



HAMPSHIRE ANTIQUES, LTD.

Telephone: (604) 733-1326

Address: 2233 Granville St., Vancouver, B.C.,
V6H3G1 Canada (Granville St. & 7th Ave.)

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

Email: robin.w@telus.net

WE'RE MOVING!

Last 10 days of our record-breaking sale

Most items 50% off!

After some twenty eight years of trading on Granville Street we are leaving in early March to occupy the mezzanine of an office/warehouse space in the Greenhawk building at 1622 West 7th Avenue just two blocks west of Granville down in the Angus lands. The good news is we are easy to get to and there is lots of unrestricted street parking here. This is a big shift in business for us away from general retail so that we can spend more time with serious collectors, decorators and the interior design industry. Because of this change in emphasis and the fact that I will need to be able to get around and out of town more, we will be open by appointment only Monday-Friday and have staff on Saturdays 11 am - 5 pm and Sunday afternoons 2 pm – 4 pm. A call ahead is a good idea at any time.

THE MARKET

Many years ago an American collector popped into the old shop at 14th Avenue and asked me for Canadian historical arts. We didn't have anything of importance and I

asked him why he wanted it because at the time European and American paintings were the hot commodities. His answer was that he felt it was undervalued and wanted to get into collecting them before they really took off.

Then about five years ago I wrote to the Vancouver Sun asking why they didn't publish an article on Canadian & other art as an alternative of investment instead of the constantly reworked pieces they did in 'Your Money' column about RRSPs, mutual funds and stocks. Well, they must have tossed my letter into the waste basket because I heard nothing from them, and nothing appeared in print.

As it has turned out, Canadian and International art of interest and quality has been steadily rising for the past fifteen years or so and would have been the wisest and best investment of them all. Forget the North American mutual funds that you could have bought ten years ago and now would have done better to hide the money under your mattress. Much worse still would have been the purchase of many stocks and English mutual funds which have been a disaster.

It is this realization that good and interesting antiques and art are not only decorative but an alternative investment to a volatile equity market that prices for less stellar pieces are holding up much better than expected in this market meltdown. However routine antiques and art have been in the doldrums for some time and look like staying there. We are still selling a pair of dwarf sterling candlesticks for \$75 which was the same price for them 25 years ago and they are not the exception. (Despite the rise in silver bullion, we are not seeing a stampede to buy sterling as in the past and we've heard that a lot is being melted down instead of being sold) Many collectibles and routine furniture items have, pricewise, travelled back in time. It is for this reason of stagnant prices and the rise of the internet along with ever-increasing overhead that has changed the shape dramatically of the general antiques business. It is now only real objects of desire that get the heart pounding of most collectors. There's a lot less of these desirable items around and so few antiques stores that have the capacity to deal with

them. At this level, it takes deep knowledge and deep pockets along with worldwide collector contacts.

We have found that we got more serious enquiries through the computer than we have collectors actually making the trip to see us in the shop. Simply put, for whatever reason, people just don't travel around to shops like they used to. At this location it is lack of parking and heavy traffic. Air travel is miserable as are cross border security hassles. Add them all up together and is it any wonder that people don't get out as much as they used to. Our tourist intake has dropped off dramatically making less and less sense for us to be on Granville Street with its concomitant crazy rents and taxes. Having said that we probably would still be here if the fashion and chain store shops on the street hadn't help up everyone to ransom. With reasonable rents and decent parking I'm sure there still would be a thriving community of antique shops even with the disastrous drop in the tourist trade.

With the financial market meltdown we have noticed that there has been a two-pronged shift in demand. Most enquiries and sales now are for practical pieces like mirrors, bookcases, flat-top desks, night stands and pairs of anything. Price is very important to many people which is squeezing margins too much. Prices no doubt will continue to soften along with the general economy. The great things are no trouble and just look after themselves. That's what all keen collectors aspire to and, let's face it, they are where the money is.

We have ten days left of our record breaking sale. So please make it in to snap up some bargains. The sale ends with our move.



We have just acquired a SUTHERLAND TABLE in a wonderful burl walnut of fantastic colour. This table folds down after use and is on castors for easy moving. It is Victorian, probably English and dates to the 1860s-70s. When folded up and put against the wall the width is a mere 6.5". When in use with both flaps up it is 36" deep and 40" long and the height is the standard 29". ~~Reg. Price \$2,500~~
Sale Price \$1,800