



Good Old Days Country Shop Newsletter

Special points of interest:

- Market Watch
- Spring Open House
- New Items in the Shop
- Rooster Run Antiques

Good Old Days Country Shop

Volume 3 Issue 1

A lot has changed....

A lot has changed in our lives since the last Newsletter was published. I must apologize for not getting out a Newsletter this last Fall. There just was too much happening. I (John) finally decided to work our businesses full time so in May I left my full time job after 30 years and have not looked back yet. Too busy! Our plan was to downsize. For those of you who remember us when the shop was in our home, you can imagine how difficult it was for us to sell our beautiful home, but it was way too big for the two of us. So we sold the house and an opportunity arose to purchase a house in Pultneyville just a few houses north of

the shop. However, we were not able to move in until February so in the interim we had to rent a house and move all our belongings TWICE. Luckily, I was able to rent back my original woodshop for a few months allowing me to fill custom orders and to create a few speculation pieces for the shop. So you will still see the shop light burning late at night on occasion.

Another one of my sidelines I started since I left Kodak is web design. I do all the web and graphics for the Good Old Days and also did some of this kind of work when I was a software engineer at Kodak, so it seems natural to pick it up again. I have built a few web

pages for associates in the antiques business and they are doing well with it. So if you ever have a need for a presence on the web, please keep me in mind.

As of this writing, we are waiting for a closing date on the new house. Once we take possession, we have some renovation work we would like to do prior to moving in, so Barb and I will be working on the house at the same time we will be preparing the shop for the Spring Open House. The next 6 or 7 weeks will be very busy but we like it that way.

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Market Watch

We just returned back from 3 days of shopping and buying at one of the largest retail trade shows in the Northeast. I am always curious as to how the market is moving, in what direction, and what the trends will be. We did manage to find several new vendors to provide us with products we think you will enjoy. Keep checking our website on the Tour page where you will find a link that takes you to our new products page. I will

post a few pictures of some of the items we will have in the shop. We saw a lot of floral's which could be expected with Spring around the corner. Also, color has hit the scene, especially in pastels. I am seeing this in pottery as well as candles. I believe it is a marketing approach to the younger generation who seems to appreciate a



cleaner and brighter look. I also did not see a lot of white and pink, not to say that shabby chic is on the way out, just didn't see more than usual. We saw plenty of primitive and grungy so that should keep your appetites wet. The crowds were big, the selling was huge, and most of the vendors were ecstatic. It looks like the economy is on the rebound at least in the retail sector.

Good Old Days

Is Competition Good?



We are the largest Johnston Benchworks dealer in the area with the most pieces on the showroom floor. We have all the latest fabrics to choose from. All our staff is trained in the product. You may also see their products on the web at www.johnstonbenchworks.com.

Why is it when you see a McDonalds, you always see a Burger King or a Wendy's nearby? How come at the Mall, you see one clothes shop after another. Don't you think they are worried about the competition? How about when you go to the farmers market? Isn't farmer Dan worried that farmer Jim's tomatoes might be a nickel cheaper? Nah! Not a bit! This inventive marketing was introduced many years ago. The concept is that if there are multiple shops of similar types of items, that more people will tend to

come and shop. This concept is especially true for specialty gift shops out in the country. Many of our customers come from a long way off and they come in groups. When they drive out here, they usually make a day of it and visit many of the local shops and restaurants. We send them to many of the local shops and they appreciate the tips.

We have seen a number of specialty shops close their doors for one reason or another over the years and this is unfortunate. We

welcome new businesses in the community and think it is strong for the local economy.

We want you all to know about the new BUZZ just around the corner. 2 new businesses have opened up at "The Landing at Pultneyville". We encourage you to stop in at the Artisan's Loft, a fine art and gift gallery. Also, you will need to experience Relish!, a fine dining establishment with food that is out of this world. We are thrilled that business in Pultneyville is growing and thriving!

"We want you all to know about the new BUZZ just around the corner..."

New Items in the Shop

You will see several new items in the shop when the doors re-open the morning of March 31st. We found so many cool and exciting things at the show we can't wait to show you. I will at least whet your appetite with some photos on the website. Go to

<http://www.goodolddayscountryshop.com/html/Newstuff.htm> where

you will see photos. Last year we couldn't keep the iron in the shop, so we loaded up on iron benches, gates, architectural pieces, etc...

We also ordered new floor dis-

play furniture by Johnston Bench-



works, in new fabrics. To make room for these, we will be offering you a 25% discount on any of our existing floor pieces, effective immediately. Call us for an appointment at 315-589-2775. The poll on our website tells us the

most sought after products is #1 - Cupboards, #2 Folk-art, #3 Furniture. I don't think you'll be disappointed. I found some super antique cupboards this winter that I think you'll enjoy. We also bought some great pieces of folk art at the show. The doors open at 10:00 on March 31st. Don't be late and miss out on all the one-of-a-kind pieces we have waiting just for you!



Some of the super painted American furniture and accessories being offered by Rooster Run Antiques.

Calendar of Events

- **March 31st, April 1, 2**

Spring Open House - 10:00am to 5:00pm

- **July 15th**

Pultneyville Homecoming Weekend

- **November 3rd, 4th & 5th**

Fall Open House - 10:00am to 5:00pm

Odds & Ends

Our address is:

7643 Jay Street
Pultneyville, NY 14538
Phone—(315) 589-2775

You can always check our website for more information at <http://www.goodolddayscountryshop.com>

Our hours are Mon-Fri from 11:00 A.M. till 5:00 P.M., Sat from 10:00 A.M. till 5:00 P.M., and Sundays from 12:00 P.M till 5:00 P.M. However we are currently closed until March 31st when we will re-open.

Prices of products as well as gas and oil has risen considerably this year, as you all know. The cost of shipping is ridiculous. We are keeping our margins **THE SAME**. If any prices have gone up, that is because we have had to pay more for the product.

Consider giving us your “wish” list whereby your friends, relatives, and spouses can come and shop for you using your wish list as a guide. This is great for wedding lists, birthdays, anniversaries, or “just because”.

If you happen to be looking for something different, stop by and let us know. We will log the entry and when we come across something that is close to what you might be looking for, we’ll give you a call and let you know. We have hooked up many customers that way with the piece they have been searching for.

Redware we carry by Turtlecreek is now getting harder to get. We currently have a good stock but it won’t last, as the value increases while the supply decreases.



A mild January but we’re making up for it in February

Antiques Corner

Introducing Rooster Run Antiques

We want you all to know about Rooster Run Antiques. We will be using this name when we participate in Antique shows around the country. This will avoid confusion and name recognition with the Good Old Days and can run as it’s own separate but related entity. The Good Old Days will still continue to sell the antiques your accustomed to seeing and buying. Rooster Run will be providing a web interface to several of the nicer antiques that we will have in the

shop as well as our home. The web page is currently in development but should be in production shortly after the release of this newsletter. You can find us on the web at www.roosterrun-antiques.com.

We are hoping to augment our Good Old Days business with this sideline and use it for web based sales as well as

antique shows. You will be able to buy any of the antiques on the website and still pick them up at the shop or take advantage of our delivery service. Please take a moment to peruse the website and bookmark it for future reference.

I will be updating this website as I get pieces in. Also, you will be notified when it is in production, so you can have first dibs on the

“We are keeping our margins the same”



Antique Tips

Antique Shows

Have you been to an antique show lately? What did you think? We have participated in at least 4 shows a year for the past 2 years and we also have made some observations. We love doing the shows, as it is a related sidekick to our existing business and it gets us out in the public to promote the Good Old Days. We love hanging with the other dealers, meeting

the public and talking with them. However, this is another area I feel may have dismal future. I have seen the number of dealers decrease at the shows. I have seen the number attendees decrease at the shows. I have also heard that the sales are decreasing at these shows. Last year at Madison-Bouckville, there were approximately 200 empty booth sites on the big field. What does all this

mean? Is there a lack of quality antiques? Are people not in a position to be able to buy them at this time? Is it easier to buy them from your computer at home? Or is it that the younger generation does not appreciate all those great things from yester-year? I think it may be a combination of all of this. Perhaps, we will start to see these shows dwindle, starting with the smaller shows. Time will tell!

Windsor chairs by Lawrence Crouse are not the only items we can get from them. Check out www.lawrencecrouse.com for a complete listing of products that are available to you.

We also carry a complete line of Early American Floorcloths.