

# Standards & Vetting Guidelines **Updated** for 2018



**These Guidelines form part of the Contract  
between Penman Fairs Ltd & Exhibitors.**

The Guidelines are designed to establish & maintain a high standard of stock & display at each Fair, thereby giving visitors confidence in the integrity of Penman Fairs & the Exhibitors.

*Your attention is drawn to  
the following **updates** for 2018:*

***Abolished* DATELINES *Abolished***

There will no longer be a general dateline. But...  
Post WWII items will be accepted only if of a high standard & not mass-produced.

***Updated* REPRODUCTIONS/PASTICHES *Updated***

FINE reproductions now permitted up to 1945,  
when clearly & accurately dated on labels.  
(eg 1920s "Queen Anne" walnut of Superior Quality).

***NEW* VETTING on Subsequent Days: *NEW***  
fresh items must be brought to the attention of the Organisers, for Vetting on-the-spot or on the stand.

***Emphasizing* LABELLING *Emphasizing***  
Any damage/restoration must be pointed out on labels.

***NEW* SILVER 1990 FASHION *NEW***  
NO Silver post 1990 which is out-of-period / repro.  
NO Clothing, Bags or Costume Jewellery after 1990.

### IN GENERAL:

Items rejected at one Fair may not be offered at a later Penman fair till rectifiable problems have been addressed.

Exhibitors may only show items that have been passed by the Vetting Committee as accurately described and of sufficient quality & condition to be an asset to the fair.

*"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, also accommodating the fashion for "distressed" & "shabby-chic" decorative items.

Everything on display must be passed by the Vettors.

Rejected items must be hidden, out of public sight.

Items must be sound & fit for purpose.

### LABELS:

These must be in place in time for vetting, or a detailed list.

Labels / lists must be visible to both Vettors and public.

Prices must be publicly visible by opening time.

It is essential that Every Item be labelled or listed.

### *Unlabelled items will be Rejected.*

A priced and detailed list is acceptable instead of labels, to be available to Vettors and Public (visible to public without having to ask)

### Required information on labels / lists:

- \* Date (or circa date within 20 years)
- \* Country / place of origin / artist if known.
- \* Medium / Method of manufacture.
- \* Damage /Restoration/Alteration.
- \* Price, visible to all, not in code.

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

Less detail needed for exceptionally small items.

**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.

### INVOICING:

Every sale must be accompanied by an Invoice showing the same description as on the label, as well as the Exhibitor's name & contact address and/or phone no. Invoices are not essential on items under £50.

Printed invoices should be used (*Word files can be designed for you, free, by C Penman*)

### **VETTING Procedure:**

All items to be descriptively labelled in time for vetting.

*Failure to label items is a reason for rejection.*

All items must be available for tangible inspection,.

*Cabinet keys to be left at the office if you leave early).*

Exhibitors must retire out of ear-shot whilst being vetted.

Discussions with vetters only at their discretion.

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

**RESULTS of VETTING:** Re-labelling and removal of rejected items must be done with good grace and without malice or quibbling, within reasonable time ... (*overnight for evening vetting, or within an hour of morning vetting*). If rejected items are not removed, or re-labelling requests not complied with, the vetters should advise Penmans, who have 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, so he can 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 aggrieved dealer & vetters & 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 & in the interim the item must not be on 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 override 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. Rejected "*props*" may NOT be displayed marked "*For Display Only*" or "*Sold*", they must be 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 available (*pre-booked*) in fire-proofed calico at £12. Items marked "*For DISPLAY ONLY, Not For Sale*" may only be in contemporary style. No mass-produced 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 contemporary.

## **DISCIPLINE - SPECIFIC GUIDELINES** **In Alphabetical Order.**

### **20th & 21st C. 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, without prior permission for exceptional pieces. Unframed work only allowed if made to be viewed unframed. Frames must be suitable and in good condition. 21st C. Sculptures to be in editions of 25 maximum.

### **20th C. FURNITURE, FURNISHINGS etc**

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. Anything with electrical wiring must carry a current PAT Certificate.

### **21st CENTURY ITEMS**

All must be contemporary in design, of top quality and not mass-produced. (*See also 20/21 C Paintings etc above*)

### **CERAMICS :**

All restoration must be DETAILED on label. Over-restoration/old discoloured repairs not accepted. No sub-standard items "*For Display Only*" may be on show (*on dressers or in cabinets*). Incomplete items should be so labelled. **Occidental:** All to be labelled with the dates of factory marks or Circa date. Wherever possible, the factory should be given. **Oriental:** Excavated items from China over £2,000 retail price & made prior to 1368 (+ tomb figures to 1644) must have an Oxford Thermo Luminescence Certificate The exhibitor must satisfy himself that any Chinese object offered for sale has an export provenance pre-dating 1948.

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

No totally replaced / "*associated*" movements. Replaced dials to be labelled & 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 "re-gilt". 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*".

### **FASHION - Clothing, handbags & Costume Jewellery: **NEW:****

Dateline 1990. Items must be individually/hand- made and/or by a named designer and be in perfect condition.

## **FURNITURE:**

Alterations/restoration at the discretion of the vetters.

Normally, No marriages. Acceptable alterations, repairs, subtractions or additions to be clearly labelled. Veneers only up to 25% replaced (Not whole tops / bureau falls) - discretionary. Feet and/or handles may be replaced if in keeping & labelled. No later carving/inlays/added cross-banding.

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 till after vetting separately.

Dressers & cabinets may not have ceramics "for display only" or which would not pass ceramics vetting.

**Gilding:** Good quality re-gilding accepted if some area left visibly old. Gold paint totally unacceptable!

**Mirrors:** please get early vetting before screwing to wall.

Replacement glass 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 extras. The under-rail must be left untouched so evidence of age is visible.

Photo of before re-painting would be useful.

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

**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 sympathetically altered for modern use, clearly labelled (eg Gents press to wardrobe/washstand to sidetable).

## **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.

Mass-produced pressed glass not usually permitted.

Great care to be taken with dating cranberry glass; Czech copies not allowed!

Late 19th/early 20thC 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 & silver to be vetted by both disciplines.

## **JEWELLERY & ENAMELS, VIRTU etc**

*(excluding Costume jewellery which is under "Fashion")*

No more than 50% of the value of the jewellery to be after 1950, unless the jeweller is accepted as a "Modern" stand.

Vetting of post 1950 jewellery will be for fairworthiness and originality. Replacement stones must be suitable, & labelled as such. No imported mass-produced peg-set jewellery.

**Labels:** Everything must be labelled with a minimum of date & price; but pref with exact medium and indication of any repair. Labels must show the exact date from the hallmark for all marked items post 1950; otherwise Circa date to be within 10 years for 20thC items. *Unlabelled pieces will be rejected.* Labels showing "optimistic" dates must be changed where requested by the vetters.

**Invoices** must bear the same facts as the label, and give more detail where label info is restricted by size.

**Repairs:** Slight hard solder repair accepted if labelled as such. No soft metal repairs. Re-shanked rings acceptable if labelled as such. Conversions & alterations of early pieces may be allowed (*vetters' discretion*).

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

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

Freshwater pearls in moderation, stained pearls: no. Good Quality South Sea pearls permitted (*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.

**Commercial items:** Ordinary 20th C commercial items, regardless of age are unacceptable unless of outstanding quality. No marriages, later engraving or added decorations.

**Russian items** should usually be pre-Revolution.

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

## **LIGHTING**

Conversion to electricity must be professional & sympathetic. Soft solder repairs not normally accepted.

Any repair to be detailed on label.

All items for sale fitted with a cable must carry a current Portable Appliance Test label.

Bases and oil reservoirs must be original; replaced glass shades must be in keeping & labelled as such.

Lustre drops should be 50%+ original, & label must indicate replacements. Large lamps must remain in their original dimensions, without reductions. Fittings made up of old components are 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. All must have PAT cert.

## **METALWARE & ORMOLU**

Items that are Georgian in design but made up to mid 20th C. are not accepted unless of reasonable merit & 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.

Ormolu must be of hard metal, gilded by mercurial process or electro-gilding. Re-gilding only acceptable if high quality and sympathetically done, (*no additional gilded parts to enhance a bronze item*). Spelter only acceptable if of outstanding quality.

**ORIENTAL ITEMS** Guidelines as Occidental equivalents.

## **ORIENTAL RUGS, CARPETS & TEXTILES:**

No Bleached rugs. No more than 33% of rugs to be post 1950. No Modern Chinese or Pakistani items.

All rugs must be of a design native to the country of origin.

Labels must show circa date, country & content + restoration.

## **PAINTINGS, WATERCOLOURS, DRAWINGS.**

All must be labelled with medium, artist (& dates) + circa date  
Quality & condition: Framed, without visible damage, & professionally restored. The amount of restoration allowed varies according to age & quality. Labels must describe restoration.

Tears, holes, loose paint & foxing not accepted.

Quality primitive paintings accepted in un-restored condition.

**Presentation:** Framing, mounting, plinths, stands etc to be in good / restored condition. Display boxes and folio stands must be smart & professionally made. Un-framed drawings & watercolours must have a mount card & removable acetate/cellophane. No more than 4 Paintings on the floor.

**Labels** to be visible to visitors without needing to touch.

All work must be described in the following terminology:

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

*Studio of:* by an unknown hand in the studio of X, & might have been executed under his direction.

*Circle of:* work by a distinct unknown hand 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:* no doubt by the artist.

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

Partial re-painting in original style at vetters' discretion.

No added embellishments. Full re-paint not acceptable.

Fans must be well restored, with restoration detailed on label.

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

Labels must show date & printing/colouring method.

Prints must be the date they purport to be. Fairworthy mounts/frames essential. Late re-strikes not allowed.

Hand Colouring: to be labelled as original/later/recent.

Modern colouring: to be less than 50% of hand coloured stock.

### *Prints & Maps continued....*

**Unframed items** need mount card & acetate/cellophane.

Display Boxes, stands etc to be smart & professionally made.

Stacking on the floor not acceptable, except sets up to 4.

Prints to be more valuable than their modern frames. No foxing.

Small, insignificant prints of low value not acceptable.

**Labels** must indicate restoration or if cut down. 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 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.

#### **SCULPTURES & Bronzes:**

All sculpture must be of original design, except the best quality Grand Tour 19th C. "after the antique", which must have a label giving circa date of casting + some info on the original.

NO resins. Minimal good quality repair accepted if labelled.

Re-patinaion should be kept to a minimum, labelled as such & at the Vettters' discretion. Cold painted items may not be

totally re-painted. Only finest Spelta is acceptable, at vettters' discretion.

Contemporary Sculptures only in editions ip to 25.

#### **SILVER, PLATE and VIRTU**

No excessive/soft metal repairs. No re-plated Old Sheffield.

Re-plated high quality EPNS to be labelled. No de-embossing.

Later chasing, at vettters' discretion. Filled engraving at vettters' discretion. No thin, substandard or split or holed pieces.

Hallmarks must not contravene the Hallmarking Act.

Un-marked items to be sold as white metal. No Britannia metal.

Labels must show the hallmark date & if possible the maker.

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

Russian items must, in general, be pre-revolution.

#### **TEXTILES and NEEDLEWORK** (*See also Oriental Rugs*)

Condition accepted commensurate with age & fragility.

Later backing/framing generally acceptable.

Cushion fronts to be 50%+ antique, backs of natural material.

Fragments and Restoration to be labelled & at vettters' discretion

Re-stitching /re-colouring only on early or high quality pieces.

#### **TREEN, BOXES & CARVINGS** *as furniture guidelines.*

Fitted boxes should have at least 50% of original fittings.

Totally Replaced glass in Tantaluses to be dated on label.

Boxes that without fittings at vettters' discretion. Treen must be the date it looks, not later/misleading. No total re-painting.

Partial repainting accepted. Figures to have original heads.





**Notes to Veters:**

Please would exhibiting Veters check on opening day for compliance with your requests, and report any non-compliance with these rules to the organisers immediately, for the good name of us all! Thank you.

Penman Fairs are most grateful to Veters for their diplomatic use of their knowledge in interpreting these Guidelines and ensuring standards are maintained.