

Cleaning your house can bring big cash rewards!

Cleaning house can help pay for your redecorating, says author Tony Hyman. "Nearly everyone owns a few old things which can be sold to help cover the cost of the new," according to Hyman.

"The key is to find the most valuable stuff you no longer want, and then sell it for the very best price you can get."

When parents clean out the junk their children left behind, Hyman warns not to discard toys just because they're not very old. "Five of the 10 most valuable baseball cards date from the 1950s and, dolls from the 1960s and '70s—including Miss Revlon, Tressy and, of course, Barbie—have become collectible."

A set of 1960s plastic doll furniture recently sold for \$1,100, and the market for GI Joe, Star Trek, and board games derived from TV shows is climbing steadily.

According to Hyman, some Beatles records sell for 100 times the value of Caruso discs, and many comic books are worth \$300 or more.

"If mom had disposed of my comics properly," Hyman said sadly during a recent TV interview, "they would have more than paid for the rug, wallpaper and furniture she put in when I left home."

"Items don't have to be old, rare or expensive to be valuable in today's collectible market," he points out. "Old tobacco tins sell for as much as \$2,500 and some paperback books are worth \$50 each!"

The key to selling these items for top dollar is reaching the best buyers, Hyman says.

"Most things can't be sold locally for more than a fraction of their real value. That's why most yard sales are real money losers. It's easier and far more profitable to dispose of your stuff over the phone or through the mail."

"Expert advice is essential," Hyman emphasizes, "before disposing of anything. A Los Angeles family threw out \$500,000 worth of old letters because they didn't think they were important. If they'd telephoned any one of a dozen buyers listed in my book, they'd be rich!"

Hyman's book, *Cash For Your Undiscovered Treasures*, contains names, addresses and phone numbers of 1,500 expert buyers ready to pay cash for more than a million different items which you might own.

It includes 350 pages of what collectors want to buy, where to go for free appraisals, and numerous tips on how to get top dollar.

Cash For Your Undiscovered Treasures is available only by mail. Send \$19.95 to Treasures, Box 699, Claremont, CA 91711. Mention this newspaper and the publisher will include a free pad of form letters to use when writing to buyers, and a 5,000 item price guide. Credit cards are accepted, and a 30-day money back guarantee is given.

If you're searching for that "just right" accent piece to liven up a home or office, Hyman's book will provide a myriad of sources. It is used by decorators and Hollywood prop departments to find everything from slot machines, to unusual musical instruments, to old telephones.

The many dealers who buy and sell obsolete china, silver and glassware are helpful in two ways, according to readers.

"You can get cash for your used American or European tableware even if the sets are incomplete. Or, if you prefer to keep what you have, they can help fill in missing pieces."

When you clean out your cabin on the lake, and your spouse says the moose head must go, take heart. Mounted animals are the rage in some circles, and can bring top dollar through the mail. "So can shrunken heads," Hyman laughs. "But that's another story."

Elegant, decorative accessories add the look of luxury

Why not bring a little fantasy into someone's life this year, suggest the gift experts at Gorham, the nationally known manufacturer of fine tabletop and gift products.

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a lovely vanity jar; and items in fine china, a full line of desk accessories and superbly crafted demitasse sets.

Dynasty's popularity has been credited to its successful use of the family, which is intertwined with the fantasy of high-rolling corporate life.

Wallcoverings add the traditional touch

The country look will probably always remain a popular decorating style because it responds to our early pioneer history. Recently though, American tastes seem to be turning towards more traditional and more decorative styling.

The return of traditional interiors has triggered interest in authentic wallcovering and fabric reproductions to accompany antiques and family heirlooms.

"We've seen this trend, particularly in Colonial Williamsburg reproduction collections," notes Anthony C. Baxter, vice-president/sales for Katzenbach & Warren wallcoverings.

"While the small all-over country prints remain in demand, we are seeing a surging interest in large-scale traditional

patterns — such as damasks, floral vine designs and wide stripes. Our new *Golden Age of Williamsburg* Collection is dominated by gracious traditional designs."

Van Luit, which has several reproduction wallcovering and fabric collections from the Winterthur Museum of American decorative arts, has seen a similar trend.

"Designers — as well as homeowners — are very interested in documentary designs that will restore older homes to their original grandeur or that will bring an authentic traditional look to newer homes," noted John Leigh Spath, design director for Van Luit.

"Our third Winterthur Collection is interesting because many of the original colorways — which were deep shades of greens, rose reds and blues — are exactly the rich, dramatic colors that are being used today."

"So, not only are we in a period when authentic patterns are in popular use, but authentic colorways too," Spath continued.

"The trend back toward traditional interiors is really a continuation of the interest in nostalgia that has swept the country," concluded Spath. "The difference is that the traditional look is easy to live and grow with because it never goes out of style."

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