



January 23, 2009

Top Advice From The Industry



Once a category has been chosen, conduct research as much as possible before making a purchase. Spend some time reading reference books and reputable Websites to understand the collection. One key area to pay particular attention to is if there are reproductions on the market. If so, research how to differentiate between the original, fake or reproduction.

TIPS FOR NEW COLLECTORS

Entering the world of collecting antiques and art can be thrilling and intimidating. Many people ponder the best items to collect. For all new or would be collectors, here is some helpful advice from internationally renowned art and antique dealers to get people started down the road of collecting.

Establish a budget

First and foremost, people need to review and determine their budget for collectables. Once this has been determined, "then buy the best that the budget will allow," states Reyne Haines, with Reyne Gallery in Booth 2600A. Reyne continues, "In the beginning, many collectors tend to buy several lower valued items instead of one higher end item." This is a key mistake new collectors can make, as one item can be more valuable than several smaller pieces.



Develop a collectable specialty

Secondly, choose a category or area to specialize in and stick with this category for awhile. "Focus on an area and items that you like," said Judith Beiner, with Griffin Gallery Ancient Art in Booth 2605. "A particular culture, region, or place in time can be appealing. There are thousands of artifacts in collections that will only increase in value as the years pass."



It's an oldie but a goodie

Additionally, people just starting to begin their collections tend to look for the perfect "new" item to start out. However, "there is an infinite supply of broken or damaged 'antiques' out there, but there is a finite supply of pieces in near perfect condition," said Gary Niederkorn with St. Pol Niederkorn Silver in Booth 1213. "But, no one piece can ever be 'as good as new' because the piece can only be new once. The key is to look for pieces in as near original condition as possible and look for those that show 'expected' wear." These are valuable items.



Develop a relationship with the dealer

Finally, items do not need to be valuable to be worth owning. Just make sure the price is reasonable. If the item and the price seem too good to be true, it probably is. "New collectors need to also consider the dealer himself," says Joseph A. Kinney, with Kinney Fine Art of Pinehurst in Booth 749. "How credible are they? Do they take the time to answer questions? Do they have a Website? Can this person be trusted? All of these items need to be considered before making a purchase."