

# PENMAN STANDARDS & VETTING GUIDELINES *REVISED FOR 2011*

## 2010 Guidelines are slightly less stringent

The aim of these up-graded rules is to establish & maintain a high standard of stock & display at each Fair, for the good name both of the Fair and the Exhibitors, thus giving confidence in Penman Fairs & the exhibitors to the visitor / buyer.

The following rules form part of the Contract. **All exhibitors must read these Guidelines carefully & agree to abide by them.**

Failure to abide by these guidelines will jeopardise participation in subsequent Penman Fairs. Items rejected at one Fair may not be offered at a later fair till rectifiable problems have been addressed. The exhibitor may only show items that have been passed by the Vetting Committee as genuine, accurately described, and of sufficient quality and condition to be an asset to the fair. Hence "Not fairworthy", "not in the best interests of the Fair" or "not in fairworthy condition" are legitimate reasons for rejection, and cannot be appealed against. Poorly restored items will not be accepted. The Vetting committee however must make reasonable allowance for fair wear & tear, commensurate with the age of the item, and also make allowance for fashionable "distressed" states and "shabby-chic".

### **DATELINES** There will be a general dateline of 1950, (with exceptions in certain categories)

Inferior older items cannot be allowed to hide behind datelines. "Antiques Fairs" must have the vast majority of stock at least 60 years old.

Each exhibitor may have up to 6 pieces outside the dateline.

These to be labelled with special labels denoting their out-of-dateline status, supplied by the organiser.

As these 6 items sell, replacement late pieces may be brought out for vetting, with appropriate replacement labels from the office.

**Exceptional datelines:** **Modernism** / mid-century modern stands have a 1970 dateline.

**Oriental rugs, kilims etc:** No more than 33% of the stock to be after 1950. Pieces after 1990 to be marked "modern"

**Jewellery:** No more than 33% of the stock to be after 1950. After 1990 to be exactly dated or marked "Modern"

**Wrist watches and Clothing** / gowns etc: up to 1970

**Contemporary Stands:** Each Fair will accommodate a maximum of 4 contemporary / late specialist stands, which will be vetted to the same standards as their older equivalents, just without datelines.

### **BALANCE:**

Assuming most Penman Fairs have 40-50 stands, the following balance will be maintained as far as is practical: Limit stands to:

|              |                          |             |                |                       |                     |
|--------------|--------------------------|-------------|----------------|-----------------------|---------------------|
| Furniture: 6 | Watercolours/drawings: 3 | Oils: 3     | Jewellery: 5   | Glass: 3              | Contemporary: 4     |
| Ceramics: 6  | Silver & Virtu: 3        | Textiles: 2 | Bronzes etc: 2 | 20 <sup>th</sup> C: 3 | Clocks & watches: 2 |

Dealers must tell Penmans when booking if they are planning to bring incompatible stock – ie furniture dealer bringing jewellery. Then this jewellery will count as 1/3<sup>rd</sup> of a stand, so Penmans will try to maintain the balance. It is assumed that furniture dealers will inevitably bring some pictures, lighting, and decorative items. Similarly jewellers are expected to bring virtu, watches etc. Glass on a jeweller's stand might be designated ¼ of a glass specialist.

This balance cannot be completely set in stone, as the fair must be filled with quality dealers; but every effort will be made to keep a balance.

### **REQUIREMENTS FOR ALL ITEMS:**

Everything on display must have been passed by the Vetting Committees. Everything must be accurately labelled with date (or circa date within 20 years or within 10 years for 20<sup>th</sup> century pieces), place/Country, method of manufacture, medium as well as factory/artist if known. Items must be sound and fit for the purpose for which they are being sold.

### **LABELS: These must be in place in time for vetting**

Labels must be visible to both Vettors and public. The price must be visible to visitors by opening time.

It is essential that EVERY Item be labelled or listed. A priced and detailed list / catalogue is acceptable instead of labels, but this must be available to Vettors and Public (visible to public without having to ask)

Items over £10,000 may be marked "POA".

Re-labelling may be requested by the Vettors for inaccurate / insufficient information on the labels.

These labelling requests must be fully complied with, or the item may be removed by the organiser at the exhibitor's risk.

Electrically wired items must bear a PAT label.

### **INVOICING:**

Every sale must be accompanied by an Invoice showing the same description as the label as well as the Exhibitor's name and contact address and/or phone number. Failure to issue invoices for sales over £100 will result in cancellation of all future stand bookings.

### **REPRODUCTIONS / PASTICHES**

NO items (except silver jewellery & rugs) post 1914 may be out-of-period / pastiche / misleading / repro.

NO silver jewellery or rugs post 1940 may be out-of-period / pastiche / misleading / repro.

### **VETTING Procedure:**

All items must be descriptively labelled in time for vetting. Failure will cause rejections. Repeated failure will not be tolerated.

All items must be available for tangible inspection, (no night sheets during vetting). Cabinet keys to be available via the office.

2-part furniture must be left for separate inspection. Mirrors etc may only be screwed to the wall after vetting (by arrangement with the organisers). Exhibitors must retire out of ear-shot whilst stand being vetted. Discussions with vettors at vettors' discretion.

Subsequent vetting: fresh items must be brought in & ready for vettors on the stand at least 30 mins before opening.

The Organiser must not be involved, except for guidance to vettors as to standards required.

**RESULTS of VETTING:** Re-labelling and removal of rejected items must be done with good grace and without malice, within reasonable time (overnight for evening vetting, or within an hour of morning vetting). After initial vetting, exhibitors must arrive at least 30 minutes before opening,

in case items need to be removed or re-labeled. If rejected items are not removed, or re-labelling requests not complied with, the organiser has the right to remove the offending item(s) at the exhibitor's risk. On opening day, this may be done 30 minutes before opening.

**If an exhibitor is absent during vetting, he must be at the fair 30 mins before opening, to comply with vetting requests before opening.**

**APPEALS** must be in writing, on the reverse of the Rejection Note, and handed in to the Office as soon as possible. The appeals judge(s) should take into consideration points made by both the exhibitor and the vetters and may take advice from anyone else he feels is knowledgeable on the subject in question – including, if necessary, an outside expert who must be able to give an opinion within 24 hours at a cost to the Organiser of no more than £100. A decision may therefore be deferred to the following day and in the interim the item must be removed from display. The appeals judge's decision is final. The exhibitor (in his contract) agrees to abide by this final decision. The Organiser cannot be involved in the dispute, nor can the organiser over-ride the Appeals judge(s). Rejected items may NEVER remain on the stand marked "Not for Sale", "For Display only" or "Sold" - they must ALWAYS be removed to the store or otherwise kept out of public view for the duration of the Fair.

Items marked "**For DISPLAY ONLY, Not For Sale**" may only be of modern construction in contemporary style. No modern copies of period design, even if they fulfil a function (flower vase / table lamp / display cabinet / easel). Antique or original design items which have passed vetting should always be for sale. Items needed to perform a display function (cabinet / plinth etc) must either pass vetting or be modern. Rejected "props" may not be displayed marked "For Display Only", they must be completely hidden or removed.

**DISPLAYS** must be in keeping with a Standfitted & Vetted fair – table-top display should be kept to a minimum, using cabinets or shelves instead. Table covers must be fire-proofed and match the walls if possible. Cloths are available (if pre-booked) in the 6 calico colours at £12.

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## **DISCIPLINE SPECIFIC GUIDELINES. In Alpha Order.**

### **20<sup>th</sup> CENTURY PAINTINGS, DRAWINGS & SCULPTURES**

All post 1940 to Contemporary paintings & sculptures must have labels detailing the artist's training & qualifications (& where exhibited if pos).

**Modern resin** / "cold cast bronzes" not acceptable, whatever size. Unframed work not normally acceptable unless designed to be viewed unframed. Frames must be suitable and in good condition.

### **20<sup>th</sup> CENTURY FURNITURE & FURNISHINGS, LIGHTING ETC**

**1970 dateline.** Mass produced items not generally acceptable. Conversions and restorations to be sympathetic, and detailed on label.

Attribution of designer/factory/artist must be backed up by some evidence. No new chromium plate where there was none originally.

### **CERAMICS : Porcelain, Pottery & Stoneware**

All restoration must be DETAILED on label. Over restoration, or old/discoloured restoration not accepted.

No items "For Display Only" may be on show (on dressers or in cabinets) - pieces must pass vetting or be taken off display.

Incomplete items should be so labelled i.e. "cover missing" or "Stand missing".

Sampson must be correctly labelled, and after 1914 no pastiches allowed.

**Occidental:** All items must be labelled with dates of factory marks or Circa. Wherever possible, the factory should be given.

**Oriental:** Excavated items from China over £2,000 retail price and made prior to 1368 (also tomb figures to 1644) must have a Thermo

Luminescence Certificate from Oxford. Exhibitors must be confident about the provenance of Chinese pieces.

Chinese ceramics: Post 1920 pieces must be very carefully checked – most are pastiches, but honest labelling of very high quality pieces should be acceptable, as they were made to honour the ancestors, not to deceive.

### **CLOCKS, Barometers, Watches and Instruments:**

No totally replaced / "associated" movements. Replaced dials should be labelled as such and be in keeping. Re-silvered dial / replaced hands must be sympathetic & labelled. No replaced platforms on carriage clocks. A replacement platform is only acceptable in decorative cases where the platform is not visible. Re-gilding only of high quality, and labelled. Enamelling can be repaired well, but not with enhancing detail, nor totally replaced. All movements must be fully restored and in guaranteed working order. Otherwise they must be sold as "Decorative items without function". Dateline for watches: 1970

### **FURNITURE:**

The amount of acceptable alterations/restoration will be at the discretion of the vetters. Normally, No marriages.

Any alterations, repairs, subtractions or additions must be clearly labeled and are accepted at the vetters' discretion.

Veneers only up to 25% replaced (Not whole tops or bureaux falls) at the discretion of the Committee.

Feet and/or handles may be replaced if in keeping & labeled. No later carving or inlays or added cross-banding.

**Gilding:** Good quality re-gilding accepted if back/underside has an area left visibly old. Gold paint totally unacceptable!

**Mirrors:** if to be screwed to the wall, early vetting must be arranged with the organiser & done before hanging. Replacement glass acceptable, but must be clearly labelled as such. Picture frames used as mirrors are not generally acceptable.

**Painted Furniture:** Total re-painting / redecorating not acceptable – except seat furniture. Any re-painting must be of high quality, in the original style, with no extra enhancements. Under-rail must be left untouched so evidence of age is visible.

A photo of the item before re-painting would be helpful.

**Upholstered** items MUST have a large part of the framework left open for inspection; photo of frame before re-upholstery advantageous.

**General:** Blind panels that have been glazed /grilled are not normally accepted. Replacement leather or marble tops are acceptable, if in keeping with the piece; but not if leather let into a previously polished top. Items stripped of varnish, (esp pine) may not have been tanked.

Items in two or more parts must not be screwed together nor filled with small items till the Committee has vetted the items separately. Dressers & cabinets may not have ceramics "for display only" which would not be acceptable for ceramics Veters.

**Restoration:** Poorly restored & items needing restoration (eg loose jointed chairs) will be rejected. Major restoration must be detailed on label.

**Alterations:** Items with obsolete purposes may be minimally altered for modern use, but in keeping and clearly labelled (eg Gents press to wardrobe, or washstand to side table). A commode changed to Chest of Drawers must be of finest workmanship

## GLASS:

No Cracks, excessive trimming of feet & rims. Trimming etc to be clearly labelled. No scratching, cloudiness, later engraving. Replacement stoppers must be in original style, & labelled. Witch balls and un-marked pressed glass not permitted. However, green "Nailsea Dumps" and coloured bowled glasses are permitted. Great care to be taken with dating cranberry glass; Czech copies not allowed! Late 19<sup>th</sup>/early 20<sup>th</sup>C good copies of Georgian drinking glasses are not permitted, even if clearly labelled, as they could deceive if label removed. Ancient glass: core-formed vessels should carry a sound and provable pedigree, which will stand up to checking; restoration only acceptable on rare /fine/important items. Scent Bottles with glass and silver to be vetted by both disciplines.

## JEWELLERY & ENAMELS, VIRTU etc

No more than 33% of the value of the jewellery to be after 1950, *unless the jeweller is accepted as one of the 4 "Modern" stands in the fair.*

Vetting of post 1950 jewellery will be for fairworthiness and originality.

No imported mass-produced peg-set jewellery. No reproduction jewellery.

Labels: Everything must be labelled with a minimum of date & price; but pref with exact medium and indication of any repair.

If labels offend the exhibitors' sense of display, numbers should be shown, equating to a List (incl all details) readily available to the visitor.

The Invoice must bear the same facts as the label, and give more detail.

Labels must show the exact date from the hallmark for all marked items post 1950; otherwise Circa date to be within 10 years for 20<sup>th</sup>C items.

Unlabelled pieces will be rejected. Failure to comply will lead to rejection. Repeated mis-dating may lead to expulsion!

Labels showing "optimistic" dates must be changed where requested by the veters.

If this makes too high a percentage later than allowed as above, then some weeding out must be done.

Slight hard solder repair accepted if labelled as such. No soft metal repairs. Re-shanked rings acceptable if in keeping.

Conversions and alterations of early pieces may be allowed (at veters' discretion).

No total re-enamelling. Partial re-enamelling must be good quality, in keeping with the original, and labelled.

Replacement stones must be suitable, & labelled as such.

Only the finest cultured pearls (with good quality nacre) may be acceptable if strung soundly with a good quality clasp.

Freshwater pearls & stained pearls are not permitted.

Good Quality South Sea pearls permitted at the veters' discretion.

Non-specialist jewellers may not have any "modern" (post 1990) jewellery on display. Non-specialists' jewellery stock will be vetted to the same standard as the specialists. Ordinary commercial items, regardless of age are unacceptable unless of outstanding quality.

No marriages, later engraving or added decorations. Russian items must in general be pre-Revolution.

***Items brought out after initial vetting must be submitted for inspection. Failure to comply means expulsion.***

***NO jewellery post 1940 may be out-of-period / pastiche / misleading / repro***

## LIGHTING

Conversion to electricity must be professional & sympathetic. All items for sale fitted with a cable must carry a Portable Appliance Test label.

Soft solder repairs not normally accepted. Any repair to be detailed on label. Bases and oil reservoirs must be original; replaced glass shades must be in keeping & labelled as such. Replaced lustre drops should form less than 50% of the total number of lustre drops, and label must indicate this. Large lamps must remain in their original dimensions, without reductions. Fittings made up of old components are totally unacceptable. Ceramic vases, metal figures etc converted into electric lamps must pass vetting in their own discipline. Items should not be plated, gilded or chromed if they were not originally so. Lamps used "For Display Only" must only be of modern design, or pass normal vetting.

## METALWARE

Items that are Georgian in design but continued to be manufactured into the 20<sup>th</sup> Century are not acceptable unless of significant merit and honestly dated. Soft solder repairs not normally accepted. All repair to be detailed on label. Items should not be plated, gilded or chromed if they were not originally so.

## ODD ITEMS:

Difficult to make generalisations! Items must be fairworthy and in good condition,

Magnifying glasses must have original handles. Incongruous or unlikely walking stick shafts will be rejected.

**ORIENTAL ITEMS** other than Ceramics or Rugs: Guidelines as Occidental.

## ORIENTAL RUGS CARPETS & TEXTILES:

Bleached rugs are not permitted. No more than 33% of the stock to be after 1950

No Modern Chinese or Pakistani silk needlework, tapestries or any rugs. All rugs to be of a design native to the country of origin.

All rugs must bear a circa date, and post 1990 to be marked "modern" Very careful labelling of date, country and content required. **Clothing, gowns etc: Dateline 1970, and must be in good clean and ironed condition, and hand made**

## ORMOLU

Must be of hard metal gilded by mercurial process or electro-gilding. Re-gilding only acceptable if high quality and sympathetically done, not altering the original balance (ie no additional gilded parts to enhance a bronze item). Spelter only acceptable of of quality commensurate with bronze casting.

## **OIL PAINTINGS, WATERCOLOURS & DRAWINGS.**

All must be labelled with medium, artist (and his/her dates) and circa date of item, of not exact date. Quality and condition all important. i.e. Framed, without visible damage, and professionally restored. Tears, holes, loose paint and foxing not acceptable. Primitive paintings may be accepted in un-restored condition. The amount of restoration allowed will vary according to the age and quality of the picture. Labels must describe restoration. Frames must be in good condition. **Presentation:** Framing, mounting, plinths, stands etc to be in good / restored condition. Display boxes and folio stands must be smart and professionally made. Un-framed drawings & watercolours must have a mount card and acetate/cellophane (removable to examine watermarks etc) if displayed in boxes or portfolio stands. Paintings may not stand on the floor,.

**Labels** must be visible to visitors without the need to touch. All work must be authentic, described using the terminology:

**Attributed to:** Probably the work of the artist.

**Studio of:** by an unknown hand in the studio of X, may/may not have been executed under his direction.

**Circle of:** work by a distinct hand (unknown), closely associated with X but not necessarily his pupil.

**Follower of:** work in the artist's style, contemporary (or nearly so), but not necessarily by a pupil.

**Manner of:** work in the style of X, but of a later date.

**Signed / dated / inscribed by:** without doubt by the artist.

## **PAPIER MACHE, Tole, Painted Metal, Fans, Ephemera**

Partial re-painting in original style acceptable at vetters' discretion. No added embellishments. Complete re-paint not acceptable.

General condition and display must be acceptable for the standard of the Fair. Fans must be well restored, with restoration detailed on label.

## **PRINTS and MAPS & Artists' Etchings**

All must have labels indicating date and method of printing / colouring shown on label. Prints must be the date they purport to be. Fairworthy mounts / frames essential. Late re-strikes not acceptable. Hand Colouring: must be labeled as Original / Later / Recent. Modern colouring must form less than 50% of hand coloured stock. If the item is restored or cut down, this must be indicated on label. Prints must have a mount card and acetate/cellophane if displayed in boxes or portfolios / stands. Display Boxes, stands & other methods of display must be of a smart appearance, professionally made. Stacking on the floor not acceptable, except sets up to 4. Prints must be more valuable than their modern frames. Small, insignificant prints of low value will not be accepted. Labels to indicate the printing method, + if possible artist, lithographer / engraver, publisher and date published. Chromolithographs only accepted if high quality & labelled as such. Oleographs not generally permitted. Photographic & mechanically produced prints not accepted except Baxter, le Blond etc.

**Post 1930 PRINTS / Limited Editions:** Prints must be of limited editions, up to 100, made or overseen by the artist, including etchings, screenprints, monoprints, drypoint, mezzotints & lithographs, and hopefully signed by the artist. Not acceptable: offset lithographs or Giclees, or prints run from transparencies of original work on commercial printing presses even if they are signed by the artist. **Photographs** must have been processed by the photographer himself. Further rules may be added if applicable.

## **SCULPTURES & Bronzes:**

Minimal repair accepted if good quality and so labelled.

All sculpture must be of original design, except the best quality Grand Tour 19<sup>th</sup> C bronzes "after the antique", which must have a label giving circa date of casting and some details of the classical original.

Re-patinaion should be kept to a minimum & accepted at the Vetters' discretion. NO resins.

Vienna bronzes may not be totally re-painted. Only finest Spelta is acceptable, at vetters' discretion.

## **SILVER, PLATE and VIRTU**

No excessive/soft metal repairs. No re-plating of Old Sheffield. Re-plated EPNS items of high quality & clearly labelled are acceptable.

No later chasing, but at the vetters' discretion, very fine berry spoons, and the finest Victorian chased Georgian hollow-wares.

No de-embossing. Filled engraving at vetters' discretion. No thin, substandard or split or holed pieces. No Britannia metal.

Careful labelling required, to differentiate OSP / close plate / EPNS.

Hallmarks must not contravene the Hallmarking Act. Un-marked items must be sold as white metal.

Labels must always show the hallmark date and if possible the maker.

Scent Bottles with glass and silver to be vetted by both disciplines.

Russian items must, in general, be pre-revolution. **NO silver post 1940 may be out-of-period / pastiche / misleading / repro**

## **TEXTILES and NEEDLEWORK (Occidental)**

Condition all important, commensurate with age & fragility. Later backing/framing generally acceptable.

Cushions must have at least 50% of the front cover in dateline material, and backs of natural material, not synthetic.

Fragments accepted according to age and quality, at vetters' discretion.

Label should indicate if a fragment or complete and extent of restoration.

Extensive re-stitching or re-colouring only acceptable on early or very high quality pieces.

Clothing, gowns etc: Dateline 1970, and must be in good clean and ironed condition, and individually made.

## **TREEN, BOXES & CARVINGS - as furniture guidelines. Vetted by the Furniture committee**

Fitted boxes should have at least 50% of original fittings. Totally replaced glass in Tantalus boxes must be in keeping and dated on the label.

Boxes that have lost all fittings & have replacement linings accepted at the discretion of the vetters. Carved & turned treen must be the date it looks, not later/misleading. No total re-painting. Partial repainting accepted. Sculptured figures may not have replaced heads. Any replacements

must be of good quality & matching wood and be so labelled.

**END**