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COLLECTOR'S NEWS

AUTUMN 2006

Editorial

It's been quite a year so far. In the spring we learnt that our rent and taxes on the store would just about double. We decided to stay on for another year re-inventing ourselves as we did so. The new look with emphasis on rarer and more interesting antiques and art is in tune with the current market. As the summer wore on we all realized we were experiencing something quite extra special with the weather in Vancouver as it turned out to be the longest, hottest and driest summer since the early 1940s.

The great weather should have drawn in record numbers of tourists but then the carry-on luggage scare hit the airline industry effectively killing off the sale of small, portable antiques which have been our bread and butter for the past 15 years. The summer was notable also for the sale of a Gustav Klimt painting for a record US\$135 million proving once again that the art market always racks up the highest numbers.

During July I realized a dream of attending the annual Western & Wildlife Art Auction in Reno. As a great fan of the old west (it was seeing John Wayne movies in my childhood that got me out west) it was a real treat to see some wonderful paintings greeted with such enthusiasm from collectors from all over the U.S.A. resulting in great appreciation and great prices. This experience consolidated my thoughts about our business. It has become quite specialized and has to reach an international audience.

When our landlord came to us recently with yet another huge increase in rent and to tell us that he had offers to turn our premises into a coffee shop, we welcomed the opportunity to make a change and move into a different direction with the business. We have noticed for the past couple of years or so that the old business model of a general antiques store on Granville Street really doesn't seem to work anymore.

There are a number of reasons for this. 9/11 and the stock market crash of the following June effectively killed off a lot of our American custom. As the Americans are the biggest and probably best buyers of antiques in the world, this is a huge blow and the rationale for being at this end of Granville Street to catch their attention & business no longer applies. With summer travelers staying at home and the local business dropping off, to garner sales we have been putting some of our resources into the internet.

However, to make money on sales on the internet, you have to find special things as the net is awash with ordinary collectables. This takes time and money to travel leaving little time to actually be in a store. There is a great deal of money and interest out there for wonderful things and it really all is a question of finding them – selling them is the easy part.

The major reason for not staying where we are is cost. If it was still reasonable we would stay even though our part of Granville Street is changing beyond recognition with all the clothing stores, shoe stores, chain stores and coffee shops taking over the street. We are seeing a totally different type of individual walking through the door who seem to be either mainly strolling down memory lane or just don't have the money to purchase much. (The latter has to be a direct result of the B.C. housing bubble squeezing static incomes – no-one is really keeping up with inflation) Looking back over 25 years, there has been a drastic change in shopping habits. When we first opened our doors, Saturday was the big day for regular collectors visiting so you knew what they wanted and the sales materialized. Lately, it is still a big day for people but it is never the same bunch so you don't know what they want and sales are minimal to the point we could, most likely, close Saturdays and not miss anything. The serious business now is done during weekdays with some on the net.

So big changes for us. To make way for our move we will be having a SALE before Christmas of up to 70% off on selected items but in the meantime we are illustrating a number of recent acquisitions which we think you will enjoy seeing. I'll be putting out another Newsletter towards the end of the month detailing our SALE and when we will be moving. I look forward to seeing you all again in the store this fall season.



**Pair of Cobalt Blue DECANTERS.
Circa. 1940-50(?)**

\$1,200.00 CAD 1,050.00 USD



**CHINESE PORCELAIN
COVERED BLUE & WHITE
VASES. Both have the Kangxi
mark but are probably 19th
century. Some discolouration
around one neck of one lid. 9.25"
\$650 pair**



**A MOORCROFT VASE. England.
12.5" High. Signed initials. Circa.
1949.**

\$1,650.00 CAD \$1,400.00 USD



**A large Hull VASE. Made in the
USA. 1' 4" high. circa. 1940+
CAD\$695**



GILT BRONZE FIRESCREEN

**Fabulous French rococo design
Firescreen with musical motif.
Dimensions 30" x 30"**

c.1910

\$6,500.00 CAD \$5,650.00 USD

**A super FRENCH
FIRESCREEN, Dogs & Tools
with stand. 29" (high) x 4'3"
(overall width) Circa. 1930s
\$6,500 Also shown is afooted
Brass Fire Fender. c.1910 \$795**



**An elegant Silverplated five
branch Candelabra. Prob.
early 20th century. 19" high.
\$950**



**A Sterling Silver FRUIT BOWL of
simple form. 4.5" high with 9" diam-
eter. USA c.1960 \$595**



**A pair of large OIL PAINTINGS on canvas but laid down on board and signed Leonard; both in gilt frames. French and circa. 1900
49" x 39" (frame) and 38.5" x 28" (painting)**

\$6,500 CAD



APPROACHING STORM

By Canadian Artist RICHARD MAJOR AFCA (1899-1986). Signed and dated 1970. WATERCOLOUR painting. 24" x 21" (overall) and 17" x 13.5" (image)

\$1,800.00 CAD \$1,620.00 USD



A fun French DRINKS CART. Probably circa. 1950 . Price: \$995 2' 7" high, 3' (length) x 1' 5.5"(width)

A sweet Victorian inlaid Rosewood WRITING TABLE. Dated 1887. CAD:\$2,200 2' 9" high. 2' 6" (length) x 1' 5.75" (width).



A GRANDAUGHTER CLOCK with Westminster Chimes. Probably German and circa. 1920s. Good working order. Price: \$1,495 4' 9" high