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ANTIQUING FOR DUMMIES®

Over 200 Antiquing Tips Featured Inside!

A Reference for the Rest of Us!

by Ron Zoglin
 Antique Expert and Dealer, ASA, ISA, AAA
& Deborah Shouse

Coauthor of *Working Woman's Communications Survival Guide*



Discover Hidden Treasures at Garage Sales, Estate Sales, Auctions, and Antique Shops

Get the Best Deals When Buying and Selling Antiques

Bring the Past into Your Present — Tips on Home Decorating and Design with Antiques





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About the Authors

Ron Zoglin: Being in the antique business is a daily blend of surprises, discoveries, interesting people, and fascinating objects. For nearly 30 years, Ron Zoglin has immersed himself in the world of antiques. He has studied them, bought them, sold them, appraised them, displayed them, and taught about them in colleges and universities. He has traveled the world searching out antiques that are beautiful and unusual and inspiring. As a senior member of the American Society of Appraisers, Ron has developed a large network of specialists with whom he consults regularly. His shop, Brookside Antiques in Kansas City, has one of the Midwest's largest collections of European antiques, Oriental furnishings, and Japanese woodblock prints.

Antiques dovetail into one of Ron's other passions: storytelling. As a professional storyteller, Ron has performed for businesses, universities, and national and international conferences. Ron feels that stories and antiques add a warmth and meaning that compliment and enhance life in this technological age. He loves to surround himself with a comfortable mixture of the latest in technology and an eclectic blend of lots of antiques. Writing *Antiquing For Dummies* is a way for Ron take his passion for antiques and share it with others.

Ron is an Accredited Senior Member of the American Society of Appraisers, a Certified Member of the Appraisers Association of America, an Accredited Member of the International Society of Appraisers, and a member of the National Association of Dealers in Antiques.

Deborah Shouse: Deborah is a writer, speaker, facilitator, and creativity coach. She loves to take dry, stilted material and make it exciting and readable. She loves to bring people together and invite in their creative skills. Her writing has appeared in periodicals such as *Reader's Digest*, *Newsweek*, *Family Circle*, *Woman's Day*, *Redbook*, *Family Life*, *Christian Science Monitor*, *Healthy Living*, and *MS*. She is a PEN winner and a Pushcart nominee. Her books include *Breaking The Ice*, *Making Your Mark* and *Name Tags Plus*. She co-authored *Working Woman's Communications Survival Guide* (Prentice Hall), which is in its fifth printing. Deborah has been included in more than a dozen anthologies, including *I Am Becoming the Woman I've Wanted*, *At Our Core*, and *Chicken Soup for the Mother's Soul*.

Deborah has given workshops and creative expression seminars for businesses, colleges, and organizations. She provides creativity coaching services for authors, business professionals, and other visionary souls. Deborah loves to surround herself with a mishmash of antiques and thrift store things. (The antiques are starting to take over, since she's been working on this book.)

Together, Ron and Deborah facilitate a variety of workshops that are both educational and entertaining.

Dedication

This book is dedicated to our magnificent parents

Frank and Mollie Zoglin

Paul and Fran Barnett

who are trying their best to become legitimate antiques
in their own right

And to our amazing baby brothers

Robert Zoglin

Daniel Barnett

And to two of the world's greatest daughters

Hilee and Sarah Shouse

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Introduction

This book gives you a new way to look at your everyday world. Suddenly you see not just an old chair, but a piece of living history and extraordinary craftsmanship. Collecting antiques introduces you to interesting people. Plus you learn fascinating things, such as the inside story on Mary Gregory and why Chinese chairs are comparatively tall. Each antique has a story to tell, and part of the fun of collecting is gathering those stories.

For the new collector, this book introduces you to the different categories of antiques. But we're not going to just show you the antiques without telling you the best places and ways to get them. We give you the inside story on antique shops, shows, flea markets, and auctions so that you not only know what you're buying, you know more savvy ways to buy it.

For the more experienced collector, this book presents a chance to broaden your knowledge base. We consulted with specialists across the country, searching out the facts and the stories and the tips to make you an even wiser collector.

This is a practical book, designed to help you incorporate antiques into your life. We show you some ways you can bring antiques into your home by suggesting different types of antiques for some of the rooms of the house.

Collecting antiques is like falling in love: You are constantly discovering new and interesting aspects of the antiques. The more you know, the more you want to know. You never get bored with your explorations, and you want the relationship to last forever.

Collecting antiques is also very personal. Each carefully chosen object has its own charm, appeal, and personality, much like the very people who collect. You are matching your personality with the personality of the piece.

How to Use This Book

The more you know about antiques, the more fun you have discovering and buying them. We start out talking about the art of antique collecting and give you tips on developing a buying strategy and becoming a wise collector. From there we move into the basics: furniture, glass, ceramics, and silver. We have a section of how and where to buy. Then we take you into the house so that you can see ways to use antiques in your home. We end with ways to care for your antiques, sell them, and get them appraised. Fakes and frauds are out there, and even the most sophisticated of collectors can be taken in by them. Throughout the book, we give you lots of tips on ways to recognize and avoid falling into fakes.

If you are a new collector, you may want to read the opening two chapters so that you understand the territory you are walking into. If you are eager to get out

there and buy, dip into Part II for some shopping advice before you spend a lot of money.

Other than that, read any section you fancy.

Conventions Used in This Book

Every day, some wonderful objects turn 100 years old and become official antiques. Not all the objects we write about are official antiques. We included some antiques-in-waiting. These pieces have age but sometimes fall shy of the requisite ten decades. Because of either amazing craftsmanship or unusual popularity, we included several of these stellar creatures.

Who Needs to Read This Book?

In writing this book, we often thought about you. We envisioned you as a smart, sophisticated person who wanted to know more about antiques. Perhaps you are worried about being taken advantage of. Perhaps you are curious. Perhaps you want to add antiques into your life and don't know how to get started. Or perhaps you are already a collector and just want more information.