

# SHOW & TELL

## A Quarterly Newsletter from Hanes & Ruskin

Joy Ruskin Hanes & Lee Hanes

### SHOWS



Not everything about it is appealing. Jim Burk's York Show in May was disappointing for most dealers. We sold a few things and purchased a wonderful Prior portrait which we owned only a week.



Dining Tip: When in York, the crab cakes at the Starlite Diner on Route 30 are worth a stop.

The Brandywine River Museum Show in Chadds Ford was altogether different. We've exhibited there longer than any



other dealer (our 30th year).

As they say, you can't lose 'em all. We sold furniture, paintings, silhouettes, lighting and jewelry.

### CAVEAT EMPTOR

From the "Unfortunate Endings" Department: We've been asked how to tell if a painted Windsor has been ended out. Wood shrinks over time, and a turned leg will eventually become elliptical (out of round). If the leg feels slightly out of round above the bottom turning, and perfectly round beneath it, watch out!

### The searchers



Some of our recent ads in Maine Antique Digest have illustrated some drop-dead gorgeous wall sconces. They are all sold and we need more! We're looking for heavy cast brass English and Dutch sconces, repousse sheet brass sconces, American tin and reflector sconces. We also need period chandeliers and, of course, early candlesticks.

### HAPPENINGS

This Spring Joy was the featured guest speaker at the Leetes Island Garden Club in Guilford, Connecticut. She entertained members with an illustrated "garden tour" on floral motifs found in antique decorative arts.

We are always interested in speaking to local historical societies and clubs interested in antiques.

### overheard

This really happened. At a recent show, two well-dressed women were looking at a tiger maple desk in our booth. "Is that the kind of desk I like?" one said to the other. What the heck, doesn't everyone need a decorator?



### INSIDE THIS ISSUE:

- SHOW BIZ
- CAVEAT EMPTOR
- THE SEARCHERS
- HAPPENINGS
- OVERHEARD
- TERMS OF ENDEARMENT
- HELP!
- DEALS
- NEW OLD ACQUISITIONS
- OUR GUARANTEE
- THE ROADRUNNERS


  
**T e r m s o f e n d e a r m e n t**

At a recent York show, a pleasant middle-aged gentleman stopped by our booth to thank us for a favor we granted years ago. When he was in the 8th grade (and by our calculations that made him all of fourteen years old) he saw a portrait in our booth that was beyond his means. "I think it was around \$450," he recalled, "and I

really loved it. You said I could pay for it over time." He made the payments over about six months. We can only imagine how many lawns he mowed to own the picture. We asked if he still owned it. He ran home, and returned with the portrait. Something we would be glad to be able to sell today. We told him that in the current market

it would be worth around \$1500. It was a real "Road Show" moment. And of course, he refused to sell it back to us.

We are always happy to grant reasonable terms, if there is something you would like to purchase and can't swing it right away.

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**p o i n t e r s**
  
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After exhibiting in nearly eight hundred shows across the country, we've made a few observations regarding human nature and the appreciation of antiques. People who come into our booth pointing at an object will NEVER BUY IT! People who stand outside the booth and make a lot of happy noise about something will NEVER BUY IT!

We are also wary of people who ask to see something in a case (usually a piece of pottery) and when we ask them if they'd like to hold it in order to examine it in more detail, a knowledgeable collector will take it right away. The squeamish ones who won't hold it because they are afraid of breaking it will NEVER BUY IT!!

We look for the silent, serious

types who march right up to an object. and are happy to examine it up-close, ask intelligent questions, and may or may not make a purchase. We also are happy to see novices who find a piece appealing, and approach us for more information. We encourage everyone to step into the booth and have a good time, perhaps learning something along the way, and maybe even buying something!

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**H E L P !**
  
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We recently located a fine, oversized 16th century English Trumpet candlestick. On the underside of the base there are two stamped initials. If anyone has a clue as to a possible maker, please contact us.



# New old acquisitions

We recently found a wonderful pair of French tole monteiths with the original decoration, in a vibrant red, with land-



scapes painted on both sides, c. 1800.

Also a charming pair of 18th century English wool on silk embroideries depicting sisters with their favorite pets (one pictured).



These items and more can be seen on our website with detailed images, more information, and of course the prices.

## You get what you pay for ?



There are people who believe if something doesn't cost a lot, it can't be any good. But serious antiques collectors (like you, dear reader) will pounce on a good deal when they see one.

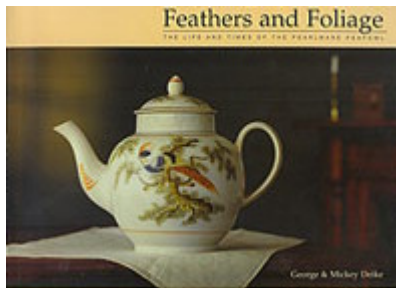
For example, this collection of six 19th century copper molds. They are heavy gauge, each one different, and all in fine condition. We are offering them for \$1500! We know a metalware specialist who asks \$700-800 each for similar molds.

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## Feathers and foliage

We are pleased to offer "Feathers and Foliage," the new book about peafowl decorated pearlware by George and Mickey Deike. The book has a comprehensive history of the manufacturing process of British pottery in the late 18th century (starting with the geologic formation of the earth to form the clay!). It then de-

scribes the decorating process particular to this type of ware, followed by the aviary, where the Deikes have named the variations of peafowl after either particular characteristics or various friends and acquaintances.



We are pleased that there is a bird called "Joyce" after yours truly, and a newly discovered bird that flew in from Holland is to be named Bucky in honor of our recently deceased cat.

One of the outstanding features of this book is the use of "roll-outs" which show a jug or mug spread out flat so you can see the entire design. The book is \$175 including postage

(to the US) and there are more images of its contents at <http://www.hanesandruskin.com/mp.asp?rq=783>

## ABOUT US



Investment quality antique American furniture of the 18th and 19th centuries, and appropriate accessories with an emphasis on English ceramics, needlework, silhouettes, paintings, and metalware. Our logo is a symbol of good faith and integrity dating to the 18th century or before. We stand behind everything we sell, backed by a money-back guarantee.

## The Roadrunners

See us at these upcoming shows:

Kent, CT, June 24-25

Riverside in Manchester, NH (part of Antiques Week) August 8-10

Marion, MA August 19-20

The Original York Antiques Show, York, PA September 1-3

Maine Antiques Dealers Show, Portland, ME September 16-17

Weston, VT September 29-30

Hartford, CT October 21-22

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