



Telephone: (604) 733-1326

Address: Hampshire Antiques Ltd. 3007 Granville St.
Vancouver, B.C., V6H3J9 Canada (Granville St. & 14th St.)

Website: <http://www.hampshireantiques.com>

Email: robin.w@telus.net

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COLLECTOR'S NEWS

WINTER 2006

Editorial

Our moving sale gets underway

By the time you receive this message in your inbox of your computer, our MOVING SALE will be well and truly underway with advertising in community newspapers across the lower mainland. There are some terrific deals to be had if you're an early bird. Lots of small items ideal for Christmas presents which are 50 per cent off like Fish knife sets for six which are \$39, a pair of Birks Sterling Silver & Crystal Butter Dishes which are just \$75 the pair, Sterling Silver Cake Slices from \$20, Sterling Candlesticks from \$32.50 a pair!! Some art and furniture is 60 - 70 per cent off as is a lot of glassware. We are constantly bringing out more smalls as space permits and these are items which have never seen the front of the store before. I'm also bringing in from home boxes of china that has been in storage for ten years! Brand new inventory for obvious reasons will not be on sale and our jewellery which we know is very well priced and saleable will be discounted only on multiple purchases.

Moving

The question everyone is asking is "Where are you moving to?" We don't have the answer to that yet. We have been offered a couple of spots on and off Granville but they are half the size of our present store and not that cheap. The crazy real estate situation is still unfolding and landlords are incredibly still believing their own propaganda about two weeks in January four years hence making every retailer rich to justify doubling and tripling rents. They are also bringing up the old chestnut about how undervalued Vancouver property is to major cities like London and New York, Excuse me but that does not wash for the antiques business. I've walked into

shops and shows in San Francisco where items in six figures are routinely sold. In London and New York you can make it seven or even eight figures. We can only daydream of such sales activity in Vancouver. Our real estate pricing has to be very much less because the business is very much less here than sophisticated major cities. That also goes for the City of Vancouver whose commercial property tax rates are totally out of touch with the reality of small business.

As mentioned in our last Newsletter our business has undergone fundamental changes. So that our new location will most likely be smaller, more affordable and situated where serious collectors and buyers can find us easily. So when we look at other properties it will be with a different set of priorities. We are at our present location until the end of February.

eBay Lawsuits

The online giant eBay is facing lawsuits from two luxury manufactures about fake goods on their site from Tiffany in the USA and LVMH in France. eBay has gotten very big and very rich from taking no responsibility for products listed; they claim they are just a venue for goods to be sold. Certainly anyone who has ever tried to contact eBay with an enquiry or complaint know only too well that it is nigh on impossible to actually talk to a company representative as they have cleverly channeled communications through their email system which may, or may not, reply.

The interesting and significant thing about the French lawsuit is that the French courts are renowned for protecting French companies under stringent counterfeiting laws. Just to own a fake Louis Vitton product results in a fine of twice the price of the genuine article! So the \$50 million LVMH is claiming in damages against eBay looks like a gimme.

The long term ramifications of such a court ruling would be that eBay will have to make itself responsible for vetting items listed. This would cost so much money that it is doubtful the company could exist in its present form. There is no doubt that eBay provides a useful forum for sales for many small businesses who could not get them any other way but the internet is also a haven for scam merchants. It appears to be quite a conundrum.



A fabulous pair of Royal Worcester CABINET PLATES profuse and heavy gilding and hand painted floral centres. Artist: E. Townsend. 10.5" in diameter. Early 20th cent. \$1,200

Super 'Fish' Silver Overlay & Pottery BOWL from Gustavsberg, Sweden. c.1940-50, 7" in diameter. \$650



'Fish' Silverplate and inlaid stone small BOWL. Maker: LOS GASTILLO, Mexico. c. 1940-50. 5.5" in diameter \$350

WINDSOR CHAIR

A 19th century English **WINDSOR CHAIR** with an Elm seat Price: \$850



A carved pair of Mahogany **BOOKENDS** and a carved Mahogany **CIGAR BOX**. Maker: F.P. Leakes, Ingersoll, Ontario. Circa. 1900. \$275 and \$495



An 18 carat gold inlaid with platinum **BROOCH** with a .75 carat Sapphire flanked by two mine cut diamonds and alternating diamond and sapphire chips. 3.5" long. English. c.1920-30 \$5,000



‘Clipper Ships under Sunny skies’ by H.M. Sewell (1896-1957). A fine **OIL PAINTING** on board in the manner of Montague Dawson by this American Painter/Illustrator. Signed and dated lower left(1937). Overall dim. 22.5” x 16” Price: \$1,200



An ornately framed **OILLETTE** PAINTING signed and dated 1914 but after the artist so circa.1920-40. Overall dim. 24.5” x 22” Price: \$495

MOORCROFT VASE

An impressive large MOORCROFT 'Clematis' VASE. Signed initials, impressed marks and paper label. Circa. 1949. 12.5 INCHES HIGH. This is just one of 16 pieces of Moorcroft we currently have in stock.

\$1,650



Isn't she cute?! A Bisque BATHING BEAUTY which stands 10.5" high. Unmarked but has to be French and circa. 1890 \$850