



1  
00:00:26,659 --> 00:00:24,339

[Music]

2  
00:00:29,569 --> 00:00:26,669

hello everyone and welcome to the

3  
00:00:33,380 --> 00:00:29,579

antique auction forum we have two great

4  
00:00:36,200 --> 00:00:33,390

guests they vote then past guests on

5  
00:00:38,509 --> 00:00:36,210

this show Richard Wright and David Rago

6  
00:00:41,210 --> 00:00:38,519

and we are going to talk today about

7  
00:00:43,520 --> 00:00:41,220

their merger that they're doing pretty

8  
00:00:44,270 --> 00:00:43,530

excited to speak about that welcome to

9  
00:00:46,910 --> 00:00:44,280

the show guys

10  
00:00:48,619 --> 00:00:46,920

thank you for having us and you we are

11  
00:00:51,020 --> 00:00:48,629

right now you are down in Lambertville

12  
00:00:53,539 --> 00:00:51,030

right and that at the Lambertville

13  
00:00:55,219 --> 00:00:53,549

office the auction gallery there in the

14

00:00:57,469 --> 00:00:55,229

heart of New Jersey yes

15

00:00:59,030 --> 00:00:57,479

if I remember right David you told me

16

00:01:02,000 --> 00:00:59,040

last time we spoke you're about four

17

00:01:05,210 --> 00:01:02,010

miles from the Nakashima shop as a crow

18

00:01:08,480 --> 00:01:05,220

flies yes yeah and what what great

19

00:01:11,179 --> 00:01:08,490

history of that is in and the shop is

20

00:01:13,039 --> 00:01:11,189

still going mirrors still running that

21

00:01:15,530 --> 00:01:13,049

and you and I've had a few conversations

22

00:01:18,980 --> 00:01:15,540

over the years about people that have

23

00:01:21,370 --> 00:01:18,990

had Nakashima in the area I get while

24

00:01:25,099 --> 00:01:21,380

aboard just I'm talking about Nakashima

25

00:01:27,440 --> 00:01:25,109

why when I lived out in the San

26

00:01:29,209 --> 00:01:27,450

Francisco area why was it so popular out

27

00:01:32,469 --> 00:01:29,219

there I used to see it it seemed like

28

00:01:35,660 --> 00:01:32,479

everywhere out there in San Francisco I

29

00:01:38,149 --> 00:01:35,670

would be giving an educated guess but

30

00:01:41,389 --> 00:01:38,159

something about the the natural edges of

31

00:01:43,819 --> 00:01:41,399

the wood seemed very harmonious with a

32

00:01:45,080 --> 00:01:43,829

lot of the architecture I saw in San

33

00:01:50,330 --> 00:01:45,090

Francisco in Marin County

34

00:01:51,980 --> 00:01:50,340

I see hmm the edges the use of

35

00:01:52,999 --> 00:01:51,990

structural detailing I've been in the

36

00:01:55,730 --> 00:01:53,009

number of houses in the San Francisco

37

00:01:58,879 --> 00:01:55,740

and north of San Francisco area where

38

00:02:02,209 --> 00:01:58,889

the modern housing lots of trees

39

00:02:03,139 --> 00:02:02,219

especially yeah and it seemed to be a

40

00:02:05,029 --> 00:02:03,149

really good fit to me

41

00:02:07,399 --> 00:02:05,039

no Mill Valley I remember I remember

42

00:02:10,639 --> 00:02:07,409

when I was out there there was actually

43

00:02:13,850 --> 00:02:10,649

I looked at a table where the the

44

00:02:16,130 --> 00:02:13,860

underside of it the person that owned it

45

00:02:18,410 --> 00:02:16,140

made me crawl underneath and look and he

46

00:02:21,350 --> 00:02:18,420

said there's a civil war bullet right

47

00:02:24,590 --> 00:02:21,360

there in the tree that was embedded in

48

00:02:25,970 --> 00:02:24,600

the tree and he kept it in that was

49

00:02:29,630 --> 00:02:25,980

pretty interesting definitely seen that

50

00:02:32,630 --> 00:02:29,640

pieces of flesh cut wood that had metal

51  
00:02:38,030 --> 00:02:32,640  
in them usually a bullet yeah yeah

52  
00:02:42,490 --> 00:02:40,310  
so we're going to talk about the merger

53  
00:02:46,520 --> 00:02:42,500  
but first of all let's talk separately

54  
00:02:48,710 --> 00:02:46,530  
David you've been around this for even

55  
00:02:51,080 --> 00:02:48,720  
long I say you know 45 years I've been

56  
00:02:52,910 --> 00:02:51,090  
at you know auctions and antiques think

57  
00:02:55,600 --> 00:02:52,920  
you have me beat you you started out

58  
00:02:59,020 --> 00:02:55,610  
very very young but I want to get into

59  
00:03:00,950 --> 00:02:59,030  
what's that almost seven when I started

60  
00:03:04,310 --> 00:03:00,960  
okay I was 15

61  
00:03:06,380 --> 00:03:04,320  
yeah that's pretty amazing and you know

62  
00:03:08,390 --> 00:03:06,390  
if you don't see a lot of that today but

63  
00:03:10,370 --> 00:03:08,400

occasionally you will see kids that are

64

00:03:13,160 --> 00:03:10,380

really into it and I love that you know

65

00:03:15,470 --> 00:03:13,170

I mean it we need that we need that

66

00:03:16,730 --> 00:03:15,480

coming up but go ahead if you wouldn't

67

00:03:18,830 --> 00:03:16,740

talk a little bit about your your

68

00:03:22,490 --> 00:03:18,840

gallery and then Richard your turn after

69

00:03:24,020 --> 00:03:22,500

that sure well we started our auction

70

00:03:26,540 --> 00:03:24,030

company in 84 were I've been in the

71

00:03:27,920 --> 00:03:26,550

business in 72 actually started the flea

72

00:03:29,930 --> 00:03:27,930

market in Lambertville which is about

73

00:03:32,770 --> 00:03:29,940

two miles from where we're sitting two

74

00:03:36,050 --> 00:03:32,780

and a half miles and soon discovered

75

00:03:37,520 --> 00:03:36,060

porcelain and ceramics timing was really

76

00:03:39,920 --> 00:03:37,530

good I had was a college student I had

77

00:03:42,890 --> 00:03:39,930

my money from there I moved into arts

78

00:03:45,140 --> 00:03:42,900

and crafts material just kept changing

79

00:03:46,610 --> 00:03:45,150

with it in the early 90s we held our

80

00:03:47,210 --> 00:03:46,620

first modern office and I think was 90

81

00:03:49,750 --> 00:03:47,220

or 91

82

00:03:52,610 --> 00:03:49,760

not long after George makishima died

83

00:03:54,520 --> 00:03:52,620

gradually made the shift from early 20th

84

00:03:57,110 --> 00:03:54,530

century to mid 20th century contemporary

85

00:04:00,050 --> 00:03:57,120

so it's been a long and circuitous route

86

00:04:03,199 --> 00:04:00,060

I bet now did you have to kind of guide

87

00:04:04,850 --> 00:04:03,209

your you're buying audience along to get

88

00:04:08,030 --> 00:04:04,860

excited about these type of things how

89

00:04:09,770 --> 00:04:08,040

did that how did that come about now we

90

00:04:12,050 --> 00:04:09,780

have many models in our business but one

91

00:04:15,590 --> 00:04:12,060

of my favorites is a desperation is the

92

00:04:17,240 --> 00:04:15,600

mother of invention when the recession

93

00:04:19,699 --> 00:04:17,250

hit in the early 90s we were just

94

00:04:21,259 --> 00:04:19,709

looking for things to sell because we

95

00:04:23,450 --> 00:04:21,269

were in the Lambertville area who lived

96

00:04:24,980 --> 00:04:23,460

in labor bill at that time we came

97

00:04:27,560 --> 00:04:24,990

across some really interesting modern

98

00:04:30,860 --> 00:04:27,570

material lucked into some George

99

00:04:33,409 --> 00:04:30,870

Nakashima from realtor in New Jersey who

100

00:04:36,050 --> 00:04:33,419

had a hundred pieces of it he started

101  
00:04:38,540 --> 00:04:36,060  
consigning one of us so I would say was

102  
00:04:40,700 --> 00:04:38,550  
the path of least resistance I wish it

103  
00:04:42,980 --> 00:04:40,710  
was more intelligent more pressure to

104  
00:04:45,469 --> 00:04:42,990  
the mattock I cannot take credit for

105  
00:04:47,210 --> 00:04:45,479  
prescience in this case well you've

106  
00:04:49,130 --> 00:04:47,220  
certainly found your niche that's for

107  
00:04:51,110 --> 00:04:49,140  
sure and rich

108  
00:04:54,620 --> 00:04:51,120  
why don't you go ahead and talk about

109  
00:04:57,740 --> 00:04:54,630  
how you you began in and you know you're

110  
00:05:00,500 --> 00:04:57,750  
you're into the 20th century design as

111  
00:05:01,220 --> 00:05:00,510  
well and 21st century design as well

112  
00:05:03,590 --> 00:05:01,230  
aren't you

113  
00:05:05,210 --> 00:05:03,600

yes I mean it's an interesting parallel

114

00:05:07,820 --> 00:05:05,220

I started out in the flea markets as

115

00:05:11,450 --> 00:05:07,830

well that started make the dealer in the

116

00:05:13,280 --> 00:05:11,460

late 80s having no money at that time

117

00:05:15,530 --> 00:05:13,290

instead of doing arts and crafts which

118

00:05:17,840 --> 00:05:15,540

was already kind of expensive I did

119

00:05:20,360 --> 00:05:17,850

modern so I started right away

120

00:05:21,530 --> 00:05:20,370

with what was the most accessible market

121

00:05:25,130 --> 00:05:21,540

at that point which would things from

122

00:05:26,990 --> 00:05:25,140

the 50s worked my way up worked at

123

00:05:31,000 --> 00:05:27,000

another auction house that trend way to

124

00:05:37,250 --> 00:05:31,010

my auction house ran that from 93 to 99

125

00:05:39,560 --> 00:05:37,260

left in 2000 to open my own and building

126

00:05:42,170 --> 00:05:39,570

up from there I think like David you

127

00:05:43,670 --> 00:05:42,180

know kept evolving the whole way which

128

00:05:47,960 --> 00:05:43,680

isn't better both been really proud of

129

00:05:50,659 --> 00:05:47,970

it is because me this this kind of next

130

00:05:52,250 --> 00:05:50,669

chapter actually fuel just you know

131

00:05:55,640 --> 00:05:52,260

totally appropriate to what we can do in

132

00:05:58,480 --> 00:05:55,650

our whole career right one of the things

133

00:06:01,370 --> 00:05:58,490

I'd notice about your your auction

134

00:06:03,530 --> 00:06:01,380

gallery right away Richard is the

135

00:06:05,480 --> 00:06:03,540

wonderful photography it's almost like

136

00:06:08,690 --> 00:06:05,490

the photography and the catalogs are

137

00:06:09,980 --> 00:06:08,700

almost like art artistic and I was

138

00:06:13,790 --> 00:06:09,990

getting your catalogs for a long time

139

00:06:15,680 --> 00:06:13,800

and they're just fabulous and doing this

140

00:06:17,530 --> 00:06:15,690

work myself I know what it takes to

141

00:06:19,940 --> 00:06:17,540

catalog and put together a catalog it's

142

00:06:22,640 --> 00:06:19,950

besides the vast expense

143

00:06:25,280 --> 00:06:22,650

you know it's an enormous amount of time

144

00:06:27,380 --> 00:06:25,290

you know we've invested a lot the print

145

00:06:29,960 --> 00:06:27,390

catalogs were our original claim to fame

146

00:06:32,090 --> 00:06:29,970

and you know we still do them and I

147

00:06:35,860 --> 00:06:32,100

still love prints but digital has become

148

00:06:39,409 --> 00:06:35,870

really our focus and you know trying to

149

00:06:41,780 --> 00:06:39,419

translate that same quality visual

150

00:06:45,440 --> 00:06:41,790

quality through the web you know it's

151  
00:06:47,930 --> 00:06:45,450  
definitely the future right and you know

152  
00:06:51,490 --> 00:06:47,940  
speaking of that the it's less and less

153  
00:06:54,880 --> 00:06:51,500  
auction houses we'll do it catalog and

154  
00:06:57,650 --> 00:06:54,890  
compared to an online catalog it's still

155  
00:06:59,240 --> 00:06:57,660  
about the same amount of work a little

156  
00:07:02,570 --> 00:06:59,250  
less money because of the printing

157  
00:07:06,980 --> 00:07:02,580  
issues but still so what made you to

158  
00:07:09,110 --> 00:07:06,990  
decide to to join together and how do

159  
00:07:14,740 --> 00:07:09,120  
you think that's going to benefit both

160  
00:07:17,990 --> 00:07:14,750  
of you and and the buyers you know yeah

161  
00:07:20,869 --> 00:07:18,000  
you know quite honestly I think the the

162  
00:07:23,779 --> 00:07:20,879  
pressures within the industry brought us

163  
00:07:26,570 --> 00:07:23,789

together in so much as you know it's

164

00:07:28,610 --> 00:07:26,580

it's it's a very competitive field it's

165

00:07:31,339 --> 00:07:28,620

you know Christie's and Sotheby's are

166

00:07:33,469 --> 00:07:31,349

you know the two behemoths at the top of

167

00:07:35,659 --> 00:07:33,479

the industry that really increasingly

168

00:07:38,629 --> 00:07:35,669

are trying to capture total market share

169

00:07:41,300 --> 00:07:38,639

with digitization you know you have

170

00:07:42,800 --> 00:07:41,310

first dibs and you have Christie's and

171

00:07:46,129 --> 00:07:42,810

Sotheby's mounting more and more digital

172

00:07:48,580 --> 00:07:46,139

auctions and just again trying to take

173

00:07:52,010 --> 00:07:48,590

his take take as much as they can

174

00:07:55,219 --> 00:07:52,020

David King King to me we were friendly

175

00:07:57,260 --> 00:07:55,229

competitors but we weren't respectful

176

00:07:58,129 --> 00:07:57,270

yeah respectful that's really it

177

00:08:01,279 --> 00:07:58,139

they actually didn't know each other

178

00:08:03,800 --> 00:08:01,289

very well and we started talking about a

179

00:08:06,050 --> 00:08:03,810

year and a half before we actually final

180

00:08:09,529 --> 00:08:06,060

and finally legally merged which was

181

00:08:11,300 --> 00:08:09,539

only in January of this year and through

182

00:08:12,499 --> 00:08:11,310

the process the process has been really

183

00:08:15,379 --> 00:08:12,509

wonderful I think that we've become

184

00:08:19,339 --> 00:08:15,389

friends and then this natural synergy

185

00:08:22,010 --> 00:08:19,349

that we saw really has become apparent

186

00:08:26,680 --> 00:08:22,020

you know just in the brief waiver that

187

00:08:28,879 --> 00:08:26,690

we described our business you know as

188

00:08:32,120 --> 00:08:28,889

auction as an auction house I've

189

00:08:36,069 --> 00:08:32,130

invested a lot in process and in photos

190

00:08:39,130 --> 00:08:36,079

and you know that sort of back-of-house

191

00:08:42,189 --> 00:08:39,140

thing David it has built an incredibly

192

00:08:44,329 --> 00:08:42,199

you know client facing forward

193

00:08:46,000 --> 00:08:44,339

organization where he's here in

194

00:08:48,800 --> 00:08:46,010

Lambertville tons of people come here

195

00:08:51,829 --> 00:08:48,810

he's you know really you know as it has

196

00:08:55,009 --> 00:08:51,839

great our range which is doesn't have me

197

00:08:57,949 --> 00:08:55,019

not so much and you know the combination

198

00:08:59,840 --> 00:08:57,959

of that is actually proof we thought

199

00:09:02,780 --> 00:08:59,850

there'd be as Richard said of synergy

200

00:09:04,210 --> 00:09:02,790

when when we agreed to do this and in

201  
00:09:05,960 --> 00:09:04,220  
some of the ways we were right in

202  
00:09:08,060 --> 00:09:05,970  
anticipating there'd be some savings

203  
00:09:10,699 --> 00:09:08,070  
costs and we could make more interesting

204  
00:09:12,230 --> 00:09:10,709  
auctions and we were selling things that

205  
00:09:14,150 --> 00:09:12,240  
Richard wasn't for example we were

206  
00:09:16,009 --> 00:09:14,160  
holding jewelry sales and estate sales

207  
00:09:18,410 --> 00:09:16,019  
with Asian our

208  
00:09:20,090 --> 00:09:18,420  
and even coin auctions Richard wasn't

209  
00:09:21,739 --> 00:09:20,100  
doing any of this so we felt that we had

210  
00:09:23,359 --> 00:09:21,749  
that to offer and we also know that

211  
00:09:25,400 --> 00:09:23,369  
Richard was approaching auctions from a

212  
00:09:27,290 --> 00:09:25,410  
higher level than we were our catalogs

213  
00:09:30,229 --> 00:09:27,300

were really good but as you said the

214

00:09:32,479 --> 00:09:30,239

photography that Richard was employing

215

00:09:34,340 --> 00:09:32,489

was at a different level and we saw that

216

00:09:36,199 --> 00:09:34,350

I mean we're in the art business be

217

00:09:38,720 --> 00:09:36,209

better is better and it's not it's not

218

00:09:42,410 --> 00:09:38,730

hard to determine but beyond that we're

219

00:09:44,479 --> 00:09:42,420

seeing that the union has has really

220

00:09:45,679 --> 00:09:44,489

changed the game for both of us in ways

221

00:09:49,100 --> 00:09:45,689

I didn't see coming

222

00:09:50,749 --> 00:09:49,110

for example even in the material that we

223

00:09:53,030 --> 00:09:50,759

were both selling like we spoke earlier

224

00:09:56,929 --> 00:09:53,040

about George makishima well now we have

225

00:09:58,669 --> 00:09:56,939

more Nakashima to draw from and we have

226

00:10:00,679 --> 00:09:58,679

more auctions to sell it it i was only

227

00:10:02,840 --> 00:10:00,689

selling Nakashima three times a year in

228

00:10:04,549 --> 00:10:02,850

my three main modern salesmen richard

229

00:10:07,100 --> 00:10:04,559

was holding maybe four or five or six

230

00:10:08,900 --> 00:10:07,110

auctions now there's maybe ten auctions

231

00:10:10,939 --> 00:10:08,910

a year where Nakashima would be

232

00:10:12,949 --> 00:10:10,949

appropriate and instead of my having to

233

00:10:15,199 --> 00:10:12,959

put I mean I had I've had auctions with

234

00:10:18,109 --> 00:10:15,209

not Shaima with 50 plus lots of

235

00:10:19,519 --> 00:10:18,119

Nakashima in one day Wow it's a lot to

236

00:10:21,769 --> 00:10:19,529

bring out at one time you don't have to

237

00:10:23,210 --> 00:10:21,779

do that anymore now we can spread those

238

00:10:25,970 --> 00:10:23,220

50 locks out over three different

239

00:10:27,829 --> 00:10:25,980

auctions and really give a certain

240

00:10:30,049 --> 00:10:27,839

amount of focus to each individual ah

241

00:10:32,090 --> 00:10:30,059

rather than jam it all together those

242

00:10:33,859 --> 00:10:32,100

are that's one of the ways we're

243

00:10:37,789 --> 00:10:33,869

definitely seeing a change for the good

244

00:10:39,730 --> 00:10:37,799

I see now do you have to get involved in

245

00:10:42,169 --> 00:10:39,740

shipping between Chicago and

246

00:10:43,970 --> 00:10:42,179

Lambertville I mean does that is that

247

00:10:47,900 --> 00:10:43,980

happening there's a little bit of that

248

00:10:51,019 --> 00:10:47,910

for sure I mean you know the the Chicago

249

00:10:54,859 --> 00:10:51,029

operation has relatively as I said were

250

00:10:56,629 --> 00:10:54,869

less less outward focused we have far

251  
00:11:00,139 --> 00:10:56,639  
fewer pre viewers we actually sell

252  
00:11:03,530 --> 00:11:00,149  
relatively little material in Chicago so

253  
00:11:05,749 --> 00:11:03,540  
we we take in consignments to be sold in

254  
00:11:07,069 --> 00:11:05,759  
Lambertville very often we'll ship

255  
00:11:10,129 --> 00:11:07,079  
things to Lambertville because the

256  
00:11:12,379 --> 00:11:10,139  
preview is very important here on the

257  
00:11:15,949 --> 00:11:12,389  
right platform we sell a lot to these

258  
00:11:18,229 --> 00:11:15,959  
ghosts anyway and then so a lot of a lot

259  
00:11:18,799 --> 00:11:18,239  
of the property will stay right here in

260  
00:11:23,059 --> 00:11:18,809  
Lambertville

261  
00:11:24,850 --> 00:11:23,069  
so it's it's also helped you know people

262  
00:11:27,259 --> 00:11:24,860  
that want to consign under the right

263  
00:11:28,670 --> 00:11:27,269

platform because we're keeping we're

264

00:11:32,809 --> 00:11:28,680

keeping two brands

265

00:11:36,530 --> 00:11:32,819

go so so you sort of have two channels

266

00:11:37,910 --> 00:11:36,540

that you can choose from we've found

267

00:11:40,069 --> 00:11:37,920

that having the East Coast Gustin issues

268

00:11:44,299 --> 00:11:40,079

actually I had a tip for our buyers and

269

00:11:46,309 --> 00:11:44,309

sellers I see I was having an

270

00:11:49,119 --> 00:11:46,319

interesting conversation with Jay

271

00:11:52,910 --> 00:11:49,129

Stanger are you familiar with him yeah

272

00:11:55,790 --> 00:11:52,920

just a few if yeah a few days ago I'm

273

00:11:57,980 --> 00:11:55,800

actually appraising of a piece that took

274

00:12:00,169 --> 00:11:57,990

him four years to make in a home it's

275

00:12:04,400 --> 00:12:00,179

really an amazing piece and we started

276

00:12:06,739 --> 00:12:04,410

talking about the what's that very Jose

277

00:12:09,499 --> 00:12:06,749

we started talking about you know how

278

00:12:12,379 --> 00:12:09,509

his things fair at auction how you know

279

00:12:14,960 --> 00:12:12,389

contemporary work by certain people fair

280

00:12:17,869 --> 00:12:14,970

and he said his not so well but he did

281

00:12:20,059 --> 00:12:17,879

say that there was one furniture artist

282

00:12:22,850 --> 00:12:20,069

and I didn't catch the name or I didn't

283

00:12:25,939 --> 00:12:22,860

remember the name that he says that when

284

00:12:28,519 --> 00:12:25,949

the pieces go to auction they go higher

285

00:12:30,949 --> 00:12:28,529

at auction than what that person would

286

00:12:33,410 --> 00:12:30,959

Commission them for have you heard of

287

00:12:36,290 --> 00:12:33,420

this happening I was he talking about

288

00:12:38,929 --> 00:12:36,300

James Beard and maybe possibly like ni I

289

00:12:40,610 --> 00:12:38,939

did I didn't catch the name but I mean

290

00:12:42,470 --> 00:12:40,620

was a market that was a market we

291

00:12:44,889 --> 00:12:42,480

champion to maybe a decade or so ago as

292

00:12:47,210 --> 00:12:44,899

furniture maker from the Midwest and

293

00:12:49,220 --> 00:12:47,220

similar to Paul Evans a lot of welded

294

00:12:50,780 --> 00:12:49,230

metal honey were splitting pieces for

295

00:12:54,290 --> 00:12:50,790

multiples of what he was not able to

296

00:12:56,869 --> 00:12:54,300

sell them for in Missouri it's really

297

00:12:59,650 --> 00:12:56,879

gone that's his pricing structures has

298

00:13:02,449 --> 00:12:59,660

changed to adapt to the new market oh

299

00:13:04,910 --> 00:13:02,459

yeah I could see that adjustment yeah

300

00:13:10,879 --> 00:13:04,920

and certainly the high level of lawn

301

00:13:16,249 --> 00:13:10,889

furniture you know the French club I

302

00:13:19,220 --> 00:13:16,259

want just recently passed but the

303

00:13:21,319 --> 00:13:19,230

furniture you know we'd sell out very

304

00:13:23,480 --> 00:13:21,329

quickly and then if it can come up at

305

00:13:25,160 --> 00:13:23,490

auction would sell for multiple so a lot

306

00:13:27,499 --> 00:13:25,170

of it has to do with supply and demand

307

00:13:29,929 --> 00:13:27,509

sure yeah but in general the secondary

308

00:13:33,460 --> 00:13:29,939

market is below the primary market for

309

00:13:35,809 --> 00:13:33,470

most contemporary craft by quite a bit

310

00:13:37,489 --> 00:13:35,819

yeah yeah we're just seeing

311

00:13:38,900 --> 00:13:37,499

I mean Mira Nakashima would be an

312

00:13:41,569 --> 00:13:38,910

interesting case in point again to stay

313

00:13:42,590 --> 00:13:41,579

with Nakashima and that's these pieces

314

00:13:45,350 --> 00:13:42,600

are made for miles

315

00:13:47,590 --> 00:13:45,360

when Richard and I are sitting now her

316

00:13:49,730 --> 00:13:47,600

we see her secondary market evolving

317

00:13:51,800 --> 00:13:49,740

initially pieces were selling for a

318

00:13:53,629 --> 00:13:51,810

third of what they sold for originally

319

00:13:55,670 --> 00:13:53,639

and now especially if they were

320

00:13:57,410 --> 00:13:55,680

purchased more than a decade ago

321

00:14:00,740 --> 00:13:57,420

they're bringing two thirds and

322

00:14:02,449 --> 00:14:00,750

sometimes full original sale price so

323

00:14:05,090 --> 00:14:02,459

the definitely is a move forward in that

324

00:14:08,809 --> 00:14:05,100

regard would you say this a lot like an

325

00:14:10,990 --> 00:14:08,819

artwork that goes to auction and all of

326

00:14:14,300 --> 00:14:11,000

a sudden you know the sets a high

327

00:14:18,410 --> 00:14:14,310

auction record and then on the coattails

328

00:14:20,870 --> 00:14:18,420

of that things seem to hold you know an

329

00:14:22,309 --> 00:14:20,880

ear that or they seem to rise for that

330

00:14:24,710 --> 00:14:22,319

particular artist is that is that

331

00:14:29,180 --> 00:14:24,720

similar and when it comes to pieces that

332

00:14:32,050 --> 00:14:29,190

you handle for a contemporary yeah I

333

00:14:36,379 --> 00:14:32,060

mean I think you can get in one great

334

00:14:38,180 --> 00:14:36,389

result can help a market but not it

335

00:14:42,379 --> 00:14:38,190

doesn't always permanently move the

336

00:14:46,639 --> 00:14:42,389

market it can reset the frame yes you

337

00:14:49,610 --> 00:14:46,649

know or you you relative pricing a

338

00:14:51,559 --> 00:14:49,620

little bit differently it's always nice

339

00:14:55,249 --> 00:14:51,569

when that happens a bit more organically

340

00:14:56,689 --> 00:14:55,259

and when prices rise over time like with

341

00:15:00,499 --> 00:14:56,699

David was saying when Mira Nakashima

342

00:15:02,120 --> 00:15:00,509

we've seen oh gee we just had a really

343

00:15:03,650 --> 00:15:02,130

nice group and it did a little bit

344

00:15:05,420 --> 00:15:03,660

better than they did some of the

345

00:15:07,759 --> 00:15:05,430

material before and you see that that's

346

00:15:10,100 --> 00:15:07,769

sort of natural evolution I think it's

347

00:15:12,620 --> 00:15:10,110

always healthier for a market than a big

348

00:15:15,470 --> 00:15:12,630

spike yes sometimes maintained but

349

00:15:18,079 --> 00:15:15,480

sometimes they can also thing is crash

350

00:15:20,059 --> 00:15:18,089

that's my poker teacher said to me after

351

00:15:22,730 --> 00:15:20,069

I had a good run of cards he said one

352

00:15:24,860 --> 00:15:22,740

Robin does not a spring make I gotta

353

00:15:26,480 --> 00:15:24,870

tell you the day said that to me I lost

354

00:15:30,530 --> 00:15:26,490

my entire bankroll with about a month

355

00:15:32,720 --> 00:15:30,540

hello yes there are spikes but yeah as

356

00:15:35,929 --> 00:15:32,730

we said prefer to see a more consistent

357

00:15:38,749 --> 00:15:35,939

in steady and even growth Wow one of the

358

00:15:42,710 --> 00:15:38,759

podcasts I have done and the last part

359

00:15:44,480 --> 00:15:42,720

of the podcast a while back was on

360

00:15:46,160 --> 00:15:44,490

Bellamy Eagles I don't even know if

361

00:15:48,379 --> 00:15:46,170

either one of you familiar with Bellamy

362

00:15:51,860 --> 00:15:48,389

carved Eagles they're they they're very

363

00:15:54,199 --> 00:15:51,870

popular in the and the East Coast and it

364

00:15:56,510 --> 00:15:54,209

was a Carver that would generally sell

365

00:15:58,940 --> 00:15:56,520

for well when I was a kid it was five

366

00:16:00,440 --> 00:15:58,950

bucks and I was a big deal and then you

367

00:16:02,420 --> 00:16:00,450

know they're right now they're in the

368

00:16:04,550 --> 00:16:02,430

five to ten thousand dollar range but

369

00:16:06,410 --> 00:16:04,560

there was a spike I'm going to talk

370

00:16:08,330 --> 00:16:06,420

about a spike northeast auctions Ron

371

00:16:10,220 --> 00:16:08,340

Bordeaux had won that one for six

372

00:16:13,220 --> 00:16:10,230

hundred and sixty thousand with the

373

00:16:16,580 --> 00:16:13,230

buyers dream and then so after that they

374

00:16:19,610 --> 00:16:16,590

were selling for six figures for for I

375

00:16:22,340 --> 00:16:19,620

think six months and then they dropped

376

00:16:23,660 --> 00:16:22,350

all the way back down to where they they

377

00:16:26,450 --> 00:16:23,670

were I mean it would have been wonderful

378

00:16:28,820 --> 00:16:26,460

to cash in but you'd see you know what

379

00:16:30,350 --> 00:16:28,830

happens in that particular case was all

380

00:16:33,140 --> 00:16:30,360

of a sudden everyone had a Bellamy Eagle

381

00:16:35,030 --> 00:16:33,150

putting in an auction and flooded the

382

00:16:36,350 --> 00:16:35,040

market they came out of the woodwork so

383

00:16:38,390 --> 00:16:36,360

yeah I think the important thing to

384

00:16:42,590 --> 00:16:38,400

remember it really is supply and demand

385

00:16:44,630 --> 00:16:42,600

yes and many of these markets are driven

386

00:16:47,270 --> 00:16:44,640

ultimately by a small number of people

387

00:16:50,390 --> 00:16:47,280

at the top and when they're active in

388

00:16:52,640 --> 00:16:50,400

buying you know the market can be very

389

00:16:55,100 --> 00:16:52,650

strong if too many examples once they

390

00:16:57,440 --> 00:16:55,110

have very few people going to buy

391

00:17:00,320 --> 00:16:57,450

multiples at the same once they have

392

00:17:02,600 --> 00:17:00,330

Frank and if they keeps coming then just

393

00:17:05,090 --> 00:17:02,610

in this law of economics the price will

394

00:17:07,040 --> 00:17:05,100

drop I mean David seen this and many you

395

00:17:09,079 --> 00:17:07,050

know ceramics markets with the Nats

396

00:17:10,910 --> 00:17:09,089

litter is mostly seen in furniture

397

00:17:12,980 --> 00:17:10,920

because as a friend of mine once said

398

00:17:14,600 --> 00:17:12,990

you can talking about arts and crafts

399

00:17:17,090 --> 00:17:14,610

market you can buy a Gustav Stickley

400

00:17:19,610 --> 00:17:17,100

bookcase or even buy 40 pieces of

401  
00:17:21,170 --> 00:17:19,620  
pottery to put in it you have that

402  
00:17:22,850 --> 00:17:21,180  
bookcase and once you have that dining

403  
00:17:25,460 --> 00:17:22,860  
table and that Morris here you're pretty

404  
00:17:26,660 --> 00:17:25,470  
much done with that for yeah but if

405  
00:17:29,150 --> 00:17:26,670  
you're a small collect if you're buying

406  
00:17:31,310 --> 00:17:29,160  
Venetian glass or Americans in Georgia

407  
00:17:33,470 --> 00:17:31,320  
or American ceramics there's always room

408  
00:17:35,390 --> 00:17:33,480  
for another pot or a piece of glass yeah

409  
00:17:37,820 --> 00:17:35,400  
and so which I think a lot of people

410  
00:17:39,350 --> 00:17:37,830  
don't consider is that if you want to

411  
00:17:42,020 --> 00:17:39,360  
get rid of that Gustav Stickley will

412  
00:17:43,880 --> 00:17:42,030  
case or that that Paul Evans dining

413  
00:17:45,590 --> 00:17:43,890

table what's the pain in the neck I mean

414

00:17:47,750 --> 00:17:45,600

you've got to first of all find the one

415

00:17:49,610 --> 00:17:47,760

you want more then you have to find out

416

00:17:51,620 --> 00:17:49,620

how to sell the one you've got and find

417

00:17:53,270 --> 00:17:51,630

people to come and take it and carry and

418

00:17:54,890 --> 00:17:53,280

then bring the new one in and it's a lot

419

00:17:57,140 --> 00:17:54,900

of work you're going to change a piece

420

00:17:58,640 --> 00:17:57,150

of pottery or a piece of glasses on that

421

00:18:00,440 --> 00:17:58,650

dining table or in that bookcase you

422

00:18:02,300 --> 00:18:00,450

pick it up you put in a box and you send

423

00:18:04,220 --> 00:18:02,310

it to someone yeah it's very easy to

424

00:18:05,540 --> 00:18:04,230

change these things around so I think

425

00:18:06,830 --> 00:18:05,550

the point less in the way of

426  
00:18:09,470 --> 00:18:06,840  
fluctuations in

427  
00:18:10,789 --> 00:18:09,480  
smalls than we do in furniture yeah yeah

428  
00:18:14,180 --> 00:18:10,799  
very good point

429  
00:18:17,119 --> 00:18:14,190  
I love dealing with smalls when I'm when

430  
00:18:19,129 --> 00:18:17,129  
I'm cataloging and bringing things into

431  
00:18:21,139 --> 00:18:19,139  
auction it just seems like it's so much

432  
00:18:22,820 --> 00:18:21,149  
better luck than the hit or miss of

433  
00:18:24,289 --> 00:18:22,830  
furnitures hence you just brought up

434  
00:18:26,029 --> 00:18:24,299  
arts and crafts

435  
00:18:27,950 --> 00:18:26,039  
what is that market like I haven't

436  
00:18:30,169 --> 00:18:27,960  
really been following what is a Gustav

437  
00:18:32,629 --> 00:18:30,179  
Stickley pieces are they hanging in

438  
00:18:35,240 --> 00:18:32,639

there in the market or is it is it soft

439

00:18:36,619 --> 00:18:35,250

these days well it's it's a difficult

440

00:18:38,149 --> 00:18:36,629

stuff too because it's very close to my

441

00:18:39,830 --> 00:18:38,159

heart I mean this is this friend I was

442

00:18:41,930 --> 00:18:39,840

making rum it's Revolutionary it was

443

00:18:43,580 --> 00:18:41,940

made for philosophical and spiritual

444

00:18:45,710 --> 00:18:43,590

purpose it's not just something to sit

445

00:18:47,749 --> 00:18:45,720

in it was meant to transform society

446

00:18:49,430 --> 00:18:47,759

from the inside of the home I can wax

447

00:18:51,499 --> 00:18:49,440

about this for a long time it's very

448

00:18:53,509 --> 00:18:51,509

very powerful and this furniture that

449

00:18:56,450 --> 00:18:53,519

makes a statement and was effective in

450

00:19:00,379 --> 00:18:56,460

what it's in what it shows to do for a

451  
00:19:01,879 --> 00:19:00,389  
while and then when the after Wittstock

452  
00:19:04,310 --> 00:19:01,889  
hippie started buying it that's what I

453  
00:19:06,169 --> 00:19:04,320  
got in the market in the early 70s and

454  
00:19:07,789 --> 00:19:06,179  
and it found its purpose all over again

455  
00:19:10,129 --> 00:19:07,799  
it was a very revolution oriented

456  
00:19:12,080 --> 00:19:10,139  
society even furniture fit but the

457  
00:19:13,820 --> 00:19:12,090  
problem is that that demographic is aged

458  
00:19:15,409 --> 00:19:13,830  
and this is a group of people that are

459  
00:19:17,539 --> 00:19:15,419  
either not adding or they're downsizing

460  
00:19:19,850 --> 00:19:17,549  
and the kids haven't really discovered

461  
00:19:21,499 --> 00:19:19,860  
it yet our last tale had some very good

462  
00:19:23,960 --> 00:19:21,509  
Roy Croft furniture which is pretty rare

463  
00:19:26,029 --> 00:19:23,970

and also highly spiritualize material

464

00:19:28,999 --> 00:19:26,039

and I was on the phone with a new bidder

465

00:19:30,499 --> 00:19:29,009

he was 22 years old and I said why so

466

00:19:31,879 --> 00:19:30,509

we're gonna hold a parade for you if you

467

00:19:33,230 --> 00:19:31,889

come out here what happened Freight just

468

00:19:35,659 --> 00:19:33,240

to show people that somebody arranged is

469

00:19:38,659 --> 00:19:35,669

buying this stuff it was very exciting

470

00:19:40,940 --> 00:19:38,669

yeah yeah yeah I would love I love the

471

00:19:45,259 --> 00:19:40,950

arts and crafts that whole that whole

472

00:19:46,129 --> 00:19:45,269

era of such beautiful pieces and you

473

00:19:49,519 --> 00:19:46,139

know I never thought about it

474

00:19:52,490 --> 00:19:49,529

spiritually but yeah a lot of it I could

475

00:19:54,950 --> 00:19:52,500

see why you're going that with that and

476

00:19:56,810 --> 00:19:54,960

I was just in a home recently where they

477

00:19:59,180 --> 00:19:56,820

had a table they didn't know about and

478

00:20:03,440 --> 00:19:59,190

then they also had on the third floor

479

00:20:05,330 --> 00:20:03,450

they had hanging lamps and you just

480

00:20:08,269 --> 00:20:05,340

don't see that it doesn't seem like that

481

00:20:09,560 --> 00:20:08,279

comes up as often you know in a place

482

00:20:11,480 --> 00:20:09,570

where they don't know what they have

483

00:20:17,090 --> 00:20:11,490

seems like everyone seems to know what

484

00:20:19,070 --> 00:20:17,100

they have and but as far as you know

485

00:20:20,960 --> 00:20:19,080

talking to people that are you just

486

00:20:22,909 --> 00:20:20,970

talked about the 22 year old and one of

487

00:20:24,360 --> 00:20:22,919

the reasons I do this podcast I try to

488

00:20:27,419 --> 00:20:24,370

get you know peep

489

00:20:30,419 --> 00:20:27,429

interested in this market you know I I

490

00:20:33,269 --> 00:20:30,429

got an email from an appraiser 20 years

491

00:20:35,549 --> 00:20:33,279

ago he said the baby-boomer effect is

492

00:20:39,750 --> 00:20:35,559

going to leave us all surrounded by

493

00:20:41,940 --> 00:20:39,760

beautiful things worth nothing and well

494

00:20:44,370 --> 00:20:41,950

what's that who said that it was an

495

00:20:45,840 --> 00:20:44,380

appraiser he sit from connected to him

496

00:20:47,490 --> 00:20:45,850

on LinkedIn and he sent it to me and

497

00:20:50,640 --> 00:20:47,500

I've been looking for it I can't I can't

498

00:20:54,480 --> 00:20:50,650

find it but that was that was I'll I

499

00:20:55,980 --> 00:20:54,490

want to say that was in 2004 or

500

00:20:57,779 --> 00:20:55,990

something like that when he wrote me

501  
00:21:01,169 --> 00:20:57,789  
that and I didn't believe it I kind of

502  
00:21:05,130 --> 00:21:01,179  
like you know rebut it against it but I

503  
00:21:08,159 --> 00:21:05,140  
think it makes a lotta sense yeah

504  
00:21:10,850 --> 00:21:08,169  
and and all this material will be coming

505  
00:21:14,519 --> 00:21:10,860  
you just mentioned the baby boomers the

506  
00:21:16,500 --> 00:21:14,529  
you know the older market what do you

507  
00:21:18,659 --> 00:21:16,510  
think is gonna happen do you think that

508  
00:21:21,269 --> 00:21:18,669  
people young people may start

509  
00:21:24,750 --> 00:21:21,279  
appreciating this like this bitter you

510  
00:21:29,820 --> 00:21:24,760  
were talking about and if not are we in

511  
00:21:31,919 --> 00:21:29,830  
trouble I mean I have a more optimistic

512  
00:21:34,080 --> 00:21:31,929  
view of it I think that that tastes

513  
00:21:36,899 --> 00:21:34,090

change across generations and there will

514

00:21:39,750 --> 00:21:36,909

be things that that were everybody

515

00:21:42,750 --> 00:21:39,760

wanted a war vote like you know bakelite

516

00:21:44,269 --> 00:21:42,760

radios and bakelite jewelry that just go

517

00:21:47,639 --> 00:21:44,279

by the wayside salt and peppers

518

00:21:49,380 --> 00:21:47,649

collector easy all that stuff just you

519

00:21:52,529 --> 00:21:49,390

know it's on eBay it just kind of went

520

00:21:55,590 --> 00:21:52,539

down down down a great material of any

521

00:21:57,930 --> 00:21:55,600

era translates and I think that it said

522

00:21:59,250 --> 00:21:57,940

that there'll be there'll be things that

523

00:22:01,620 --> 00:21:59,260

are being discovered by future

524

00:22:05,100 --> 00:22:01,630

generations you know David's handled the

525

00:22:09,389 --> 00:22:05,110

work of George or for decades the Potter

526

00:22:10,919 --> 00:22:09,399

the pottery yeah and recently and he can

527

00:22:14,130 --> 00:22:10,929

he should speak more about this pathetic

528

00:22:16,500 --> 00:22:14,140

but by outside view the market went up

529

00:22:18,630 --> 00:22:16,510

the market went down now a whole new

530

00:22:21,659 --> 00:22:18,640

generation of buyers is coming in and

531

00:22:24,840 --> 00:22:21,669

the markets going back up and to me that

532

00:22:28,289 --> 00:22:24,850

you know 19th century in many cases but

533

00:22:31,169 --> 00:22:28,299

search our early 20th century work looks

534

00:22:34,080 --> 00:22:31,179

really radical and fresh at the 20th is

535

00:22:36,070 --> 00:22:34,090

21st century era and I think that new

536

00:22:39,850 --> 00:22:36,080

people are discovering so to meet

537

00:22:41,500 --> 00:22:39,860

gonna make a leap I think also if you

538

00:22:43,060 --> 00:22:41,510

wanted to buy a nice Gustav Stickley a

539

00:22:45,210 --> 00:22:43,070

really good Gustav Stickley two-door

540

00:22:49,360 --> 00:22:45,220

bookcase at the height of the market st.

541

00:22:50,980 --> 00:22:49,370

2007 that bookcase a good basic one was

542

00:22:53,529 --> 00:22:50,990

going to be seven to ten thousand

543

00:22:55,389 --> 00:22:53,539

dollars that price a lot of people out

544

00:22:57,970 --> 00:22:55,399

of the market know that bookcase might

545

00:23:00,130 --> 00:22:57,980

be half that maybe a little less than

546

00:23:02,680 --> 00:23:00,140

half that is these prices come down

547

00:23:05,139 --> 00:23:02,690

it's qualitative furniture if people

548

00:23:08,620 --> 00:23:05,149

understand how intelligent it is what it

549

00:23:11,379 --> 00:23:08,630

says about a society from what you from

550

00:23:13,000 --> 00:23:11,389

from which its sprung I mean you got to

551

00:23:14,799 --> 00:23:13,010

put your books in something I keep

552

00:23:16,870 --> 00:23:14,809

quoting a friend of mine from the arts

553

00:23:18,220 --> 00:23:16,880

and crafts days Harvey Kaplan his

554

00:23:21,159 --> 00:23:18,230

grandmother used to say that there's a

555

00:23:22,990 --> 00:23:21,169

took us for every chair and and you kind

556

00:23:24,669 --> 00:23:23,000

of sit in something and that's you're

557

00:23:26,560 --> 00:23:24,679

gonna go out to Mikey and buy a

558

00:23:27,700 --> 00:23:26,570

brand-new piece of garbage and put it

559

00:23:29,830 --> 00:23:27,710

together yourself where you want to buy

560

00:23:31,360 --> 00:23:29,840

a really nice chair and the chair that

561

00:23:33,460 --> 00:23:31,370

was five thousand dollars might be

562

00:23:35,680 --> 00:23:33,470

twelve hundred dollars now at that point

563

00:23:38,799 --> 00:23:35,690

I think at some level people recognize

564

00:23:40,690 --> 00:23:38,809

the quality and value quotient is hard

565

00:23:43,360 --> 00:23:40,700

to ignore and I think that the younger

566

00:23:45,820 --> 00:23:43,370

generation is also going to have to

567

00:23:50,430 --> 00:23:45,830

grapple much more with you know climate

568

00:23:52,899 --> 00:23:50,440

change and the idea of reusing redoubt

569

00:23:54,700 --> 00:23:52,909

adapting and reusing things from the

570

00:23:59,649 --> 00:23:54,710

past is going to make more and more

571

00:24:01,960 --> 00:23:59,659

sense I hope so because look at the new

572

00:24:04,960 --> 00:24:01,970

furniture first of all there's such an

573

00:24:08,680 --> 00:24:04,970

environmental impact from it and and not

574

00:24:11,320 --> 00:24:08,690

only that you know why would a moving

575

00:24:13,629 --> 00:24:11,330

company not move IKEA furniture because

576

00:24:16,389 --> 00:24:13,639

it it doesn't stay together it's

577

00:24:20,500 --> 00:24:16,399

disposable and we're in a disposable

578

00:24:24,610 --> 00:24:20,510

society but you know I'm hoping to see

579

00:24:28,000 --> 00:24:24,620

that the trend will go back to you know

580

00:24:33,279 --> 00:24:28,010

the green part of people interested in

581

00:24:34,750 --> 00:24:33,289

furniture I have seen a I it seems to me

582

00:24:37,720 --> 00:24:34,760

that I have seen a little bit of a rise

583

00:24:39,970 --> 00:24:37,730

of that in the last year or two that

584

00:24:42,070 --> 00:24:39,980

know where younger people are getting

585

00:24:44,769 --> 00:24:42,080

involved I see some good interest in

586

00:24:46,779 --> 00:24:44,779

American classic American fifties you

587

00:24:49,410 --> 00:24:46,789

know I think L Charles Eames my entire

588

00:24:53,400 --> 00:24:49,420

career high watermark for

589

00:24:55,740 --> 00:24:53,410

price-wise of probably 2002 three and

590

00:24:58,260 --> 00:24:55,750

then it went down I've continued to sell

591

00:25:00,470 --> 00:24:58,270

it you know part of our investment in in

592

00:25:04,140 --> 00:25:00,480

in our websites and the digitisation

593

00:25:07,380 --> 00:25:04,150

allows us to reach this younger audience

594

00:25:09,810 --> 00:25:07,390

and you know I've seen a lot of young

595

00:25:12,480 --> 00:25:09,820

people now one in an original Eames

596

00:25:15,900 --> 00:25:12,490

chair one in that patina wanting to feel

597

00:25:17,070 --> 00:25:15,910

the real thing and I think a lot you

598

00:25:19,350 --> 00:25:17,080

know I think you can spend a lot of time

599

00:25:21,600 --> 00:25:19,360

saying Millennials are going to collect

600

00:25:24,510 --> 00:25:21,610

I think the natural demographic for

601  
00:25:26,640 --> 00:25:24,520  
people is here to collect our older when

602  
00:25:28,830 --> 00:25:26,650  
they're in their 40s and 50s and they

603  
00:25:33,210 --> 00:25:28,840  
start to have a morphs Norman and sense

604  
00:25:35,220 --> 00:25:33,220  
I think that just the the appeal of you

605  
00:25:37,170 --> 00:25:35,230  
see it in the art market you know the

606  
00:25:39,570 --> 00:25:37,180  
the the the desire to live with

607  
00:25:42,270 --> 00:25:39,580  
beautiful things is deeply human and I'm

608  
00:25:43,980 --> 00:25:42,280  
not I'm not so worried about that you

609  
00:25:47,070 --> 00:25:43,990  
know what those beautiful things are

610  
00:25:53,480 --> 00:25:47,080  
might change and we will change with it

611  
00:25:57,300 --> 00:25:53,490  
or we out of work we're changing yeah

612  
00:26:00,990 --> 00:25:57,310  
one of the things I you know I'll give

613  
00:26:02,580 --> 00:26:01,000

my opinion and like to hear yours is you

614

00:26:04,050 --> 00:26:02,590

know I've met a lot of you know

615

00:26:06,260 --> 00:26:04,060

collectors over the years and had

616

00:26:08,850 --> 00:26:06,270

conversations and one of the things they

617

00:26:12,390 --> 00:26:08,860

enjoyed the most was the hunt

618

00:26:15,600 --> 00:26:12,400

you know boots on the ground hunt and

619

00:26:17,490 --> 00:26:15,610

now we have the internet and you know

620

00:26:20,340 --> 00:26:17,500

eBay has certainly changed a lot of

621

00:26:22,860 --> 00:26:20,350

things you know I wouldn't want to be in

622

00:26:25,470 --> 00:26:22,870

the Hummel market and you know priority

623

00:26:25,920 --> 00:26:25,480

eBay or Roosevelt pottery or something

624

00:26:29,160 --> 00:26:25,930

like that

625

00:26:32,910 --> 00:26:29,170

but do you think that losing the chase

626  
00:26:35,550 --> 00:26:32,920  
the physical chase has affected value

627  
00:26:37,320 --> 00:26:35,560  
and the other the other side of that

628  
00:26:38,700 --> 00:26:37,330  
coin is a lot of people see something

629  
00:26:40,200 --> 00:26:38,710  
now because of the internet they would

630  
00:26:41,460 --> 00:26:40,210  
have never seen it before I mean what

631  
00:26:41,790 --> 00:26:41,470  
are your thoughts on that either one of

632  
00:26:43,860 --> 00:26:41,800  
you

633  
00:26:46,800 --> 00:26:43,870  
I think the chase is still the same I

634  
00:26:49,980 --> 00:26:46,810  
mean I think you we can pine for the

635  
00:26:52,050 --> 00:26:49,990  
past and think about you know you know I

636  
00:26:53,670 --> 00:26:52,060  
used to pick in Brimfield and those are

637  
00:26:54,240 --> 00:26:53,680  
early mornings watching the Sun come up

638  
00:26:56,310 --> 00:26:54,250

and they

639

00:26:58,020 --> 00:26:56,320

eternal optimism of finding a great

640

00:26:59,710 --> 00:26:58,030

piece set out in front of you and and

641

00:27:01,140 --> 00:26:59,720

more often than not

642

00:27:03,970 --> 00:27:01,150

happening before at the end of the day

643

00:27:07,840 --> 00:27:03,980

you know that was an amazing time but

644

00:27:10,600 --> 00:27:07,850

you know it's fun I can geek out looking

645

00:27:12,789 --> 00:27:10,610

in you know auctions in Germany now and

646

00:27:14,590 --> 00:27:12,799

looking at weird stuff you can point I

647

00:27:17,289 --> 00:27:14,600

look at look at Japanese art from the

648

00:27:20,320 --> 00:27:17,299

70s and you can buy in Japan that is

649

00:27:22,450 --> 00:27:20,330

really not very expensive you know so

650

00:27:24,850 --> 00:27:22,460

the whole world is available to you and

651

00:27:26,980 --> 00:27:24,860

if you you know if you if you get into

652

00:27:29,470 --> 00:27:26,990

collecting you know then you can you can

653

00:27:32,140 --> 00:27:29,480

actually you kinda have to raise the bar

654

00:27:34,720 --> 00:27:32,150

you just if you want Hummels yeah see

655

00:27:36,580 --> 00:27:34,730

uh-huh but you know I think it gets you

656

00:27:39,850 --> 00:27:36,590

to focus if you're into like obscure

657

00:27:41,649 --> 00:27:39,860

weird stuff you can find it now the

658

00:27:44,200 --> 00:27:41,659

chase I went to Brimfield

659

00:27:46,510 --> 00:27:44,210

this wasn't say 78 I spent three days of

660

00:27:49,779 --> 00:27:46,520

Renfield and I'm not exaggerating I

661

00:27:51,220 --> 00:27:49,789

filled a Chevy cargo van with about a

662

00:27:53,380 --> 00:27:51,230

hundred and eighty five pieces of

663

00:27:55,390 --> 00:27:53,390

American art pottery in three days I

664

00:27:58,690 --> 00:27:55,400

went back three years later I bought

665

00:28:01,840 --> 00:27:58,700

four pieces we're talking we're talking

666

00:28:03,820 --> 00:28:01,850

by eighty that that should had sailed so

667

00:28:06,730 --> 00:28:03,830

the chase but the chase didn't end then

668

00:28:08,950 --> 00:28:06,740

it just changed and and as Richard said

669

00:28:10,870 --> 00:28:08,960

now we could shop at an auction in

670

00:28:12,340 --> 00:28:10,880

Germany if he wants but what I think is

671

00:28:14,260 --> 00:28:12,350

also the case and I'll tie Antiques

672

00:28:16,000 --> 00:28:14,270

Roadshow into this when we first started

673

00:28:17,770 --> 00:28:16,010

to an Antiques Roadshow in the late 90s

674

00:28:21,279 --> 00:28:17,780

and we're about to start a 25th year

675

00:28:25,210 --> 00:28:21,289

doing Roadshow they would those send us

676

00:28:27,399 --> 00:28:25,220

now an appraisal we did 20 22 years ago

677

00:28:29,200 --> 00:28:27,409

to edit it because it's gonna reuse it

678

00:28:30,970 --> 00:28:29,210

right and it comes it's that long

679

00:28:33,730 --> 00:28:30,980

there's two paragraphs that's what the

680

00:28:35,350 --> 00:28:33,740

appraisal was because people didn't know

681

00:28:36,880 --> 00:28:35,360

what they had so that it could be Mark

682

00:28:40,180 --> 00:28:36,890

Ruby pottery they wouldn't know that if

683

00:28:42,340 --> 00:28:40,190

he screw B well starting in 2003-2004

684

00:28:44,470 --> 00:28:42,350

the people come in and they knew oh this

685

00:28:46,060 --> 00:28:44,480

is a piece of pottery is made in 1905

686

00:28:47,350 --> 00:28:46,070

that's where there is the signature and

687

00:28:48,850 --> 00:28:47,360

the last one so for that all this

688

00:28:50,620 --> 00:28:48,860

information well you should see the

689

00:28:53,830 --> 00:28:50,630

appraisal lengths now from the early

690

00:28:55,210 --> 00:28:53,840

two-thousands on this law because we

691

00:28:56,500 --> 00:28:55,220

couldn't just say oh that's a piece of

692

00:28:59,140 --> 00:28:56,510

groovy pottery made in Boston

693

00:29:00,669 --> 00:28:59,150

Massachusetts it's worth \$2,000 now we

694

00:29:02,620 --> 00:29:00,679

had to tell him what groovy pottery was

695

00:29:03,399 --> 00:29:02,630

why was groovy pottery in Boston

696

00:29:04,659 --> 00:29:03,409

Massachusetts

697

00:29:07,029 --> 00:29:04,669

what happened there that caused us

698

00:29:08,860 --> 00:29:07,039

pottery to be created and how does this

699

00:29:10,870 --> 00:29:08,870

piece relate to the other pottery made

700

00:29:12,460 --> 00:29:10,880

in Boston at that time now you're really

701

00:29:14,110 --> 00:29:12,470

telling the story and what

702

00:29:15,940 --> 00:29:14,120

is that people are becoming more

703

00:29:18,180 --> 00:29:15,950

intelligent we're really the ones who

704

00:29:20,080 --> 00:29:18,190

are interested are drilling down and

705

00:29:21,880 --> 00:29:20,090

understanding the nuances of the

706

00:29:23,380 --> 00:29:21,890

material as never before because it's

707

00:29:25,270 --> 00:29:23,390

informations on the internet it's out

708

00:29:26,830 --> 00:29:25,280

there yeah you could you want to see

709

00:29:28,330 --> 00:29:26,840

what greedy pottery looks like if you

710

00:29:30,880 --> 00:29:28,340

were to spend about three hours you can

711

00:29:32,500 --> 00:29:30,890

probably look at about 2,000 pieces of

712

00:29:35,290 --> 00:29:32,510

groovy pottery by searching auction

713

00:29:36,910 --> 00:29:35,300

websites seeing what they look like what

714

00:29:38,800 --> 00:29:36,920

they were estimated for and how much

715

00:29:41,200 --> 00:29:38,810

they sold for that information wasn't it

716

00:29:42,730 --> 00:29:41,210

that was a generation ago so that's a

717

00:29:45,790 --> 00:29:42,740

long answer to your question but I think

718

00:29:47,200 --> 00:29:45,800

as Whichard says the hunt has changed

719

00:29:48,010 --> 00:29:47,210

and it has favored that people have

720

00:29:50,260 --> 00:29:48,020

changed with it

721

00:29:53,590 --> 00:29:50,270

Wow wow that's really that's really

722

00:29:56,560 --> 00:29:53,600

interesting and as far as you know the

723

00:29:58,240 --> 00:29:56,570

the new collector someone that is just

724

00:30:01,150 --> 00:29:58,250

getting started

725

00:30:04,150 --> 00:30:01,160

what advice would be the one of you give

726

00:30:06,340 --> 00:30:04,160

them to get started well to David's

727

00:30:08,170 --> 00:30:06,350

point I think what's great is all the

728

00:30:10,840 --> 00:30:08,180

information out there actually gives

729

00:30:12,430 --> 00:30:10,850

more confidence to new collectors so I

730

00:30:14,500 --> 00:30:12,440

think if you can if you want to start

731

00:30:16,720 --> 00:30:14,510

collecting groovy pottery it's pretty

732

00:30:20,470 --> 00:30:16,730

easy to understand whether you're buying

733

00:30:23,080 --> 00:30:20,480

an aps VPS or CPS and approximately what

734

00:30:25,600 --> 00:30:23,090

you should be paying and that you know

735

00:30:29,050 --> 00:30:25,610

transparency and information actually

736

00:30:31,150 --> 00:30:29,060

build markets so in that sense it's a

737

00:30:33,130 --> 00:30:31,160

it's a real positive it makes it hard

738

00:30:35,650 --> 00:30:33,140

for Pickers because people do know that

739

00:30:36,970 --> 00:30:35,660

information is out there yeah but you

740

00:30:39,610 --> 00:30:36,980

know auction houses have played a huge

741

00:30:43,780 --> 00:30:39,620

role in educating the market in building

742

00:30:46,060 --> 00:30:43,790

the market as far as being harder for

743

00:30:47,710 --> 00:30:46,070

Pickers I mean so I I bought one hundred

744

00:30:49,600 --> 00:30:47,720

and eighty pieces of pottery Brimfield

745

00:30:52,270 --> 00:30:49,610

in three days right and I made X dollars

746

00:30:53,590 --> 00:30:52,280

I can buy one piece of pottery now I

747

00:30:55,630 --> 00:30:53,600

will make the same amount of money those

748

00:30:57,940 --> 00:30:55,640

180 would have brought me a profit

749

00:30:59,440 --> 00:30:57,950

because the information is that much

750

00:31:02,680 --> 00:30:59,450

more nuanced in the markets that much

751  
00:31:05,950 --> 00:31:02,690  
more evolved so I think that the I think

752  
00:31:07,120 --> 00:31:05,960  
it doesn't favor the lazy if you only do

753  
00:31:09,460 --> 00:31:07,130  
the work and if you're really good at

754  
00:31:12,820 --> 00:31:09,470  
this this information explosion that we

755  
00:31:15,220 --> 00:31:12,830  
see yes that's the qualitative dealers

756  
00:31:16,660 --> 00:31:15,230  
from qualitative auction houses yeah you

757  
00:31:18,790 --> 00:31:16,670  
know the only double edged sword er that

758  
00:31:20,680 --> 00:31:18,800  
is what when someone thinks they have

759  
00:31:23,680 --> 00:31:20,690  
something in front of them that is

760  
00:31:25,510 --> 00:31:23,690  
similar you know or reproduction you

761  
00:31:27,370 --> 00:31:25,520  
know I mean that there

762  
00:31:30,660 --> 00:31:27,380  
you know they have to learn the heart

763  
00:31:33,640 --> 00:31:30,670

the school of hard knocks that way oh

764

00:31:36,760 --> 00:31:33,650

yeah we've all done those things and

765

00:31:38,260 --> 00:31:36,770

letters that are all caps this is the

766

00:31:39,610 --> 00:31:38,270

best piece of issue we'll ever see in

767

00:31:41,970 --> 00:31:39,620

capital letters that's what I know

768

00:31:45,130 --> 00:31:41,980

immediately that's going to be difficult

769

00:31:46,150 --> 00:31:45,140

yeah that's right that's right all right

770

00:31:48,940 --> 00:31:46,160

so why don't you give out your

771

00:31:51,610 --> 00:31:48,950

information how people can get know well

772

00:31:55,390 --> 00:31:51,620

one last question you're still running

773

00:31:57,910 --> 00:31:55,400

running independent auctions separately

774

00:32:00,940 --> 00:31:57,920

or how does that work so we're one we

775

00:32:03,760 --> 00:32:00,950

are one company with a shared back-end

776

00:32:06,820 --> 00:32:03,770

and we're operating two separate brands

777

00:32:10,240 --> 00:32:06,830

with selective covariance that isn't

778

00:32:13,300 --> 00:32:10,250

confusing enough so you know the history

779

00:32:14,530 --> 00:32:13,310

that each of us have built up and it's a

780

00:32:16,900 --> 00:32:14,540

quirky business there are people that

781

00:32:19,030 --> 00:32:16,910

love doing business with Rago they want

782

00:32:21,160 --> 00:32:19,040

to go to Lambertville this is you know

783

00:32:22,810 --> 00:32:21,170

it feel really proud of this place and

784

00:32:24,670 --> 00:32:22,820

they personally love David because he's

785

00:32:26,470 --> 00:32:24,680

been doing it so long yeah you know

786

00:32:28,960 --> 00:32:26,480

never Wright has a different you know

787

00:32:31,060 --> 00:32:28,970

sort of Association so we're able to

788

00:32:33,520 --> 00:32:31,070

draw the best of both of our individual

789

00:32:36,970 --> 00:32:33,530

friends and then tomorrow we're doing in

790

00:32:39,640 --> 00:32:36,980

one of our an auction together which is

791

00:32:43,060 --> 00:32:39,650

a co-branded sale which I think really

792

00:32:46,540 --> 00:32:43,070

shows how we can collaborate in a public

793

00:32:49,270 --> 00:32:46,550

way or publicly merged we talk you don't

794

00:32:51,490 --> 00:32:49,280

make a right all the time but you know

795

00:32:55,270 --> 00:32:51,500

so two separate channels selective

796

00:32:57,640 --> 00:32:55,280

co-branding but you can reach us you

797

00:33:01,170 --> 00:32:57,650

email either either either web site

798

00:33:04,450 --> 00:33:01,180

you're gonna it all goes to the back

799

00:33:06,820 --> 00:33:04,460

we'll find you right as we're speaking

800

00:33:08,020 --> 00:33:06,830

here your Reiko right structure and

801  
00:33:10,930 --> 00:33:08,030  
ornament

802  
00:33:12,340 --> 00:33:10,940  
a notice came across my screen and you

803  
00:33:14,890 --> 00:33:12,350  
know it's a great example because mark

804  
00:33:18,540 --> 00:33:14,900  
MacDonald is is the curator of that

805  
00:33:21,160 --> 00:33:18,550  
auction a good friend of both of ours

806  
00:33:22,900 --> 00:33:21,170  
David knows him you know better than I

807  
00:33:27,460 --> 00:33:22,910  
do but I've admired mark for many

808  
00:33:29,230 --> 00:33:27,470  
decades we've both worked with mark but

809  
00:33:32,500 --> 00:33:29,240  
mark came to us to do this project

810  
00:33:34,450 --> 00:33:32,510  
because of the synergies of the merger

811  
00:33:36,820 --> 00:33:34,460  
you know he wanted the high production

812  
00:33:37,870 --> 00:33:36,830  
value he wanted to have the the

813  
00:33:38,530 --> 00:33:37,880

jewelry's previewing here in

814

00:33:40,510 --> 00:33:38,540

Lambertville

815

00:33:43,480 --> 00:33:40,520

one of these ghosts didn't want to be in

816

00:33:45,070 --> 00:33:43,490

the Midwest well and it's it's it's

817

00:33:48,010 --> 00:33:45,080

really worked so our teams have worked

818

00:33:49,720 --> 00:33:48,020

together Jay David has a jewelry team we

819

00:33:52,150 --> 00:33:49,730

don't have a jewelry T we have a design

820

00:33:54,250 --> 00:33:52,160

team so we it was a perfect

821

00:33:55,770 --> 00:33:54,260

collaboration and a really high style

822

00:33:57,010 --> 00:33:55,780

auction that's gotten a lot of attention

823

00:33:59,920 --> 00:33:57,020

Wow

824

00:34:03,100 --> 00:33:59,930

David I heard I've read a quote you were

825

00:34:06,370 --> 00:34:03,110

quoting from someone that said something

826  
00:34:09,610 --> 00:34:06,380  
about competitors do you remember that

827  
00:34:11,380 --> 00:34:09,620  
quote instead of competing cooperate oh

828  
00:34:12,930 --> 00:34:11,390  
that's Elbert Hubbard Elbert Hubbard

829  
00:34:15,400 --> 00:34:12,940  
says right yeah

830  
00:34:18,430 --> 00:34:15,410  
ideally in businesses cooperation not

831  
00:34:21,970 --> 00:34:18,440  
competition right X is more profitable

832  
00:34:23,470 --> 00:34:21,980  
and a lot more fun yeah not something

833  
00:34:24,970 --> 00:34:23,480  
many people ascribe to but it's

834  
00:34:26,650 --> 00:34:24,980  
something I believed in for a long long

835  
00:34:28,270 --> 00:34:26,660  
time and that was certainly was one of

836  
00:34:29,680 --> 00:34:28,280  
the driving factors behind my winning to

837  
00:34:31,480 --> 00:34:29,690  
merge excellent

838  
00:34:33,340 --> 00:34:31,490

all right you two thank you so much and

839

00:34:34,630 --> 00:34:33,350

I wish you the best of luck thank you

840

00:34:37,780 --> 00:34:34,640

this is great to talk to you thanks