though it was damaged. Wear and tear on a garden piece adds to the romance and aged look. Check the backyards of house sales or even houses for sale for overlooked fountains and birdbaths or ornaments. You might find a forgotten treasure.

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P.O. Box 60 Bremen, Ohio 43107 TIP: Never wash cast iron or enamelware in the dishwasher. The iron may rust and the enamelware



June 29th,* 30th & July 1st 2018

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General Admission is \$8.00 Children under 12 are FREE with parent or guardiar Over 175 dealers from across the country!





Early Embroidery

By Terry and Kim Kovel

ver notice stumpwork in an antiques auction or shop? It is a type of early embroidery that makes raised designs on a flat textile to make a threedimensional design. It uses wire or padding to stuff the figure made of thread. This difficult type of embroidery was popular in England from about 1650 to 1700, but it was called "raised" or "embossed" work until the 1890s. Stumpwork was used on clothing, decorative boxes and pictures. Girls learned to embroider as young as 8 years old, and the training culminated with the production of a box, often with the name and date of the embroiderer. Today, these boxes sell for thousands of dollars. An example made in 17th-century England on silk fabric with flowers, insects and birds, two well-dressed women framed in wreaths, and many other figures and bits of flora and fauna was auctioned in Massachusetts recently. It was estimated at \$2,500 to \$5,000, but sold for \$9,225. The box had doors and small drawers for storage of writing supplies.

This 8-inch-high stumpwork box is over 400 years old. It has the embroidery on all sides. It sold at auction for way over estimate for \$9,225.

43RD ANNUAL ANTIQUES & COLLECTIBLES SALE Sponsored by the National Duncan Glass Society Admission - \$7,00 Saturday, July 28, 2018 (Good Both Days) 10:00am - 4:00pm Sunday, July 29, 2018 Present this Ail For \$1.00 10:00am - 4:00pm **Washington County Fairgrounds** 2151 N. Main Street Special Events Washington, PA 15301 **Genuine Duncan Glass** erican Pattern Glass (EAPG) Other Elegant Glass from the Depression Era Mid-Century Modern - China - Porcelain - Pottery Silver - Prints - Other Antiques & Collectibles Handmade Glass Jewelry For Information & Updates Duncan & Miller Glass Museum: 724.225.9950 Email: info@duncanmiller.net Washington Website: www.duncanmiller.net

CURRENT PRICES

Lighter, table, enamel, lacquer, ants, butterflies, beetles, black, Dunhill, England, 4 x 3 1/4 inches, \$1,125.

Coffeepot, creamware, flowers, blue transfer, Copeland & Garrett, 1800s, 5 inches, \$60.

Weller, flower frog, turtle, pale green to green, walking, Muskota Art, 4 3/4 inches, \$120.

Arita, jar, lid, blue, scholimmortals, landscape, reclining figure finial, white, japan, 8 1/2 inches, \$375. Continued on page 5



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Continued from page 4 Candelabrum, four-light, silver plate, Georgian, Corinthian twist support, swags, 25 inches, pair, \$400.

Mustard ladle, monogram,

silver. Witherspoon coin family of York, 5 3/8 inches, \$540

Bed half-tester walnut pierced crest, scrolled leaves, panels, 1800s, 93 1/2 x 45



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inches, \$600.

Majolica, jardiniere, birds, flowers, leaves, pink interior, George Jones, 1870, 13 3/4 inches, \$760.

Louis Vuitton, train case,

stamped LV, latch, cream linen shade, 8 1/4 x 15 3/4 inches, \$890.

Carousel horse, prancing, horsehair tail, brown, white socks, Armitage Herschell,

c. 1925, 47 1/4 x 15 inches, \$1,125.

Phonograph lamp, Hersteller, embroidered domed shade, doors in base, 1920, 32 1/2 inches, \$2,300.



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QUESTIONS & ANSWERS By Terry and Kim Kovel

Q: My family has an original print titled "The American National Game Baseball," "Grand Match for the Championship at the Elysian Fields Hoboken, N.J." I searched your pricing guide and did not see this print. How can we determine its value?

A: From 1857 to 1907, the Currier & Ives Company produced and sold more than 10 million "colored engravings for the people" in thousands of subjects. In August 1865, the Atlantic Club of Brooklvn won a baseball champi-

onship, defeating the Mutual Club of Manhattan by 13-12 at the Elysian Fields in Hoboken, N.J. This scene was the subject of an 1866 Currier & Ives print titled "The American National Game of Baseball." Many reprints of Currier & Ives prints have been made, and this classic baseball scene has been reproduced in great numbers. If you believe your print is an original, you can have your print evaluated by a specialist. Start by looking at your print with a powerful magnifying glass or a jeweler's loop. If you see tiny

spaced dots, the print is a "photolithographic" reproduc-tion. Currier & Ives made all their prints in black and white, and it employed artisans to hand-color them. In 1991, \$44,000 was the winning bid at auction for the full folio size of this baseball print. Repros, particularly the 1930s litho-graph by S.Z. Lucas, sell for \$25 to about \$175.

Q: I'm looking for information about a pair of salt and pepper shakers marked "Quaker Silver" and "506." There also is an emblem of a Quaker on the bottom. Can you give me an estimate of value, please?

A: The Quaker Silver Co. Inc. was in business in North Attleboro, Massachusetts, by 1926. It made sterling silver, silver plate and pewter hollowware. The company was bought by Gorham in 1959. Salt and pepper shakers marked "506" are made of pewter. They usually sell for \$15 to \$20.

Q: I have an old wristwatch that my mother found on a beach in southern England years ago. On the face is a likeness of Ho-palong Cassidy in a cowboy hat and his name. It has a leather strap and a west-ern-style buckle fastener. I'm wondering about its

A: Timex U.S.A. made the first Hopalong Cassidy watches in 1950. Hopalong Cassidy watches like yours were first made by Timex Great Britain in the 1950s, probably at their factory in Dundee, Scotland. "Good Luck from Hoppy" was engraved on the back of the

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stainless-steel case, and the original cardboard box was printed to resemble a log cabin with a saddle-shaped support under the watch. The character first appeared in novels and went on to star in feature films, radio shows, comic strips and television. Hoppy wristwatches sell for about \$25 to \$40. If it works, it sells for up to \$275 with the original box.

Q: I inherited a set of eight Boehm plates, "The Musical Maidens of the

Continued on page 2



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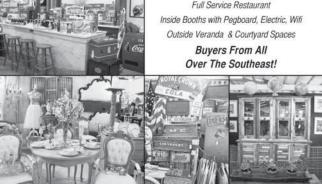
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The Last Buyer

By Harry L. Rinker s collecting interest continues to decline among the Millennial and Entitled generations, the issue of what happens to the hard-to-find, above average. and common objects in a collecting category when no one wants them needs to be explored. Is the landfill its final

destination? If not, where? In order to consider this issue, several assumptions are required. First, every collecting category has a specific life expectancy. Once an object group is collected, it will be collected indefinitely, is a false concept. As recent events have shown, it is more common to measure the lifetime of a collecting category in decades rather than centuries. Although high-end pieces of fine and decorative arts survive in museums, these objects represent less than 1 percent of the pieces within these specific collecting categories. The high end of any collecting category is never a true measure of its strength. The measure rests with the above average and common material.

Second, the popularity of a collecting category follows a bell-like curve, beginning with little collector interest, an event or series of events that trigger collecting interest, a collecting craze, a peak (sometimes a flat plateau), a decline or fallback, and finally a level that wavers and declines as the individuals who participated in the first col-lecting craze die out. Some collecting categories get lucky and experience a second or third collecting revival. Revivals are shorter in duration and die out quicker.

Third, there is a limited number of collectors for every collecting category. In many cases, the number is in the low to middle hundreds rather than thousands. Given the high survival rate of objects, especially from the 20th century forward, and the flooding of the secondary market thanks to the internet, there are more examples available than there are potential buyers. This issue is compounded by the inability of most major collecting categories to attract new buyers. Collecting categories age along with the indi-

Fourth, it is now understood

Continued from page 6

Imperial Dynasties." They

playing different musical

instruments. Each plate is

in the original sleeve and

box and has a letter of au-

Boehm and his wife, Helen,

founded Edward Marshall

Boehm, Inc., in Trenton, New

Jersey, in 1950. In the ear-

ly days of the factory, dishes

were made, but their elabo-

rate and lifelike bird figurines

are the best-known ware. Ed-

ward Marshall Boehm, the

founder, died in 1969, but the

firm continued to design and

Edward

thentication.

they worth?

Asian maidens

What are

Marshall

generational plays a major role in determine the strength of any collectible. When memory of an object or object group fades, so does its collectability.

In previous columns, I discussed the question: what is the secondary worth of an object when every collector has an example in a condition that satisfies his/her collector interest? Although zero would appear to be the appropriate answer, it is not. In the 21st century, collectors no longer play a major role in determining the value of an object in the secondary market. More often than not, the buyer is a decorator, amateur or professional, who is buying the object for conversation and/or display purposes, or a person who will reuse the object for its period purpose.

Internet sell through results provide proof of this lat-ter point. If a Hummel figurine starts at \$0.99 and has no reserve, it will realize \$8 or more, assuming it is in fine or better condition. The objects on eBay and other auction sites that do not sell are those with unreasonable opening bids or reserves. This means there is a price at which every object will sell, just as there is a price at which every object will not sell.

The long introduction sets the stage to introduce a question I have been pondering for some time. In most collections, 50% or more of the collection's value rests with the top 20% of the objects - the masterpiece (ultimate) units and upper echelon pieces. The remaining 80% are the hard-to-find (7%), above average (13%), and commonly found (60%) pieces. Historically, this material provided the initial acquisitions of new and/or younger collectors. Given the inability of almost every collecting category to attract new collectors to replace those collectors who passed away or stopped collecting, the issue is: what will be the final disposition of their hard-to-fine, above average, and common objects?

I spent the Friday, Saturday, and Sunday of the 2018 Memorial Day weekend in Alexandria, Virginia. The celebration of Linda and Bruce Greenberg's 50th wedding anniversary on Saturday evening

the back, include Ceremonial

Flute, Gong, Reed Organ, Balloon Guitar, Three Stringed

Guitar, The Common Flute,

Harp and Lute. The plates

sell for under \$30.

While there, I took the opportunity to spend four hours in the National Archives and a rushed hour and one-half in the Smithsonian's Freer Museum on Friday and four and one-half hours at Mount Vernon on Saturday. Over 50 years had passed since I last visited Mount Vernon.

Linda and Bruce Greenberg are personal friends. Bruce is the author of the premier reference books to toy trains. Now in his mid-70s, Bruce continues to publish updated versions of his books. Bruce also is a collecting theorist. Although his focus is toy trains, he used trends found in the general antiques and collectibles marketplace to better understand developments within his specialty. Bruce and I have lengthy phone conversations several times a year. I am not certain who takes away more from our discussions. My list of points to ponder never numbers less than six.

During the anniversary dinner. I sat next to Glenn Mc-Comas, a collector of automobiles, toy trains, and more. During our conversation, I asked Glenn what plans he had made to dispose of his collections. Married without children, he indicated that he had made no disposal plans and had no intention of making a plan in the near future. I pointed out to him that his collection was losing value on a daily basis, a point he readily admitted. Glenn startled me when he said that he felt his collection had reached a point where its secondary market value did not justify the efforts required to sell it. I argued that all objects had a market bottom and his assumption was false. When it was clear the subject was an unpleasant one, the conversation shifted to sharing of collecting war on characters met during our collecting adventures.

After hosting WHATCHA GOT? on Sunday morning and prior to my return flight from Reagan National in Washington, D.C., to Grand Rapids, I spent two hours visiting with Linda and Bruce at their Alexandria home. Inevitably, Bruce and I talked shop. About 15 minutes before I was scheduled to leave, I asked Bruce to think about what is going to happen to the hardto-find, above average, and common toy trains that will be entering the secondary market over the next decades as many of the major collectors or heirs sell their collections. they lose value and end up in the landfill?" I asked.

Bruce thought for a moment and answered thus: "Not as long as there is a last buyer." Bruce explained: "As long as there is a person who thinks he/she can buy an object for one price and sell it for more, objects survive. When there is no last buyer, then the object may well be destined for the landfill." Nowhere in Bruce's response was the implication that the last buyer would be a collector or dealer. Bruce and I assumed this would not be

the case.

The "last buyer" concept was new to me. After every garage/yard or estate sale, it is common to find that 30 to 50 percent of the material did not sell. Enter the estate liquidator, the person who buys what is left for a penny or pennies on the dollar in hopes he/she can sell enough of the material to make a profit.

At an auction, the last buyer is the box lot buyer. In the 1970s, box lots sold for a few dollars. With the arrival of the internet and eBay, the average price for box lots reached \$25 and higher. Thanks to

The 4th weekend of every month!

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the 2008-2009 Great Recession, the price of box lots has dropped dramatically. middle to high-end gallery (in-house) auctions, they have disappeared. They still are a feature at local house auctions and regional auction galleries.

Charitable auctions at churches and other institutions, the Salvation Army, and consignment shops also attract the last buyer. Their hunt is a difficult one. Most of the objects sold by these organizations are meant for end buyers, those who will use the object one last time before trashing it.

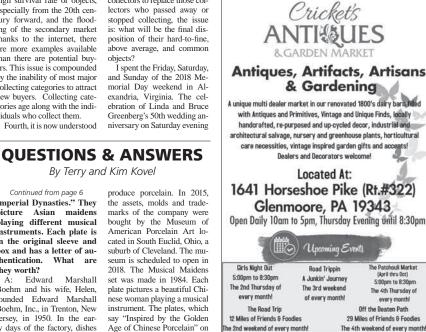
Although I am aware of the role liquidators play, I never took the time to study them. I will correct this in the year ahead. Curiosity may kill the cat; but, it stimulates me.

Harry L. Rinker welcomes questions from readers about collectibles, those

mass-produced items from the twentieth and twentyfirst 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 harrylrinker@aol.com. Only e-mails containing a full name and mailing address will be considered. You can listen and partic-

ipate 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.





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Antiques & Collectors

EXTRAVAGANZAS at KUTZTOWN

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SEPT: Thurs. 9/27, Fri. 9/28, Sat. 9/29, 2018
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Show Field - Thurs. 10 - 4, Admission \$10. Fri. 8 - 4, Admission \$6. Sat. 8 - 4, Admission is FREE JUNE 30 Indoor Market - Open Thurs. Fri., & Sat., 8 - 4 FREE ADMISSION 740 Noble St. Kutztown, PA

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