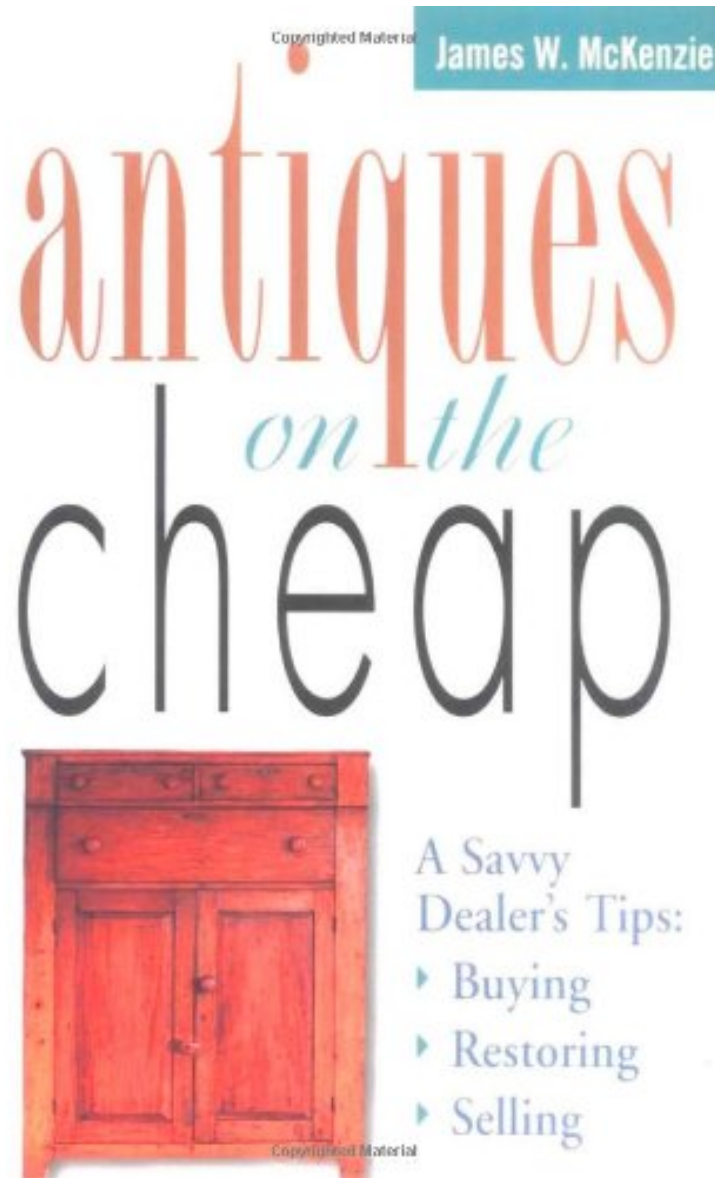


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*James W. McKenzie*

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## **Antiques on the Cheap: A Savvy Dealer's Tips: Buying, Restoring, Selling**

**James W. McKenzie : Antiques on the Cheap: A Savvy Dealer's Tips: Buying, Restoring, Selling** before purchasing it in order to gauge whether or not it would be worth my time, and all praised Antiques on the Cheap: A Savvy Dealer's Tips: Buying, Restoring, Selling:

1 of 1 people found the following review helpful. Okay for first timersBy Maria ChaseOkay for people just starting out pursuing antiques. I should have known by the title.0 of 0 people found the following review helpful. GREAT RESEARCH FOR WHEN I STUDIED TO BE AN APPRAISER.By Claudine CookII RESELL AND BUY ANTIQUES I HAVE AN APPRAISERS CERTIFICATE BOUGHT THESE TO SUPPLEMENT MY STUDYING FOR THE ONLINE COURSE. GREAT INFORMATION0 of 0 people found the following review helpful. Very helpfulBy David W. WilkinsonVery helpful book, makes good points, fast read

Get the inside scoop on every aspect of antiques - buying, cleaning, repairing, embellishing, refinishing, restoring, and selling. You'll find expert advice for getting great deals at auctions, flea markets, and shops, and you'll learn how to spot items that can be repaired to increase their value. Advice for selling antiques at flea markets, on consignment, and in shops is included.

From Library JournalAlthough neither of these guides to antiques is particularly scholarly, McKenzie's is certainly more credible (albeit less fun to read) than Loomis's. McKenzie provides useful tips—not only for the business pro but also for the flea-market junkie—on how to rummage for, buy, and sell antiques and on how to establish a profitable business, with suggestions on such matters as calculating inventory turnover and handling tax records. He provides information on how to do minor repairs on collectibles and also offers guidance on major restoration projects, such as rebuilding old trunks or resilvering mirrors. The writing is straightforward, the advice is practical as well as easy to understand, and the book would be of interest to most antiques buffs. The title of the Loomis book pretty much sums up its content. While it does offer tips on "the hunt" and subsequent bargaining (and the etiquette of dealing with sellers), its primary focus is on the dating and identification of a wide variety of antiques (everything from World's Fair collectibles to Shaker furniture). While Loomis's breezy style may annoy some, readers familiar with his television appearances and videos will probably find this book enjoyable. Because his information is occasionally contradictory (he asserts, for example, that porcelain was first produced in Europe at the Meissen factory in Germany in 1709; two pages later he states that the French made porcelain in 1673), this book should not be considered an essential purchase unless there is patron demand.©Margarete Gross, Chicago P.L. Copyright 1998 Reed Business Information, Inc. From BooklistThis book is for wanna-be antiques dealers and folks who have more time than money. It is not about trends, collecting, and tips on antique shows and flea markets. In plain language, McKenzie surveys all the probable places to buy (e.g., auctions and estate sales), all the quick fixes, and all the selling ploys. Best among the wisdom collected here are the behavioral ruses—for example, how to capitalize on unwanted leftovers, as well as bidding strategies at auctions—and all the recipes, formulas, and instructions for repairs. To his credit, everything's done on the cheap; he gives tips on savings on furniture stripping and even no-rent merchandise displays. Sidebars, too, are generally valuable; in one, he explains the anatomy of a bottle, and in another, a fool-proof recipe for furniture juice (cleaning fluid, that is). Step-by-step instructions would profit by more illustrations, though. Barbara JacobsFrom the Back CoverWhether you're buying or selling, this complete handbook gives you easy-to-follow advice for making the most of your antiques investments. Antiques on the Cheap features dozens of simple, inexpensive techniques to help you: - Recognize real treasures and make great deals at auctions, estate sales, and yard sales - Put the best face on your finds by cleaning, stripping, and refinishing just about anything - Turn broken into beautiful with techniques for mending pottery, fixing lamps, repairing furniture, and sprucing up other favorites - Make money, with expert advice for setting up shop, attracting customers, pricing merchandise, and more.