

DISHING IT OUT:

The ***ULTIMATE GUIDE*** to
Selling China & Tableware
Profitably, Locally & Hassle-Free



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Personal Message

My name is Josh Phelps and I'm the primary china buyer for a major tableware replacement company in the United States. After ten years and the tens of thousands of offers that have crossed my desk, I'm amazed to see the same mistakes happening, over and over again: mistakes that cost sellers hundreds, even thousands of dollars; mistakes that take a simple, straightforward process and drag it into a mess in which no one ends up happy. Now obviously most people have never sold china or tableware before, but in today's information era, surely it can't be too hard to find the information to do this right, can it? Turns out it can. The information available online is a combination of the obvious and the obsolete. Enter this guide. I will share with you all that you need to know to accomplish your one and only goal: sell your china and tableware for the maximum profit and minimum hassle.

This guide will provide you with:

- ✓ Instructions on how to identify what you have
- ✓ What to include in your offer
- ✓ **A meticulously researched and up to date directory of companies that buy china and tableware, including email addresses, phone numbers, and addresses**
- ✓ How much money you can expect to get
- ✓ How to organize your offer so that it stands out from the rest of the pack
- ✓ Benefits to dropping off versus shipping (and how not to overpay when shipping)
- ✓ A list of top tableware brands
- ✓ A glossary of basic china terms
- ✓ A descriptive guide of china pieces
- ✓ **BONUS** - The secret of STAR supplier
- ✓ A sample email
- ✓ Companion offer tracking spreadsheet
- ✓ ...And much, much more!

Introduction

This guide to selling tableware (china, crystal, flatware and collectibles) was created for one purpose: **to get you the maximum money for the least amount of hassle**. When the time comes to sell, you have two options:

- 1) Sell it yourself using online marketplaces (eBay, Etsy, Craigslist, etc.) or locally (garage sales, auctioneers).
- 2) Sell to replacement companies that purchase tableware sets and pieces from people like you.

We will focus on selling directly to replacement companies: selling on your own online is a tedious and losing proposition, as will be explained later on.

Many sellers are unfamiliar with the process, including:

- What exactly they have
- Whom to sell to
- What their pattern is worth and how much they can get for it
- How to ship
- Are there local dealers who accept drop offs?

I will guide you step by step, answer all of these questions and more, and make this an easy, pleasant and profitable experience. I have created an 8 step proven process of selling your china and tableware.

- 1. Identify what you have**
- 2. Create your offer**
- 3. Include: the brand, pattern, piece, size, condition**
- 4. Send your offer to every dealer in our guide**
- 5. Choose between shipping or dropping off**
- 6. Select the best offer**
- 7. Ship or deliver**
- 8. Get paid**

Section 1: Overview

There are many reasons you may want to sell your china, and tableware. You may want to free up some space, you may have been given or inherited a set or some pieces that you have no use for, you may have an extra set, or you may just need some extra cash. Whatever your reasons are for selling your china, there are some important things to keep in mind.

One of the most important things you need to do is to deal with a reputable company. A company which will treat you fairly and honestly and work with you from start to finish. Included at the end of this guide is [Appendix A: China and Tableware Buyers Directory](#). This is a comprehensive, up to date directory of contact names, telephone numbers, email addresses and mailing addresses. We've done the research and put together everyone who's anyone in the replacement business.

Furthermore, if you are apprehensive about selling your china because of an emotional attachment or for nostalgic reasons, you can feel better knowing that your pieces will be given a new home where they will be cherished and respected by others creating new memories with them.

Process

In most cases, the process is very simple. You can begin by sending an email to as many companies as possible with all of the information they require. We have included a sample email in [Appendix B](#) that you can borrow from, which lists all of the information you should include. Ensuring that all of this information is included at the beginning will help speed up the process and streamline your request for a quote. If the company is interested in purchasing your china, they will respond with a number: what they are willing to pay either per piece or for the whole lot. If you are happy with their offer, you can accept their quote and then proceed to ship or drop off your pieces. Once received, your items will be inspected and graded. Assuming that all is in order, you will then get paid by check, PayPal, or EFT (Electronic Funds Transfer). That's it for the process, now for the nuts and bolts.



Section 2: Step by Step

Information to Include in Your Request

Do you want your offer to stand out from the rest? Here's the key: know exactly what you have **before** you submit any offer to sell. The more information you include with your initial request, the better the buyer will be able to provide you an accurate quote. You will also receive quicker responses and higher offers with the more information you provide. Include the following information in each request:

Brand and Pattern

You will not get very far without including the brand and pattern of your china and tableware. Including this information is critical because without it, the buyer has literally no idea what you are selling. Do not waste their time or yours by forcing them to engage in a back and forth. Make things easy for them so that they can help you out. Also be sure to include the pattern number if there is one. To help identify what you have, see [Appendix C for backstamp information and examples](#).

Piece Inventory

Include the name of every piece and how many of each you have (i.e. 10 dinner plates). In addition, add the size of each piece, which is usually its diameter (i.e. 10 dinner plates; 10 1/4").

Why? Because the name alone is not enough. Descriptions of dishes can vary. What some call a dinner plate may actually be a luncheon plate. There can also be confusion as to what is considered an accent plate, side plate or salad plate etc. By including the size of every piece, the company will know exactly what you have, no matter what you call it. If the company is forced to guess what you have, they will always choose the lower priced item (i.e. they will assume you have a \$10 bread plate instead of the \$20 salad plate) and lower their quote. Be proactive by including the size and removing any doubt, thereby potentially increasing their offer.

See [Appendix D: Basic China Pieces Guide](#) for detailed information and pictures of all common china pieces.

Pictures

Pictures of the pieces will undoubtedly allow the buyer to better assess the details of the china. However, it is usually not necessary if you provide accurate information. If you do include pictures, make sure you provide close up shots of both the front design and the backstamp in order to verify the pattern information.



Condition

If your tableware is NEW then that should be the first thing you describe it as. New china makes the offer very attractive. If it's not new, don't worry. Most china that replacement companies buy is not new. But it is imperative to accurately describe the condition of your china. For example, a) is there any damage (chips, cracks, crazing, trim wear), and b) approximately how often was this china used? Very minor usage marks are acceptable, but anything more than that can lead to your items being rejected for purchase later on. A good rule of thumb is to ask yourself if you would pay full price for this china as a consumer.



Common Mistakes to Avoid

Of course you want to get the most money possible out of your beautiful, beloved and expensive dishes, but remember: you won't get what you paid for it. However, as long as your request is complete and comprehensive, you will still get a significant chunk of change. When you begin shopping around for the best offer, avoid the following common mistakes:

1. Do not mention how much you want or expect to get paid

Companies that buy china and tableware have many offers to choose from. You may appear inflexible if you propose a price you want to receive, even if you are willing to negotiate. Propose a price, and buyers may just move on to the next proposal. You want to give the impression that you're reasonable and open to negotiation in order to receive the best possible offer. This includes not mentioning how much you spent on your china, or what the retail value is.

2. Don't be vague

Again, companies have many offers to choose from. You will want your proposal to be as attractive as possible. That means including all of the information mentioned above (i.e. clear brand, pattern, piece information, size, condition, etc.); otherwise, companies will move on because they simply don't have the time to try to decipher an ambiguous offer or to ask for further clarification.

3. Don't try to sell damaged pieces

Companies will never buy damaged pieces so don't include them in your offer or as part of a place setting. Just pretend those pieces don't exist; otherwise, your offer may be downgraded as it puts your entire collection in a bad light. The assumption is that if two pieces (for example) are chipped, then there are probably other issues as well. So just leave them out and move on.

4. Don't fabricate or exaggerate the quality

Some people try to pass off second quality as first quality but they will always be caught doing so. These companies are the experts in their field and have strict quality control processes in place. You will not get paid for items that are in poorer condition than what you described. But don't be over critical either. Just describe what you have as best as you can - in good faith - and watch the offers roll in!

5. Don't ask questions about your pieces

It's imperative that you know what you have **before** you present your offer to a company. Some people ask companies to identify their collections, which only results in delayed offers or no offer at all. Make sure you have your china identified before sending your proposal. Need help identifying your china? See [Appendix D: Basic China Pieces Guide](#) for help.

The bottom line is: the more information you provide, the higher the offer you will receive. Just make sure that it's accurate: misrepresenting what you have will always come back to bite you later on.

Price as Many Offers as Possible

This is it. This is the key to getting the best offer you possibly can. So let me make this crystal clear:

If you are looking to get the best price for your china, you MUST send your request to as many companies as possible.

This is why we created the [China and Tableware Buyers Directory](#).

The replacement market is based on each and every dealer's unique supply and demand. No dealer cares about the market in general, just about what they have and what they think they can sell. If one company has an abundance of stock in the pattern you are selling, they will offer pennies on the dollar. Another dealer, who is sold out of your pattern, may offer ten times as much.

Therefore, prices offered by all dealers are based **ENTIRELY** on their own inventory and demand; hence the folly of contacting only a couple companies with your offer to sell. If the one or two companies you contacted have twenty dinner plates in your pattern and have only sold one in the past six months, they will offer bupkis. The third company, the one you may not have contacted, has been desperately searching for these plates because it has five buyers lined up for them and is willing to pay \$40 a plate.

You really, really want to send your offer out to every possible buyer, especially when all it involves is adding another address to your email. That's why we built this directory for you. No need to start searching the dark corners of the internet and wondering who's legitimate and who's not. We've got it all set up for you. You can even download the directory in excel form so all you've got to do is cut and paste.

So, don't lowball yourself by limiting your offer to only a few companies. Send your offer to as many potential buyers as possible. You have zero to lose and hundreds if not thousands to gain!

Hot tip: Use bcc when emailing several companies at once. You don't need them seeing that you've set up your own private little auction 😊

Section 3: What to Expect

Everybody knows that when you drive a new car off the lot its value plunges immediately. While this applies to all cars, some take it on the chin more than others. The same applies for china and crystal patterns. While you probably bought your china and tableware for the long term, (i.e. to use as well as pass it on to future generations), now that you would like to sell you would be best served by matching your expectations to what the market will pay today, not what it cost you to buy yesterday. It would be great to recoup the amount initially invested in your set but to hold out for it is setting yourself up for disappointment and futility.

While it is impossible to provide exact numbers for thousands of patterns, there are a number of factors that serve as indicators whether or not your pattern will command premium prices on today's secondary market. They are:

1. How Long Your Pattern was Actively Being Manufactured

Patterns like Wedgwood Edme, which was made for a century, developed a large customer base over the years. Have you such a pattern to sell, chances are you'll have people clamoring for it. If your pattern was only produced for a short period, then its secondary value is often less, accordingly.

2. How Expensive Your Pattern Is

The more expensive the pattern, the more likely people are to hold onto it and add to it. Cheap patterns are more easily discarded in favor of new ones, meaning that their market tends to shrink faster over time. High end patterns make people think twice before discarding, leading to a vibrant secondary market.

3. The Size of Your Service

The more pieces you have, the easier it will be to sell later. Companies often don't have the time or the wherewithal to buy piece by piece, so they look to acquire large collections. The more complete your set, the more interest it will garner.



4. How Mainstream the Design is

To each their own; but, your taste in patterns may not be widespread and you may encounter difficulty moving it later on. Villeroy and Boch Acapulco and Royal Doulton Carlyle are examples of beautiful patterns which cater to specific tastes.



Villeroy and Boch Acapulco



Royal Doulton Carlyle

5. How Long Ago Your Pattern was Discontinued

Patterns from before 1980 have decreased in value because the market is already saturated. Newer patterns, especially from the 90's onward, are more in demand. Bear in mind that anything that is very old and considered antique (at least one hundred years old) may have value as such, instead of being a replacement piece per se.

How Much Can You Expect To Get?



If there is one misconception that is prevalent, it is this: individuals selling their china can expect to get something close to what they paid for it or even what it sells for today on replacement websites. If only it were so, unfortunately it's not. Why? Because there is a huge difference between how much a piece may be worth and how much you, as a private seller, can get for it; in other words: ***what it is worth is not what you can expect to get for it.***

Say, for example, that you have a beautiful set of Lenox China. You know you paid \$3,000 for it so you would like to think that's how much it's "worth". Now you're also aware that you will not get its full value, especially if it's been used. But you do entertain the hope of getting something close to it, say \$2,000 or so - a very valid desire; and you can. You may very well get lucky and find a buyer who will agree to purchase it for a price in the neighborhood of what you're asking. But that requires luck. Market forces work very differently.

The amount you paid for your china, indeed the amount it may even be professionally appraised for is not the amount you can reasonably expect to get for it. Appraisal and purchase price numbers are good for insurance purposes but do not accurately reflect the going rate for your pieces. What you can expect to be paid depends on the normal rules of supply and demand, which will ALWAYS vary from dealer to dealer.

As explained previously, a dealer who has lots of what you are offering will quote you a fraction of what another dealer will if that dealer needs what you have. Other factors include: whether the pattern is still active or discontinued; whether your items are new or used; how long ago it was discontinued; and, whether the dealer has had success selling your pattern in the past.

So, your first step is to clarify your goal. Are you interested in the value of your tableware for academic or insurance purposes? If so, an appraisal may be what you're looking for, and there are such services available. Are you unwilling to part with your collection unless you receive what you paid for it? That is definitely your prerogative, and by all means go for it, you may get lucky. If however, you would like to sell your tableware easily, profitably and soon, you will find it helpful to adjust your sights accordingly. Reasonable expectations will go a long way toward achieving your goal: **selling your china for the highest price possible, quickly and painlessly.**

Now that we've gotten that out of the way, here's what to do next. Price your items at the going rate for retail. Use [Replacements Ltd](#), they are a pretty fair benchmark for the retail price of your pieces. Once you have the current retail value of your pieces, add them up and you can expect to receive somewhere between **25% - 50%** of the retail value of your set, although realistically, few companies will pay you over 40%. I know this may be shocking and unwelcome news to hear but I hope you will use this knowledge to make things easier on yourself when "low" offers come in (there's nothing wrong with you, it's the market) as well as also make sure you are not taken advantage of by accepting too low an offer when there may be other, better offers available.

Which Company Should You Choose?

Once you've sent out your offers (hopefully to all the companies in our guide), and the offers come rolling in, you need to decide which company to sell your china to. The following are three critical elements to keep in mind: drop off vs. shipping, trustworthiness, and price.

Drop Off vs. Shipping

Are you ready to pack and ship 50 lbs of china? If this is not an issue, great, move on to the next step. If you do prefer to drop off your items and skip the hassles of shipping, then you need to make sure the buyer you choose is within driving distance before you start negotiating. That way you waste neither their time nor yours. More on this later (see page 15).

Trustworthiness

Who are you selling to? Can they be trusted? Considering that you will be sending expensive merchandise **before you are paid**, make sure that you are dealing with a reputable company. See if they are a member of their local BBB and how long they have been in business. Give them a call if you're not sure, over the phone it's easier to detect dishonest or disorganized companies.



Price

Of course you want to get paid the highest offer, but remember the first two conditions: if they cannot be trusted or are too far to ship, then their high offer may not be worth it. Don't let your desire for extra cash blind you into a situation you may come to regret.

Remember, money is not everything - especially if you don't get it. If it sounds too good to be true, it most probably is.



Section 4: Drop Off Versus Shipping



The hassle of packing and shipping these fragile items can be such a burden that it is often a deal breaker, not to mention if you end up having to deal with insurance claims should something be damaged in transit.

The answer? Bringing your items down to your buyer in person. It's very convenient; you load them up in your car (no need to pack them as you would for shipping, just make sure they won't move around), drive down to the company, have them inspected while you wait and get paid on the spot!

At the end of this guide, we have created a fantastic and comprehensive directory of dealer contact information: [Appendix A: China and Tableware Buyers Directory](#). Browse the list in order to locate all local dealers. Not all dealers allow for drop offs so you'll need to verify that they do and book an appointment if necessary.

Here are just a few benefits of dropping off your items:

- Avoid the considerable hassle and expense of shipping
- Get paid right away
- No breakage means no frustrating insurance claims
- This is a common practice and sellers that have taken advantage of this service have been thrilled and amazed how easy it can be.

However, if there are no dealers in your area, or if another company offers you significantly more than a local company, the price you can get for it may be worth the hassle involved in packing and shipping.

How to not Overpay For Shipping

So you've decided to ship those 50 lbs. of china. No fun, admittedly, but easier than it seems. Now you do have the option of bringing the china to your nearest UPS or FedEx store and dumping it on their lap to pack and ship, but remember this: they are very expensive. What would cost you about fifty dollars if you ship yourself can cost you 4-5 times as much if you use professionals.

Why?

1. They charge for the labor involved, which is not a factor if you pack yourself, obviously.
2. The supplies they use are much more expensive than what you can get online or at your local supplies store.
3. They tend to over pack, meaning more materials and boxes than necessary, which comes out of YOUR pocket.

Put this all together and, voilà! A \$50 shipment just became a \$200 shipment. This is not an exaggeration at all; it's the nature of the business. It may still be your preferred option but I encourage you to take a look at [Appendix E: Step By Step Guide to Shipping](#) and see if you can't do it yourself and save the cash.



Section 5: More Useful Information

Alternative Selling Options

Of course, there are other avenues to sell your china and tableware, such as: eBay, Craigslist, Etsy, consignment shops, and auction houses; however, there are several reasons why it's often just not worth it to use these alternative routes.

When selling on eBay or other online marketplaces, all of their rules and guidelines need to be followed, among them: accurate product descriptions; return policies; handling times; DSR and feedback requirements, etc. When listing a set of 60 pieces or more, accurate descriptions and effective photos can be a quite a chore. Not to mention, dealing with non-paying buyers and the inevitable complaints and nitpicking about quality and shipping charges.

There are also fees of up to 15% as well as monthly upfront fees for which payment is required, even if your items don't sell. Many of these problems exist on free sites such Craigslist as well, plus an unhealthy dose of con artists and scammers. This also assumes the items sell. They are just as likely to sit online for years while collecting dust and occupying valuable space in your home. Auction houses and consignment shops don't pay until it sells and take a hefty cut of the hammer price as well.

The purpose of this guide is to help you **MAXIMIZE PROFIT** and **MINIMIZE HASSLE**. If you are searching for alternative buyers because replacement companies aren't offering what you think your pieces are worth, be aware that eBay usually won't net you much more after all is said and done.

Two caveats:

- 1) If you are an experienced online seller, then this option is a viable route and should be considered if the offers from replacement companies are too low.
- 2) Many patterns are no longer being purchased by replacement companies at all, at any price. These patterns are often lovely and stylish and would absolutely beautify any table they were to grace. Sadly, their market has dried up for whatever reason. In that case, it would make sense to put it on Ebay, because who knows? Maybe the one person who wants it will find their way to your doorstep. So put it out there and good luck!

BONUS!

Create a **GUARANTEED** Steady Stream of Income

You've heard all the get rich quick schemes. You know all the promises and the hullabaloo that almost always amounts to nothing. So what I'm going to reveal to you today is not going to make you rich tomorrow. Instead, I'm going to share with you a little known secret, one that can help you supplement your income, risk free. I have no dog in this fight; I get no commission or referral fee. I just want you to know that it's out there. Research it yourself to see if it is true or not, don't just take my word for it.

The secret? Replacements Ltd.'s STAR Supplier Program

If you've ever been to yard sales, thrift stores or auctions, you may have seen a beautiful china pattern for sale, or sold for next to nothing. If you actually know what you're looking for, then you could score a big profit and even supplement your income! What's more, the money's 100% guaranteed so there's no risk on your part!

How? By becoming a Replacements Ltd. STAR Supplier

Replacements Ltd, located in North Carolina, is the biggest replacement dealer in the world. They have a program called "**STAR Supplier**". This program offers members a set price that Replacements pays for tens of thousands of tableware pieces. These prices are set for three months so even BEFORE you buy you know exactly what you will get for it and can purchase accordingly. How amazing is that!

As far as I can tell this is the only such program available anywhere, period. It is a real opportunity for people to make some money, risk-free. I've personally been a part of this program and the first sale I made was turning a Puiforcat Tung Hai china set from the \$600 I purchased it at to \$6,000. Not all sales are as lucrative of course, but you really have nothing to lose since you only buy what you know you can sell.



You can sell to them without joining the Star Supplier program, but to do so you'll need to call them to see how much they're paying for any given item. You'll also get a lower quote on many items. Becoming a Star Supplier grants you instant access to their online database as well as a book of patterns detailing what they're accepting and the prices they are paying for every piece. You also get a higher pricing tier, significantly higher in many cases.

There is a \$200 fee associated with becoming a STAR supplier and you need to commit to selling \$5,000 worth of merchandise over the course of the year in order to continue as a supplier, as well as a few other conditions. It is well worth your time to give them a call and see if this aligns with what you are already doing and your lifestyle. Why not get in on the action?

You can find stuff to sell to them everywhere. In addition to yard sales, thrift stores and auctions or estate sales, you can also look for valuable china and tableware in classified ads, Craigslist, flea markets, Facebook groups and even your own cupboards! However, you will have to have a very keen eye because you don't want to end up with a lot of china that you can't sell or isn't worth anything because of minor imperfections. Be on the lookout to discover any blemish such as:

- ✓ Chips
- ✓ Cracks
- ✓ Utensil Marks
- ✓ Hairline Cracks
- ✓ Crazeing
- ✓ Etching



Final Thoughts

By now you should have a firm grasp of the selling process as well as the information you need to maximize your success. You will now be able to confidently and successfully sell your china and tableware knowing that you've gotten the best deal possible. From being able to identify what you have, to knowing how much money you can expect to get, to tips and tricks on shipping, you're covered. You may even be able to make a steady stream of income from this valuable information! And, with a comprehensive contact list of companies looking to buy china, the deck is definitely stacked in your favor!

If you would like to share any success stories selling your china by using this guide, I would love to hear them! Just send me an email to info@sellmychina.com and I can incorporate your comments into future editions of this guide (with your permission).

Thank you for buying this guide, it is my hope that it will go a long way toward helping you achieve your goal. I wish you the utmost success in selling your china and tableware with many happy returns. Happy Selling!



Appendices

Appendix A: China and Tableware Buyers Directory

Appendix B: Sample Email to Prospective Buyers

Appendix C: Backstamp Information and Examples

Appendix D: Basic China Pieces Illustrated Guide

Appendix E: Step by Step Shipping Guide

Appendix F: List of Top Brands

Appendix G: Glossary of Basic Terms

Appendix H: Companion Offer Tracking Spreadsheet

Appendix A: China and Tableware Buyers Directory

The following list includes companies currently buying china and tableware:

<p align="center">5th Generation Antiques</p> <p>124 W. 8th Ave., Chico, CA 95926 530-895-0813 diane5thgen@yahoo.com ✓ Haviland</p>	<p align="center">Bernardi's Antiques</p> <p>699 Mt. Pleasant Rd. - Toronto, ON M4S 2N4 416-483-4671 http://www.bernardisantiques.com/china/3chinap.html david@bernardisantiques.com</p>
<p align="center">Blue Garland China</p> <p>1911 Leland Avenue, Des Moines, IA 50315 515-285-2739 scottshaviland@gmail.com http://www.bluegarlandchina.com/johannhaviandchina/</p>	<p align="center">Blue Garland China (Moss Rose)</p> <p>1911 Leland Avenue, Des Moines, IA 50315 515-285-2739 scottshaviland@gmail.com http://www.bluegarlandchina.com/mossrose/</p>
<p align="center">Cash for Crystal</p> <p>30835 W. Ten Mile Rd., Suite 5017, Farmington Hills, MI 48336 248-522-7012 info@cashforcrystal.com http://www.cashforcrystal.com/ ✓ Crystal</p>	<p align="center">China & Crystal Matchers, Inc.</p> <p>2379 John Glenn Drive, Suite 108-E, Chamblee, GA 30341 (770) 455-1162 purchasing@chinaandcrystal.com http://www.chinaandcrystal.com/ ✓ China ✓ Crystal ✓ Collectibles</p>
<p align="center">China and Crystal Match</p> <p>72 Long Acre Road, Rochester, NY 14621 585 338-3781 http://chinacrystalmatch.com/ chinamat@frontiernet.net ✓ China ✓ Crystal</p>	<p align="center">China Finders</p> <p>2823 Central Avenue, St. Petersburg, FL 33713 727-328-0557 china_finders@yahoo.com http://www.chinafinders.com/ ✓ China ✓ Crystal ✓ Flatware ✓ Collectibles (ornaments)</p>
<p align="center">China Gift Mart</p> <p>2680 Parkway Pigeon Forge, TN 37863-3246 888-314-0174 http://store.chinagiftmart.com/ chinagiftmart@aol.com</p>	<p align="center">China Lane</p> <p>8751 Freestate Drive, Laurel, Md. 20723 888-737-5283 info@chinalane.com http://www.chinalane.com ✓ China</p>

<p style="text-align: center;">China Replacements</p> <p>2263 Williams Creek Rd High Ridge, MO 63049-1516 636-677-5577 chinarep@swbell.net http://chinareplacements.com/</p> <ul style="list-style-type: none"> ✓ China ✓ Crystal ✓ Flatware ✓ Purchasing limited and only local 	<p style="text-align: center;">Classic Replacements</p> <p>386 Rt. 59 Airmont, NY (845) 357-0160 www.classicreplacements.com http://www.classicreplacements.com/sell-your-china-and-crystal-to-us.html info@classicreplacements.com</p> <ul style="list-style-type: none"> ✓ China ✓ Crystal ✓ Flatware ✓ Collectibles (Figurines)
<p style="text-align: center;">David Lackey Antiques & Art</p> <p>3461 W. Alabama Houston, TX 77027 (713) 807-8288 francoise@david-lackey.com http://www.david-lackey.com/china-and-crystal</p> <ul style="list-style-type: none"> ✓ China ✓ Crystal ✓ Flatware ✓ Costume/Fine Jewelry ✓ Furniture ✓ Arts 	<p style="text-align: center;">Dinnerware Matchers</p> <p>info@iadm.com sales@connectedcollector.com http://www.dinnerwarematchers.com/</p>
<p style="text-align: center;">Dinnerware Rescue</p> <p>125 Fulcher Lane Greenbank, WA 98253 800-316-3189 http://www.dinnerwarerescue.com/ customerservice@dinnerwarerescue.com</p>	<p style="text-align: center;">Dishes Encore</p> <p>3811 Rutledge Street, Fort Worth, TX 76107 817-744-8548 dinnerware@dishesencore.com http://www.dishesencore.com/</p> <ul style="list-style-type: none"> ✓ China ✓ Local only
<p style="text-align: center;">Don's Antiques</p> <p>4545 N. Fosterburg Rd, Brighton, IL. 62012 618-372-4888 questions@donsantiques.com http://donsantiques.com/</p> <ul style="list-style-type: none"> ✓ China ✓ Crystal ✓ Flatware ✓ Promises to beat other offers 	<p style="text-align: center;">Echo's Discontinued China</p> <p>121-1433 Lonsdale Avenue, North Vancouver, British Columbia Canada V7M 2H9 604.980.8011 800.663.6004 info@echoschina.com https://www.echoschina.com/</p> <ul style="list-style-type: none"> ✓ China ✓ Crystal ✓ Flatware ✓ Collectibles (Figurines)

<p style="text-align: center;">Hyacinth House Antiques</p> <p>PO Box 2261, Winchester, VA 22604 http://pages.hyacinthhouseantiques.com/cgi-bin/inventoryBrowser.fcgi/stores/hyh/question_forum.html http://www.hyacinthhouseantiques.com/</p> <ul style="list-style-type: none"> ✓ China ✓ Crystal ✓ Flatware ✓ Household Collectibles ✓ Memorabilia (sports, advertising, cookbooks, etc.) 	<p style="text-align: center;">Missing Pieces</p> <p>484 Academy Rd, Winnipeg, MB R3N 0C8 (204)488-1136 888.449.4459 https://www.missingpieces.com/contact.php https://www.missingpieces.com/</p> <ul style="list-style-type: none"> ✓ China ✓ Crystal ✓ Flatware ✓ Collectibles
<p style="text-align: center;">Past China Patterns</p> <p>13711 Highway #1, Wilmot, NS, B0P 1W0, Canada (902) 825-2556 (902) 825-0032 http://pastchinapatterns.com/ info@pastchinapatterns.com</p>	<p style="text-align: center;">Patterns of the Past</p> <p>513 S. Main Street - Princeton IL 61356 (815) 875-1944 http://www.patternsofthepast.com/ ✓ Only buy new items</p>
<p style="text-align: center;">Replacements Ltd.</p> <p>1089 Knox Rd., McLeansville, NC, 27301 800-737-5223 http://www.replacements.com inquire@replacements.com http://selltous.replacements.com/ (Fill out form)</p> <ul style="list-style-type: none"> ✓ China ✓ Crystal ✓ Flatware ✓ Collectibles 	<p style="text-align: center;">RM Sterling</p> <p>6026 Sedberry Road, Nashville, TN 37205 1-800-851-2055 info@rmsterling.com http://www.rmsterling.com/</p> <ul style="list-style-type: none"> ✓ China ✓ Crystal ✓ Flatware ✓ Collectibles
<p style="text-align: center;">Robbins Nest</p> <p>124 Forrester Rd, Glasgow, KY 42141 270-678-3661 robbinsnest@glasgow-ky.com http://www.robbinsnest.com/</p> <ul style="list-style-type: none"> ✓ China ✓ Crystal ✓ Flatware ✓ Collectibles 	<p style="text-align: center;">Scott's Haviland China</p> <p>1911 Leland Avenue, Des Moines, IA 50315 515-285-2739 scottshaviland@gmail.com http://scottshaviland1.tripod.com/id2.html</p> <ul style="list-style-type: none"> ✓ China ✓ Crystal

<p style="text-align: center;">Silver Tableware</p> <p>Fresno, CA 559-213-6217 lyndahawkins@gmail.com http://www.silvertableware.com/index.html ✓ Only deal locally</p>	<p style="text-align: center;">Tabletop Designs</p> <p>P. O. Box 448 , Cheshire, CT 06410 USA 800-801-4084 inquiries@tabletopdesigns.com http://www.tabletopdesigns.com ✓ China ✓ Only buy in sets</p>
<p style="text-align: center;">The Collector's Dream</p> <p>6150 Lincoln Way EFayetteville, PA 17222 (717) 352-4936 http://thecollectorsdream.net/commerce/contact_us.php http://thecollectorsdream.net ✓ China ✓ Crystal ✓ Flatware ✓ Collectibles ✓ Vintage Jewelry ✓ Antique Glassware and Tinware ✓ Pottery ✓ Sterling Pieces and Coins ✓ Walk in items only – no mail</p>	<p style="text-align: center;">The Silver Queen</p> <p>1350 West Bay Dr Largo, FL 33770-2206 727-581-6827 sales@silverqueen.com http://www.silverqueen.com/ ✓ China ✓ Crystal ✓ Collectibles (limited)</p>
<p style="text-align: center;">Time Was Antiques</p> <p>PO Box 2151 Sequim, WA 98382 888-653-7883 x709 http://pages.timewasantiques.net/cgi-bin/inventoryBrowser.fcgi/stores/teatiques/question_form.html http://www.tias.com/stores/teatiques/?bc=1</p>	

The following list includes eBay buyers currently buying china and tableware:

<p align="center">China Unlimited Replacement Service</p> <p>eBay Name: ChinaUnlimited http://www.ebay.com/usr/chinaunlimited</p>	<p align="center">Not Just China</p> <p>Clairted http://stores.ebay.com/Not-Just-China</p>
<p align="center">Looknomore4crystalchinaflatware</p> <p>eBay Name: Looknomore4crystalchinaflatware Location: Phoenix, Arizona http://www.ebay.com/usr/looknomore4crystalchinaflatware?rt=nc ✓ China ✓ Crystal ✓ Flatware</p>	<p align="center">meganscottaz21</p> <p>eBay Name: Meganscottaz21 Location: Tuscon, Arizona http://www.ebay.com/usr/meganscottaz21 ✓ China ✓ Crystal ✓ Flatware</p>
<p align="center">grandmsattic3</p> <p>eBay Name: antiqueat80charles Location: Essex, Massachusetts http://www.ebay.com/usr/grandmasattic3 ✓ China ✓ Crystal ✓ Flatware</p>	<p align="center">one4silver</p> <p>eBay Name: one4silver http://www.ebay.com/usr/one4silver Location: Akron, Ohio ✓ China ✓ Crystal ✓ Flatware</p>
<p align="center">Oviedo Fine China</p> <p>eBay Name: the china cabinet Location: Oveida, Florida http://www.ebay.com/usr/the.china.cabinet ✓ China ✓ Crystal ✓ Flatware</p>	<p align="center">the-china-hutch</p> <p>eBay Name: the-china-hutch Location: Gillette, Wyoming http://www.ebay.com/usr/the-china-hutch ✓ China ✓ Crystal ✓ Flatware</p>
<p align="center">Smithbrotherschina</p> <p>eBay Name: smithbrotherschina Location: Salem, Oregon http://www.ebay.com/usr/smithbrotherschina ✓ China</p>	

The following dealers are not purchasing items at this time, but you may still wish to contact them to see if they might make an exception:

<p style="text-align: center;">Addie's Pattern Matching</p> <p>47 Brandon Rd., West Pennington NJ 08534 888-781-1281 finechinaseller@comcast.net http://www.chinareplace.com/ ✓ Figurines only</p>	<p style="text-align: center;">Alexis Antiques</p> <p>314-647-7986 wedgwood@alexisantiques.com http://www.alexisantiques.com/</p>
<p style="text-align: center;">Alice's Past & Present Replacements</p> <p>1 Bonnie Ct - Merrick, NY 11566-4631 (516) 379-1352 http://www.alicespast-presentsreplacements.com/ alicechina@aol.com</p>	<p style="text-align: center;">Cee Cee China</p> <p>3904 Parsons Rd, Chevy Chase, MD 20815 301-652-6226 ceeceechina@aol.com http://www.ceeceechina.com/</p>
<p style="text-align: center;">Crystal Corner</p> <p>317 Billy Dyar Blvd - Boaz, Alabama 35957 1-877-593-6920 256-593-6169 http://www.crystalcorner.com/corner@hiwaay.net</p>	<p style="text-align: center;">Dining Elegance</p> <p>3509 Crittenden St, Saint Louis, MO 63118-1107 (314) 865-1408 de-3@earthlink.net http://diningelegance.com/china.cfm</p>
<p style="text-align: center;">IADM</p> <p>info@iadm.com http://iadm.com/sell/default.htm ✓ China ✓ Crystal ✓ Flatware ✓ Collectibles (Figurines)</p>	<p style="text-align: center;">Neely's Antiques</p> <p>2830 Allew Way, San Diego, CA 92139 http://pages.neeleysantiques.us/cgi-bin/inventoryBrowser.fcgi/stores/neeley/question_form.html http://www.tias.com/stores/neeley/</p>
<p style="text-align: center;">Ruby Lane</p> <p>381 Bush Street, Suite 400 - San Francisco, CA 94104 415.840.0039 http://www.rubylane.com/info/comments http://www.rubylane.com/shop/gracefulantiques ✓ China ✓ Crystal ✓ Flatware ✓ Collectibles</p>	<p style="text-align: center;">Strictly China</p> <p>877-4DISHSET http://www.chinaanddinnerware.com/store/xcart/help.php?section=contactus&mode=update http://www.chinaanddinnerware.com/store/xcart/home.php ✓ China</p>

Tableware Gallery

1360 N US1, Suite 104, Ormond Beach, FL 32174
(401) 474-8626

sales@tablewaregallery.com

<http://www.tablewaregallery.com/>

The China Cupboard

1814 Oak Bay Ave, Victoria, BC, Canada V8R 1B9
(250) 590-2499

<http://www.thechinacupboard.com/>

shop@thechinacupboard.com

Appendix B: Sample Email to Prospective Buyers

Make sure to include the following information in your email:

- ✓ *Brand and pattern*
- ✓ *How often used/Approximate number of years used*
- ✓ *Condition: i.e. mint, NEW, excellent etc. be sure to mention that there are no chips, cracks, crazing and utensil marks*
- ✓ *Number of each item*
- ✓ *Size of each item*
- ✓ *Condition of each item/set of items*

Dear _____,

I would like to sell the following Lenox Holiday china. They have been used about 3-4 times a year for 15 years and are in excellent condition, with no chips cracks, crazing and only minor utensil usage marks.

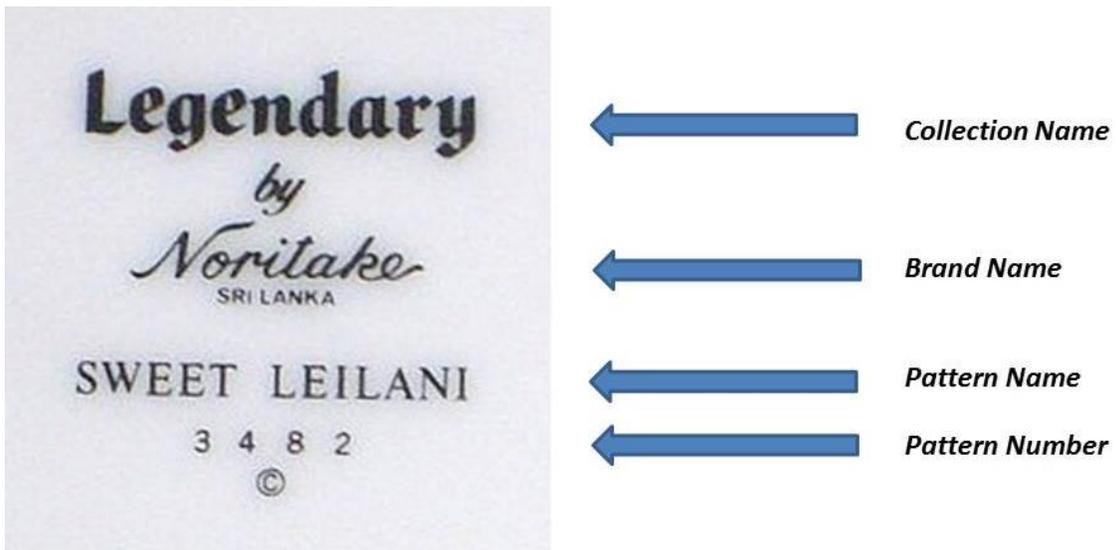
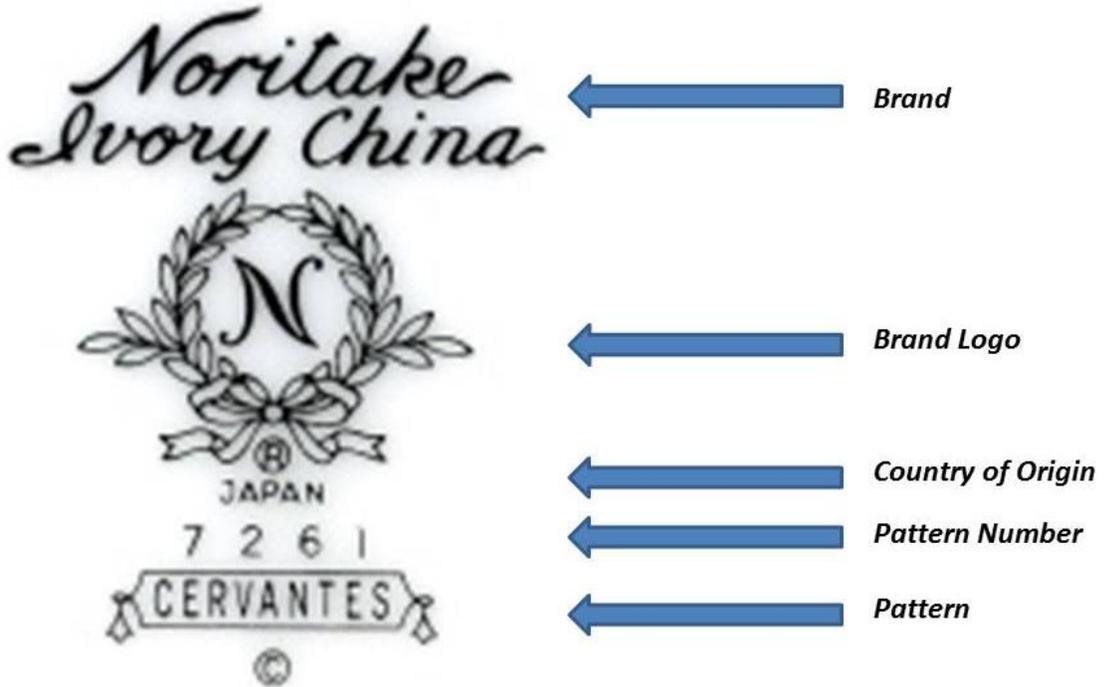
10 Dinner Plates (10") - Excellent Condition
10 Salad plates (8") - Excellent Condition
10 Bread and Butter Plates (6 1/2") - Excellent Condition
10 Cups (3" tall) - Excellent Condition
10 Saucers (5" wide) Excellent Condition

1 creamer (3") - Excellent Condition
1 Sugar 4 1/2") - Excellent Condition
1 teapot (10") - Slight mark toward the spout overall excellent condition

1 plater (15") - Excellent Condition
1 Platter (17") - Excellent Condition
1 Gravy Boat and underplate (attached) - Excellent Condition
1 Tureen (12" wide) – Excellent Condition

Thank you for your consideration and I look forward to hearing from you soon.

Appendix C: Backstamp Information and Examples





Crystal Etching

← Brand

← Country of Origin



Crystal Etching

← Brand



Flatware

← Brand

← Size

← Country of Origin

Appendix D: Basic China Pieces Illustrated Guide

How to Identify What You Have

The world of china dinnerware is vast and varied. There are thousands of manufacturers, hundreds of thousands of patterns, and many pieces to each pattern. To acquire a comprehensive knowledge of the industry requires a lifetime of study. However, there are some china basics that are easy to learn and remember, but are still unknown to many people who could benefit from the information. Learning some common china terms can improve your ability to buy, sell or enjoy china dinnerware.

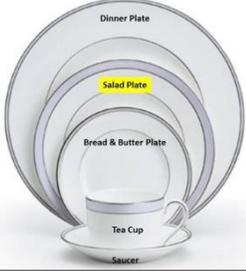
There is much uncertainty with regard to the names of different china pieces. Since there are no official guidelines, confusion is the inevitable result. What some call a salad plate is referred to by others as a side plate, a creamer is also known as a milk jug etc. It is also difficult to determine proper nomenclature when there are different sizes involved. For example, if a 7 ½ inch plate is a salad plate, is a 8 ½ inch plate a luncheon plate or is it still called a salad plate? Is a two-handled cup part of a cream soup set or soup cup? This dilemma affects many who attempt to purchase china and would like to know exactly what they should be looking for.

An attempt to name and explain every piece ever made is beyond the scope of this guide. Instead, let us focus on some of the more common pieces available. There is no right or wrong when it comes to piece names, but by using the more common term, you will increase the likelihood of getting the information you are looking for.



China Pieces

The standard unit of china pieces which are sold together is the Five Piece Place setting, which usually consists of the following pieces: Dinner Plate, Salad Plate, Bread & Butter Plate, Cup and Saucer.

<p>Dinner Plate</p>	<ul style="list-style-type: none"> ➤ One of the main pieces of a china set, part of the standard five piece place setting. ➤ Flat, usually round, ranges from 9 3/4" to 11" in diameter 	
<p>Salad Plate (aka side plate)</p>	<ul style="list-style-type: none"> ➤ Part of the standard five piece place setting, the salad plate is flat, usually round and ranges from 7" to 9". ➤ Typically used for salad, appetizers and desserts. 	
<p>Bread & Butter Plate (aka dessert plate, cake plate)</p>	<ul style="list-style-type: none"> ➤ Round plate is flat, usually ranging from 5" to 7" in diameter. ➤ Part of the standard five piece place setting. 	
<p>Tea Cup (aka coffee cup)</p>	<ul style="list-style-type: none"> ➤ Comes in many different styles and shapes (Leigh, Peony, Footed, Flat etc.) ranges from 2" to 2 3/4" in height 	
<p>Saucer</p>	<ul style="list-style-type: none"> ➤ Flat, round, with indentation for the cup 	

There additional pieces, while usually not part of the place setting, are often part of the formal table.

<p>Cereal Bowl</p>	<ul style="list-style-type: none"> ➤ The bowl in between the fruit dessert bowl and the soup bowl, usually ranging from 6" - 7". ➤ Comes rimmed or coupe (no rim), used to serve cereal or oatmeal at mealtime. 	
<p>Charger (often confused with the dinner or chop (12" serving) plates)</p>	<ul style="list-style-type: none"> ➤ Flat, usually round, ranges from 11" to 12" in diameter 	
<p>Cream Soup & Saucer (aka soup cup)</p>	<ul style="list-style-type: none"> ➤ Similar to the bouillon cup and saucer, just bigger. ➤ Features a short and wide cup with two handles with an indented saucer underneath. ➤ Used for soups or warm broths. 	
<p>Demitasse Cup & Saucer (aka after dinner, chocolate)</p>	<ul style="list-style-type: none"> ➤ Much smaller than regular tea cups, usually used for liquids drunk in moderation such as espresso, Turkish coffee or liqueurs. ➤ Come footed or flat, saucer usually indented 	
<p>Fruit/Dessert Bowl</p>	<ul style="list-style-type: none"> ➤ Comes rimmed or coupe (no rim), ranges from 4" to 5 3/4" 	
<p>Luncheon Plate (often confused with the dinner or salad plates)</p>	<ul style="list-style-type: none"> ➤ Flat, usually round, ranges from 9" to 9 3/4" in diameter 	
<p>Mug</p>	<ul style="list-style-type: none"> ➤ Tall handled cup used usually for coffee or juices, often with accented designs. ➤ Without a saucer. ➤ Flat or footed, occasionally differs slightly in design from the rest of the pattern. 	
<p>Soup Bowl</p>	<ul style="list-style-type: none"> ➤ Comes rimmed or coupe (no rim), ranges from 7 1/4" to 9" ➤ A round, open dish with a bowl deep enough to contain soup. ➤ Can have a rim that extends outward (rimmed) or can be rimless (coupe). 	

Serving pieces also come in a wide range of piece types, sizes and shapes. The following are some of the most common pieces:

<p>Bouillon Cup and Saucer</p>	<ul style="list-style-type: none"> ➤ Similar to a cream soup and saucer set, only smaller. ➤ Features a cup with two handles. ➤ Not common to many dinner patterns, especially newer ones. 	
<p>Bud Vase</p>	<ul style="list-style-type: none"> ➤ Very small vase for holding flowers, usually not more than three stems. 	
<p>Butter Pat</p>	<ul style="list-style-type: none"> ➤ Small, round saucer-like china piece, used to serve individual pieces of butter. 	
<p>Chop Plate</p>	<ul style="list-style-type: none"> ➤ A round plate, 12" to 13" in diameter, usually used as a serving plate. Similar to a charger. 	
<p>Coffee Pot with Lid</p>	<ul style="list-style-type: none"> ➤ Tall and thin 	
<p>Covered Vegetable Bowl</p>	<ul style="list-style-type: none"> ➤ Round or oval, double handled, often confused with soup tureen, which is much bigger 	
<p>Creamer (aka milk jug)</p>	<ul style="list-style-type: none"> ➤ Small jug with spout used for serving cream to go along with hot beverages. ➤ Handle, with spout for pouring, many different sizes, often even for the same pattern ➤ Comes in many shapes. 	
<p>Dessert Plate</p>	<ul style="list-style-type: none"> ➤ An addition to the five piece place setting, it usually ranges from 7" to 8" in diameter. ➤ Sometimes interchangeable with the accent plate and the cream soup saucer (although the latter usually features an indentation for the cup). 	
<p>Gravy Boat & Underplate (platter)</p>	<ul style="list-style-type: none"> ➤ Underplate comes separate or attached. ➤ Usually with handle, occasionally with double spout. 	

<p>Oval Serving Platter (aka meat platter)</p>	<ul style="list-style-type: none"> ➤ Comes in many different sizes, starting from 10 all the way to 19" in length, occasionally even bigger (length is the determining factor, not width). ➤ When referring to platters, actual size is important. "Big" or "small" mean different things to different people. ➤ Use the actual length to clarify what you are referring to. 	
<p>Oval Vegetable Bowl (aka salad bowl, serving bowl, open vegetable bowl)</p>	<ul style="list-style-type: none"> ➤ Rimmed and coup (no rim), used for salads, pasta etc., ranges from 9" to 10 ¾" 	
<p>Round Vegetable Bowl (aka salad bowl, serving bowl)</p>	<ul style="list-style-type: none"> ➤ Rimmed and coup (no rim), used for salads, pasta etc., ranges from 8" to 10 ¾" 	
<p>Sugar Bowl</p>	<ul style="list-style-type: none"> ➤ Small dish used for serving sugar, usually comes with a cover. ➤ Almost always with handles. ➤ Can be in many shapes including leigh, peony, Queen Anne etc. 	
<p>Tea Pot with Lid</p>	<ul style="list-style-type: none"> ➤ Short and stout 	
<p>Tureen or Soup Tureen</p>	<ul style="list-style-type: none"> ➤ Large round bowl with lid ➤ Usually footed, occasionally with underplate or nook for ladle 	

Appendix E: Step by Step Shipping Guide

There are two ways to pack your items for shipment. You can pay a professional shipping company to pack and ship your dinnerware or you can safely pack it yourself if you adhere to the following recommendations.

First, we recommend that you wrap each item in bubble wrap, or several sheets of newsprint (avoid newspaper if possible, they don't protect well and can damage the dishes). Start at one corner and wrap diagonally. Each piece needs to be wrapped separately, except when nesting two or three flat pieces (like plates) together with bubble wrap or newsprint in between each piece, which is okay. All crystal stems should be wrapped individually. NEVER nest cups, bowls or serving pieces. You should not be able to feel cup handles, lid finials etc. once you have wrapped them. Nothing should be sticking out.



1. *Wrap each piece separately*



2. *Wrap so nothing is sticking out*



3. *Wrapped product*

Once all of your pieces are safely wrapped, put them all in a strong, well-constructed box and secure them with crushed peanuts. Put heavier pieces in the bottom of the box, but if you have pieces with vastly different weights, use more than one box!! Remember that the bottom of the box may end up on top. Many people with big sets send cups and serving pieces in one box and flat pieces like plates in another. Use packing tape to seal the box, taping multiple times, crisscrossing the tape. Shake it. Make sure nothing moves.



4. *Line the bottom of the box with crushed peanuts*



5. *Put heavier pieces on the bottom*



6. *Fill the rest of the box with crushed peanuts*



7. *Tape the box shut multiple times*

The following helps but is not required if you've packed it well. Place the box inside a larger box with Styrofoam peanuts or crushed paper between the boxes. UPS recommends at least two inches of packing material between the two boxes. Shake again and make sure nothing is moving. Remember that multiple smaller, lighter boxes are easier to handle safely than one giant, heavy box.

Mark every box as "fragile" on as many sides as possible. No need for stickers you can write it with a marker as well.

For a fee, UPS and FedEx will come to your house to pick up packages that you are sending. The US Postal Service works well, too, and has rates comparable to UPS and FedEx. Please be sure to insure your boxes for the values that you are quoted.

Keep in mind that all the major carriers like FedEx, UPS, and USPS offer good shipping service for a reasonable price (packing is another story). When you hear horror stories about the various carriers and delivery services damaging items in packages, it is usually because the items were not properly packed in the first place. It is in the best interest of these carriers to deliver your package intact. You should feel confident that if you adhere to the recommendations above that your pieces will arrive safely.

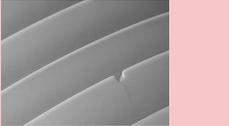


Appendix F: List of Top Brands

222 Fifth (PTS)	Harmony House China	Ralph Lauren China
Adams China	Haviland	Raynaud
American Atelier	Herend	Richard Ginori
Arabia of Finland	Home	Rosenthal - Continental
Arte Itolica	Home Trends	Royal (USA)
Aynsley, John	Homer Laughlin	Royal Albert
	Hutschenreuther	Royal Copenhagen
Bernardaud		Royal Crown Derby
Better Homes and Gardens	International	Royal Doulton
Block		Royal Stafford
Blue Danube	JCPenney	Royal Worcester
Bordallo Pinheiro	Johann Haviland	
	Johnson Brothers	Sakura
	Juliska Ceramics	Sango
Calvin Klein		Sasaki
Cartier		Schumann - Bavaria
Casafina	Lenox	Signature
Castleton (USA)	Lindt-Stymeist	Spode
Ceralene	Longaberger	Staffordshire
Certified Int Corp	Longchamp	Studio Nova
Chas Field Haviland		Syracuse
Chase, Lynn		
Christian Dior	Mason's	
Christopher Stuart	Meito	Tabletops Unlimited
Churchill	Metlox - Poppytrail - Vernon	Thomson
Coalport	Midwinter Ltd , W R	Tienshan
Corning	Mikasa	Tiffany
Crate & Barrel	Minton	Tirschenreuth
Cuthbertson	Mottahedeh	Tracy Porter
Dansk	Nikko	
Denby-Langley	Noritake	Vietri (Italy)
		Villeroy & Boch
	Oneida	Vista Alegre
Fine China of Japan	Oxford	
Fitz & Floyd		
Franciscan	Pfaltzgraff	Waechtersbach
	Pickard	Waterford
Gibson Designs	Pier 1	Wedgwood
Gien China	Portmeirion	Williams-Sonoma
Gorham	Pottery Barn	

*Top 10 Selling Brand

Appendix G: Glossary of Basic Terms

18/8 or 18/10 Stainless Steel	<ul style="list-style-type: none"> ➤ Stainless steels contain at least 70% of stainless steel productions. ➤ The rest is made up of a number of minerals such 18% chromium (standard) and 10% or 8% nickel. 	
Active China	<ul style="list-style-type: none"> ➤ China patterns that are still being made by the manufacturers. 	
Backstamp	<ul style="list-style-type: none"> ➤ The markings found on the back of many china dishes which provides information as to who the manufacturer is, what the pattern name and number is and more. ➤ The dinner plate usually has the most comprehensive details. 	
Barware	<ul style="list-style-type: none"> ➤ Drinking glasses that are flat bottomed, without a stem. ➤ Used often to serve alcoholic beverages in a bar setting. 	
Bone China	<ul style="list-style-type: none"> ➤ Dinnerware made from approximately 50% bone ash from animals. ➤ Originally developed by Josiah Spode in the late 18th century, bone china is renowned for its extraordinary translucency and whiteness and is from the most resistant to chips and breakage from all types of porcelain. 	
Brand	<ul style="list-style-type: none"> ➤ Synonymous with manufacturer in the tableware industry. ➤ Refers to the company that manufactures a piece of china. 	
Ceramics	<ul style="list-style-type: none"> ➤ Generally refers to inorganic, non-metallic, usually clay based solid prepared by heating and subsequent cooling. ➤ From the Greek word "keramikos" which means pottery. 	
China	<ul style="list-style-type: none"> ➤ Often used interchangeably (although not necessarily accurately) with porcelain and pottery. ➤ Made up of clay that is non-porous, it is fired at very high temperatures to produce relatively thin and light translucent pieces. 	
China Matching Service	<ul style="list-style-type: none"> ➤ Also known as replacement china dealers or discontinued china dealers. ➤ These are companies who specialize in tracking down and stocking patterns that are no longer being made by the manufacturer. 	
Chip	<ul style="list-style-type: none"> ➤ A small piece or fragment that breaks off from a larger, whole one, leaving the original piece defective. ➤ Chips are often hard to detect with the naked eye and can be better found by touch. 	
Crack	<ul style="list-style-type: none"> ➤ A fracture in a piece of dinnerware without any noticeable fragments missing. 	

Crazing	<ul style="list-style-type: none"> ➤ Little lines that appear on the glaze of china, often looking like little cracks. ➤ They are a result improper storage in shifting extreme temperatures, with the heat and the cold causing expansion and retraction, leading to crazing. 	
Crystal	<ul style="list-style-type: none"> ➤ Items made out of glass which contain lead to add to its luster and strength. 	
Cut Glass	<ul style="list-style-type: none"> ➤ Glass hand or machine-cut with facets, grooves or depressions for surface decoration. 	
Depression Glass	<ul style="list-style-type: none"> ➤ Clear or colored but translucent glass popular in the US during the Great Depression where it was readily available at low cost. ➤ It was often distributed as an incentive to buy other goods or shop at retail establishments. ➤ Highly collectible, there are many clubs for Depression glassware collectors. ➤ Certain pieces command high prices due to their desirability and scarcity. 	
Discontinued China	<ul style="list-style-type: none"> ➤ Patterns of china that are no longer being made by the manufacturer. ➤ These patterns can still be available from the brand that makes them for some time until stock runs out. ➤ Afterward they are available only on the secondary market such as replacement china dealers or private individuals. 	
Faience	<ul style="list-style-type: none"> ➤ Tableware from German, France or Spain, usually earthenware. ➤ Tends toward colorful designs. 	
Flatware	<ul style="list-style-type: none"> ➤ In the US refers to utensils used to eat such as forks, spoons, knives and serving pieces. ➤ Materials include silver, silverplate, stainless steel, pewter. ➤ Has other meanings worldwide. 	
Flow Blue	<ul style="list-style-type: none"> ➤ Porcelain whose blue/cobalt glaze flowed over into the white portion of the dish. ➤ This was part of the firing process and done intentionally. 	
Glaze	<ul style="list-style-type: none"> ➤ Al layer of liquid, vitreous coating applied to ceramics to help make it non-porous and strong. 	

Identification (aka Brand or Pattern Identification)	<ul style="list-style-type: none"> ➤ The process by which the manufacturer or the specific design name of a piece of china or tableware is determined. ➤ Used are the backstamp markings as well as literature to help make the correct determination. 	
Limoges	<ul style="list-style-type: none"> ➤ Region in west-central France which is headquarters to many dinnerware companies. ➤ World famous for producing top quality products bearing the Limoges name (although there are many different specific manufacturers, for example Limoges) 	
Martini Glass	<ul style="list-style-type: none"> ➤ A glass deigned for drinking alcoholic beverages, specifically martinis. ➤ Its shape is specially designed to be held by its stem, thereby not affecting the temperature. ➤ Its wide bowl allows for the delightful aromas to go straight through the senses by placing the surface of the drink directly under the nose. 	
Motif	<ul style="list-style-type: none"> ➤ A decorative design. ➤ Many china patterns have different motifs in the same pattern, meaning that the pattern is basically the same with minor variations. 	
Old Country Roses	<ul style="list-style-type: none"> ➤ The world's most popular dinnerware, made by Royal Albert. ➤ Many copycat patterns exist. 	
Pattern	<ul style="list-style-type: none"> ➤ The unique design on a range of china which usually stays the same or with only minor variations for all the pieces that are included in the pattern. ➤ Consists of all types of colors, add-ons, trimmings and motifs. 	
Piece	<ul style="list-style-type: none"> ➤ Different sizes and shapes make up the pieces of a china pattern. 	
Platinum Trim	<ul style="list-style-type: none"> ➤ Silver-colored trim used to decorate china or crystal. ➤ Is not made from actual platinum or silver. 	
Replacement China	<ul style="list-style-type: none"> ➤ China that replaces broken pieces or adds to an existing set. ➤ This term is usually used in reference to discontinued patterns. 	

Sandwich Glass	➤ Collectible pressed glass made in Sandwich, MA	
Scalloped	➤ When the border of a dish weaves in and out, creating a "ruffled" look.	
Silverplate	➤ A thin layer of silver applied as a coating to other metals	
Tines	➤ The prongs of a fork.	
Trim	➤ Design applied to the extreme edge of a dish, most commonly gold or platinum. ➤ Other colors used include green, yellow and pink.	
Verge	➤ The line between the rim of a dish and its center. ➤ Is often trimmed with gold or platinum.	
Wedgwood	➤ Name of a UK china manufacturer. ➤ Also a color as in Wedgwood Blue.	

