



ANTIQUE • AUCTION
FORUM

www.AntiqueAuctionForum.com

...H...TIE'S

1
00:00:05,700 --> 00:00:19,320

[Music]

2
00:00:25,210 --> 00:00:22,300

hi everyone and welcome to the antique

3
00:00:27,760 --> 00:00:25,220

auction forum podcast I'm Martin will

4
00:00:30,670 --> 00:00:27,770

usher host we are certainly in trying

5
00:00:34,570 --> 00:00:30,680

times in this country and around the

6
00:00:38,530 --> 00:00:34,580

world and I decided to do a podcast I

7
00:00:41,890 --> 00:00:38,540

mentioned kind of the the focus on the

8
00:00:44,860 --> 00:00:41,900

podcast is this is time-stamped started

9
00:00:48,460 --> 00:00:44,870

I believe on March 31st recording with a

10
00:00:52,920 --> 00:00:48,470

few auction companies and it's currently

11
00:00:55,420 --> 00:00:52,930

April 4th 2020 and so it's a timestamp

12
00:00:58,660 --> 00:00:55,430

podcast talking about what is going on

13
00:01:02,560 --> 00:00:58,670

in the world and the world of antiques

14

00:01:05,590 --> 00:01:02,570

and fine arts auctions and where to move

15

00:01:10,719 --> 00:01:05,600

forward so the initial guest that I had

16

00:01:14,950 --> 00:01:10,729

is a Steve Fletcher and he is a partner

17

00:01:19,330 --> 00:01:14,960

and an American furniture specialist

18

00:01:22,149 --> 00:01:19,340

Skinner auction company in Boston and in

19

00:01:25,929 --> 00:01:22,159

the Boston area and then we go over to

20

00:01:29,349 --> 00:01:25,939

Wes Cowan who is out in the mid States

21

00:01:32,050 --> 00:01:29,359

in Ohio and we talked to him about what

22

00:01:34,840 --> 00:01:32,060

is what he is doing in his last auction

23

00:01:37,090 --> 00:01:34,850

results and then out to the west coast

24

00:01:39,849 --> 00:01:37,100

where I used to work at Claire's auction

25

00:01:44,139 --> 00:01:39,859

gallery in Oakland California and speak

26
00:01:48,550 --> 00:01:44,149
with Rick unruhe he is talking about his

27
00:01:50,950 --> 00:01:48,560
March sale and he has a optimistic view

28
00:01:53,980 --> 00:01:50,960
and also makes a lot of good points like

29
00:01:57,129 --> 00:01:53,990
the others the last segment in the show

30
00:01:59,760 --> 00:01:57,139
was with a longtime friend and he is a

31
00:02:02,800 --> 00:01:59,770
global picker actually Greg Willett and

32
00:02:05,649 --> 00:02:02,810
I'll be talking to him last and so I

33
00:02:09,279 --> 00:02:05,659
hope you all are healthy and are staying

34
00:02:17,690 --> 00:02:09,289
safe and we'll be right back with our

35
00:02:34,490 --> 00:02:30,250
[Music]

36
00:02:37,430 --> 00:02:34,500
all right so I'm on the line with Steven

37
00:02:40,040 --> 00:02:37,440
Fletcher and Steven is head of the

38
00:02:42,880 --> 00:02:40,050

Americana department at Skinner a

39

00:02:45,680 --> 00:02:42,890

longtime company with a great reputation

40

00:02:46,850 --> 00:02:45,690

welcome to the show Steve Thank You

41

00:02:50,600 --> 00:02:46,860

Martin appreciate it

42

00:02:54,050 --> 00:02:50,610

and just would you say that Skinner has

43

00:02:55,070 --> 00:02:54,060

been in business how long exactly oh my

44

00:03:01,550 --> 00:02:55,080

goodness

45

00:03:03,490 --> 00:03:01,560

fifty some odd years right and we've

46

00:03:06,740 --> 00:03:03,500

seen a lot of hurdles over the years

47

00:03:08,090 --> 00:03:06,750

with the downturn in the economy and

48

00:03:10,490 --> 00:03:08,100

different things happening and then

49

00:03:14,270 --> 00:03:10,500

never really the recovery of good

50

00:03:16,880 --> 00:03:14,280

American furniture or you know mediocre

51
00:03:20,750 --> 00:03:16,890
the furniture that is for the most part

52
00:03:26,420 --> 00:03:20,760
since 2008 this is a new one on all of

53
00:03:28,130 --> 00:03:26,430
us and how you doing there we're doing

54
00:03:31,400 --> 00:03:28,140
all right I think what we have to do is

55
00:03:31,970 --> 00:03:31,410
recognize this dramatically change the

56
00:03:36,250 --> 00:03:31,980
atmosphere

57
00:03:40,130 --> 00:03:36,260
and realize that it has to be dealt with

58
00:03:43,970 --> 00:03:40,140
in a new way so what we're doing

59
00:03:46,280 --> 00:03:43,980
currently is not that new to Skinner I

60
00:03:50,509 --> 00:03:46,290
don't mean the problem the problem is

61
00:03:53,990 --> 00:03:50,519
beyond anyone's belief but the way we're

62
00:03:56,390 --> 00:03:54,000
dealing with it is we have things to

63
00:03:59,690 --> 00:03:56,400

sell interesting things so for example

64

00:04:02,479 --> 00:03:59,700

the sale that the Americana Department

65

00:04:05,990 --> 00:04:02,489

has coming up was originally scheduled

66

00:04:10,400 --> 00:04:06,000

to be a live auction the first section

67

00:04:14,000 --> 00:04:10,410

on April 4 about 270 lives or so and

68

00:04:15,530 --> 00:04:14,010

then the second part would have been as

69

00:04:18,370 --> 00:04:15,540

it has been now traditionally for

70

00:04:22,099 --> 00:04:18,380

several years like a time to online sale

71

00:04:23,719 --> 00:04:22,109

and so we altered a little bit early on

72

00:04:25,490 --> 00:04:23,729

and decided to continue with a live

73

00:04:28,909 --> 00:04:25,500

auction not only we'd have an auctioneer

74

00:04:31,279 --> 00:04:28,919

but no audience mm-hmm so you have you

75

00:04:33,620 --> 00:04:31,289

know if you phone bidders absentee

76
00:04:35,810 --> 00:04:33,630
bidders people bidding online bid square

77
00:04:38,830 --> 00:04:35,820
skin alive and that's not all that

78
00:04:40,629 --> 00:04:38,840
different than live auctions and that is

79
00:04:43,030 --> 00:04:40,639
for one knows I think if they go to lots

80
00:04:45,400 --> 00:04:43,040
of sales you know the audience's or no

81
00:04:47,469 --> 00:04:45,410
we're as big as it used to be at least

82
00:04:50,379 --> 00:04:47,479
in person they're all out there you just

83
00:04:51,909 --> 00:04:50,389
can't see them yeah yeah that's going to

84
00:04:54,490 --> 00:04:51,919
be really you know I know you're the

85
00:04:55,990 --> 00:04:54,500
longtime auctioneer there as an

86
00:04:57,420 --> 00:04:56,000
auctioneer myself I'm gonna say that's

87
00:05:00,670 --> 00:04:57,430
gonna feel awkward

88
00:05:02,530 --> 00:05:00,680

to actually do do an auction where

89

00:05:04,810 --> 00:05:02,540

you're not actually you know you're

90

00:05:08,230 --> 00:05:04,820

talking to the phone bidders basically

91

00:05:09,969 --> 00:05:08,240

and absentee bidders and then you're

92

00:05:13,120 --> 00:05:09,979

talking to the online audience

93

00:05:15,490 --> 00:05:13,130

now do you actually do your auctions

94

00:05:17,640 --> 00:05:15,500

some auctioneers do the video as well

95

00:05:21,850 --> 00:05:17,650

live during the auction do you do that

96

00:05:23,920 --> 00:05:21,860

what we do is do not the video does not

97

00:05:26,650 --> 00:05:23,930

show the auctioneer but rather the

98

00:05:28,600 --> 00:05:26,660

object and there is a soundtrack so you

99

00:05:31,990 --> 00:05:28,610

can see what you can hear I should say

100

00:05:34,210 --> 00:05:32,000

what's happening in the room and people

101
00:05:37,840 --> 00:05:34,220
get a pretty sense because what they're

102
00:05:40,990 --> 00:05:37,850
hearing is live like a few seconds delay

103
00:05:43,690 --> 00:05:41,000
or whatever but in this case you know we

104
00:05:47,040 --> 00:05:43,700
finally reverted to an the whole auction

105
00:05:50,710 --> 00:05:47,050
will be conducted online a timed auction

106
00:05:53,590 --> 00:05:50,720
so the live part we decided to abandon

107
00:05:56,800 --> 00:05:53,600
that and simply go with the time to

108
00:05:58,930 --> 00:05:56,810
approach because it's proven to be very

109
00:06:01,450 --> 00:05:58,940
successful no I can speak for my

110
00:06:05,830 --> 00:06:01,460
department especially the online

111
00:06:08,250 --> 00:06:05,840
participation is most excellent people

112
00:06:10,560 --> 00:06:08,260
trust Skinner they give them good advice

113
00:06:14,110 --> 00:06:10,570

provide them with additional photographs

114

00:06:16,480 --> 00:06:14,120

condition reports and we work very hard

115

00:06:18,190 --> 00:06:16,490

at that and that's also something that

116

00:06:20,070 --> 00:06:18,200

isn't new to Skinner we've done that for

117

00:06:23,860 --> 00:06:20,080

many many years it's something Bob

118

00:06:28,950 --> 00:06:23,870

Skinner said he would do right from the

119

00:06:32,320 --> 00:06:28,960

get-go is represent property accurately

120

00:06:35,409 --> 00:06:32,330

citing its faults or its attributes you

121

00:06:37,480 --> 00:06:35,419

know yes so I think we have a if I may

122

00:06:42,310 --> 00:06:37,490

say so I think we have a very trusting

123

00:06:44,740 --> 00:06:42,320

relationship between our buyers they

124

00:06:47,920 --> 00:06:44,750

trust us to give them the this straight

125

00:06:50,260 --> 00:06:47,930

information and as a result there's been

126
00:06:52,600 --> 00:06:50,270
you know decades I think of goodwill

127
00:06:57,070 --> 00:06:52,610
produce as a result of that

128
00:07:00,070 --> 00:06:57,080
effort the last maybe two two options

129
00:07:03,429 --> 00:07:00,080
maybe three there have been more than a

130
00:07:05,409 --> 00:07:03,439
thousand bidders and let me tell you I

131
00:07:07,809 --> 00:07:05,419
was bidding in the room is concerns

132
00:07:09,249 --> 00:07:07,819
could have a major auction and like 38

133
00:07:11,649 --> 00:07:09,259
people show up and they don't stay that

134
00:07:16,059 --> 00:07:11,659
long that's right so those those bidders

135
00:07:17,740 --> 00:07:16,069
are out there and for guy that like me

136
00:07:21,700 --> 00:07:17,750
he was been at Skinner's ever since I

137
00:07:24,820 --> 00:07:21,710
was a teenager it's a it's a changed

138
00:07:27,760 --> 00:07:24,830

atmosphere you know very very early on

139

00:07:31,029 --> 00:07:27,770

to establish Skinner live so we had kind

140

00:07:34,089 --> 00:07:31,039

of a head start in that area of having

141

00:07:36,249 --> 00:07:34,099

our own website for bidding Skinner and

142

00:07:41,619 --> 00:07:36,259

it's proven to be a wonderful investment

143

00:07:44,379 --> 00:07:41,629

for us and it works what can I say

144

00:07:48,640 --> 00:07:44,389

can you explain to the person that may

145

00:07:51,820 --> 00:07:48,650

not be aware of how a timed auction

146

00:07:54,629 --> 00:07:51,830

works compared to a normal auction sure

147

00:07:59,170 --> 00:07:54,639

well in this case both second both

148

00:08:02,080 --> 00:07:59,180

sections of the sale begin at noon on

149

00:08:05,430 --> 00:08:02,090

April 4th the first part of the sale

150

00:08:09,909 --> 00:08:05,440

ends on April 13 at 7 p.m.

151
00:08:11,829 --> 00:08:09,919
second part ends April 15 at 7 p.m. and

152
00:08:14,290 --> 00:08:11,839
we staggered it a little bit because

153
00:08:18,700 --> 00:08:14,300
there's an awful lot of material there

154
00:08:20,409 --> 00:08:18,710
so it gives the folks who want to bid on

155
00:08:22,360 --> 00:08:20,419
a number of Lots a little greater

156
00:08:26,219 --> 00:08:22,370
opportunity a bigger window if you will

157
00:08:29,079 --> 00:08:26,229
to participate I can tell you from

158
00:08:31,390 --> 00:08:29,089
personal experience every once in a

159
00:08:33,490 --> 00:08:31,400
while something comes up at Skinner's

160
00:08:35,769 --> 00:08:33,500
that I would like to bid on so I have I

161
00:08:38,920 --> 00:08:35,779
have no advantage to work in there no

162
00:08:41,709 --> 00:08:38,930
inside information online I have no idea

163
00:08:43,389 --> 00:08:41,719

who is bidding but as a result somebody

164

00:08:45,069 --> 00:08:43,399

said well you know that you know that

165

00:08:49,480 --> 00:08:45,079

whole competitive atmosphere in the room

166

00:08:53,230 --> 00:08:49,490

is gone no it isn't I can tell you that

167

00:08:57,310 --> 00:08:53,240

it's very much alive on the Internet

168

00:08:58,360 --> 00:08:57,320

and and sometimes I win things and

169

00:09:01,000 --> 00:08:58,370

sometimes I don't

170

00:09:03,579 --> 00:09:01,010

times that I have won things I certainly

171

00:09:05,920 --> 00:09:03,589

have paid as much or more than I might

172

00:09:10,090 --> 00:09:05,930

have had I left a bid for example

173

00:09:12,280 --> 00:09:10,100

you really do get involved in the the I

174

00:09:13,870 --> 00:09:12,290

can't explain it it's that you don't

175

00:09:16,620 --> 00:09:13,880

know the competition that you don't know

176

00:09:19,150 --> 00:09:16,630

who you're bidding against and so it

177

00:09:21,760 --> 00:09:19,160

creates this atmosphere in which I know

178

00:09:23,949 --> 00:09:21,770

I feel like oh my god it's it's it's a

179

00:09:27,220 --> 00:09:23,959

little stressful but it's exciting and

180

00:09:28,750 --> 00:09:27,230

that's actually that echos very much the

181

00:09:30,970 --> 00:09:28,760

way I think people feel about live

182

00:09:32,470 --> 00:09:30,980

auctions you know you're vying for a

183

00:09:36,190 --> 00:09:32,480

thing you're holding your paddle up and

184

00:09:39,519 --> 00:09:36,200

and you see you see your contemporaries

185

00:09:41,889 --> 00:09:39,529

around you bidding as well the unknown

186

00:09:44,019 --> 00:09:41,899

thing here is who are my contemporaries

187

00:09:47,680 --> 00:09:44,029

you have no idea who's bidding that's

188

00:09:50,139 --> 00:09:47,690

wrong so it's worked it's worked very

189

00:09:52,170 --> 00:09:50,149

well for us and in fact we have said on

190

00:09:55,720 --> 00:09:52,180

occasion gee I think that brought money

191

00:09:58,449 --> 00:09:55,730

online that it would have live I think

192

00:10:00,790 --> 00:09:58,459

the pace of furniture for example buying

193

00:10:02,889 --> 00:10:00,800

a piece of furniture is a you know it's

194

00:10:05,230 --> 00:10:02,899

a fairly major decision it takes up a

195

00:10:09,760 --> 00:10:05,240

lot of space in a room and it's a very

196

00:10:11,949 --> 00:10:09,770

important part of someone's decorative

197

00:10:14,769 --> 00:10:11,959

scheme of their collection so the idea

198

00:10:17,500 --> 00:10:14,779

of giving people days to think about it

199

00:10:21,090 --> 00:10:17,510

and sometimes what I've done I'll take

200

00:10:23,710 --> 00:10:21,100

an image from a skinner catalog and

201
00:10:26,860 --> 00:10:23,720
there it is on my phone and I literally

202
00:10:28,840 --> 00:10:26,870
will stand I've done this with paintings

203
00:10:30,940 --> 00:10:28,850
standing in the corner of a room and you

204
00:10:34,900 --> 00:10:30,950
can kind of visualize the picture on the

205
00:10:38,800 --> 00:10:34,910
wall and think you know that would work

206
00:10:40,210 --> 00:10:38,810
or wouldn't work so maybe let a lot of

207
00:10:43,660 --> 00:10:40,220
other people do that I don't I have no

208
00:10:46,960 --> 00:10:43,670
idea I would think they would so as far

209
00:10:50,560 --> 00:10:46,970
as this sale is concerned we've had lots

210
00:10:55,600 --> 00:10:50,570
of interest and I'm looking at help

211
00:10:59,170 --> 00:10:55,610
scout and all these increase come in and

212
00:11:01,750 --> 00:10:59,180
they today they continue to come in from

213
00:11:03,970 --> 00:11:01,760

a variety of people all over the place

214

00:11:07,000 --> 00:11:03,980

and I must admit a lot I don't know who

215

00:11:08,860 --> 00:11:07,010

a lot of these people are they ask good

216

00:11:11,380 --> 00:11:08,870

questions well there's a lot of people

217

00:11:13,300 --> 00:11:11,390

sitting at home right now this is a part

218

00:11:15,610 --> 00:11:13,310

you know most of my podcasts are just

219

00:11:17,980 --> 00:11:15,620

either kind of timeless but this one's

220

00:11:19,000 --> 00:11:17,990

definitely time stamped because of what

221

00:11:22,569 --> 00:11:19,010

we're going through

222

00:11:26,110 --> 00:11:22,579

but it's the time to podcast that's

223

00:11:29,319 --> 00:11:26,120

right so in a timed auction would people

224

00:11:31,120 --> 00:11:29,329

bid like does it have like a closing bid

225

00:11:34,689 --> 00:11:31,130

where you just have to bid before then

226

00:11:39,460 --> 00:11:34,699

or just like a regular auction well what

227

00:11:41,530 --> 00:11:39,470

happens is that normally the closure of

228

00:11:44,410 --> 00:11:41,540

any given sale and your opportunity to

229

00:11:47,769 --> 00:11:44,420

bid is incremental so it doesn't all

230

00:11:49,689 --> 00:11:47,779

close at once it it closes incrementally

231

00:11:53,470 --> 00:11:49,699

until all of the Lots have finally been

232

00:11:55,720 --> 00:11:53,480

sold so if somebody says obviously they

233

00:11:57,430 --> 00:11:55,730

can't bid at the last second on five

234

00:11:59,889 --> 00:11:57,440

different Lots it's impossible we

235

00:12:02,860 --> 00:11:59,899

discovered that very early on so the

236

00:12:05,139 --> 00:12:02,870

sale closes over a period of time I mean

237

00:12:07,540 --> 00:12:05,149

I was in New Hampshire in Exeter on a

238

00:12:10,180 --> 00:12:07,550

house call and I thought how much time

239

00:12:13,269 --> 00:12:10,190

do I have between now and when I get

240

00:12:14,949 --> 00:12:13,279

home I live like what two and a half

241

00:12:17,560 --> 00:12:14,959

hours from there three hours I don't

242

00:12:19,810 --> 00:12:17,570

know so I figured out you know by the

243

00:12:22,569 --> 00:12:19,820

time this part of the sale ends I'll be

244

00:12:25,660 --> 00:12:22,579

home so when I get home I had 23 minutes

245

00:12:28,360 --> 00:12:25,670

to spare and I had two things I wanted

246

00:12:31,090 --> 00:12:28,370

to bid on so been a long drive so I

247

00:12:35,860 --> 00:12:31,100

poured a nice glass of Sauvignon Blanc

248

00:12:38,710 --> 00:12:35,870

and that was a mistake a little high a

249

00:12:41,800 --> 00:12:38,720

little bit I get pretty excited but I

250

00:12:44,050 --> 00:12:41,810

won the two lots and in retrospect I

251
00:12:45,819 --> 00:12:44,060
said to myself I paid him I paid more

252
00:12:47,530 --> 00:12:45,829
for those than I would have if I'd left

253
00:12:50,259 --> 00:12:47,540
a bid hmm

254
00:12:52,480 --> 00:12:50,269
it's so that's part of it at any rate it

255
00:12:54,879 --> 00:12:52,490
gives people a chance to bid throughout

256
00:12:57,189 --> 00:12:54,889
the sale it doesn't all end at once and

257
00:13:00,069 --> 00:12:57,199
there are instances where there's you

258
00:13:02,590 --> 00:13:00,079
know in the last day or two of any time

259
00:13:05,530 --> 00:13:02,600
to auction it sits as it is a live

260
00:13:09,370 --> 00:13:05,540
auction and as the hours come down to a

261
00:13:12,610 --> 00:13:09,380
precious few as it says in that song

262
00:13:15,699 --> 00:13:12,620
September's song I think anyway the bids

263
00:13:17,500 --> 00:13:15,709

start coming fast and furious and you

264

00:13:20,319 --> 00:13:17,510

literally can see them change before

265

00:13:22,720 --> 00:13:20,329

your eyes no one is aware of what

266

00:13:27,189 --> 00:13:22,730

anybody else is bidding and with with

267

00:13:29,679 --> 00:13:27,199

Skinner's website it'll simply say in

268

00:13:31,870 --> 00:13:29,689

green high bid so you know you're good

269

00:13:32,680 --> 00:13:31,880

well then you wonder we go back it said

270

00:13:35,199 --> 00:13:32,690

you've been outbid

271

00:13:39,220 --> 00:13:35,209

please bit again so you have a choice of

272

00:13:40,809 --> 00:13:39,230

bidding again it's it's pretty easy when

273

00:13:44,259 --> 00:13:40,819

there's a lot of interests let's say in

274

00:13:45,670 --> 00:13:44,269

a particularly rare lot and there are a

275

00:13:49,900 --> 00:13:45,680

lot of bits stacking up almost

276

00:13:52,720 --> 00:13:49,910

simultaneously that particular lot the

277

00:13:55,720 --> 00:13:52,730

closing time will be extended sometimes

278

00:13:57,939 --> 00:13:55,730

5 minutes or more because as long as the

279

00:13:59,439 --> 00:13:57,949

bids are coming and you're not waiting a

280

00:14:02,319 --> 00:13:59,449

long time but you know you can wait a

281

00:14:04,059 --> 00:14:02,329

minute or two for others it's yet again

282

00:14:06,790 --> 00:14:04,069

another opportunity for somebody that

283

00:14:09,249 --> 00:14:06,800

you know take a deep breath and say ok I

284

00:14:13,090 --> 00:14:09,259

got to do it now or not you know it

285

00:14:15,220 --> 00:14:13,100

works well it's successful yeah that

286

00:14:18,160 --> 00:14:15,230

probably really sounds a an interesting

287

00:14:20,019 --> 00:14:18,170

way to bid now what about for the people

288

00:14:22,780 --> 00:14:20,029

that are watching this on youtube you

289

00:14:24,490 --> 00:14:22,790

can see this beautiful chest of drawers

290

00:14:28,150 --> 00:14:24,500

that you're standing you're kneeling

291

00:14:30,790 --> 00:14:28,160

next to just a gorgeous piece that's

292

00:14:34,119 --> 00:14:30,800

sold for an enormous amount of money

293

00:14:36,009 --> 00:14:34,129

only last November you can talk briefly

294

00:14:38,559 --> 00:14:36,019

about that but I wanted to know what you

295

00:14:40,990 --> 00:14:38,569

thought the future or the contemporary

296

00:14:43,600 --> 00:14:41,000

times of right now how do you think

297

00:14:46,569 --> 00:14:43,610

furniture is going to fare online when

298

00:14:49,269 --> 00:14:46,579

they're shipping or do you think that

299

00:14:52,329 --> 00:14:49,279

the local people will come and pick up

300

00:14:56,550 --> 00:14:52,339

the really fine local locally made

301
00:15:00,309 --> 00:14:56,560
period pieces yeah I suspect that people

302
00:15:02,679 --> 00:15:00,319
people will come and pick things up

303
00:15:05,620 --> 00:15:02,689
maybe a little bit of delay it depends

304
00:15:07,840 --> 00:15:05,630
on just what Charlie Brown our governor

305
00:15:13,540 --> 00:15:07,850
says about access to any business for

306
00:15:15,429 --> 00:15:13,550
that matter but I know that someone came

307
00:15:18,400 --> 00:15:15,439
to look at a couple things and the

308
00:15:19,780 --> 00:15:18,410
things were brought outside and they

309
00:15:24,490 --> 00:15:19,790
said this is even better there's more

310
00:15:27,730 --> 00:15:24,500
light but the but the you know the

311
00:15:29,619 --> 00:15:27,740
high-res images are really good so in

312
00:15:32,319 --> 00:15:29,629
many instances let's say somebody wants

313
00:15:34,660 --> 00:15:32,329

to buy up I don't know there's there's a

314

00:15:36,549 --> 00:15:34,670

really in the sale as a lovely Tiger

315

00:15:39,610 --> 00:15:36,559

maple Massachusetts Queen and

316

00:15:42,249 --> 00:15:39,620

dressing-table and it has like a compass

317

00:15:46,090 --> 00:15:42,259

Mariners compass only on the top it's

318

00:15:46,570 --> 00:15:46,100

the sweetest thing people will ask for a

319

00:15:48,519 --> 00:15:46,580

name

320

00:15:49,720 --> 00:15:48,529

I want to see the end on the top take

321

00:15:51,550 --> 00:15:49,730

the drawers on I want to see the

322

00:15:52,870 --> 00:15:51,560

underside of the top I want to see the

323

00:15:54,310 --> 00:15:52,880

construction of the drawers can you show

324

00:15:57,310 --> 00:15:54,320

me the dovetailing can you show me the

325

00:15:59,350 --> 00:15:57,320

bottoms on the pendants original the

326

00:16:01,870 --> 00:15:59,360

brass is original in this case the

327

00:16:03,720 --> 00:16:01,880

brasses are later than the piece and

328

00:16:06,970 --> 00:16:03,730

would think that Paige's pieces made in

329

00:16:09,640 --> 00:16:06,980

1730 or 40 the brasses are really cool

330

00:16:11,410 --> 00:16:09,650

at some point somebody modernized the

331

00:16:14,620 --> 00:16:11,420

piece if you will probably had little

332

00:16:18,220 --> 00:16:14,630

Queen in tiny breasts at some point this

333

00:16:21,070 --> 00:16:18,230

now has very attractive federal grasses

334

00:16:23,110 --> 00:16:21,080

and at far as I'm concerned it jazz is

335

00:16:24,940 --> 00:16:23,120

the piece up a little bit more didn't

336

00:16:26,920 --> 00:16:24,950

need any help but at any rate but the

337

00:16:29,320 --> 00:16:26,930

brasses are nifty they have like an

338

00:16:33,070 --> 00:16:29,330

embossed beehive and it says nothing

339

00:16:35,530 --> 00:16:33,080

without labor hmm so those are really I

340

00:16:39,220 --> 00:16:35,540

don't think they're a negative myself

341

00:16:42,370 --> 00:16:39,230

any rate if someone is interested in

342

00:16:45,040 --> 00:16:42,380

that they can ask for whatever they want

343

00:16:46,600 --> 00:16:45,050

as far as images are concerned in the

344

00:16:48,640 --> 00:16:46,610

end you know when somebody said what do

345

00:16:50,740 --> 00:16:48,650

you think I mean a lot of it just has to

346

00:16:53,950 --> 00:16:50,750

do I guess with experience one's

347

00:16:56,829 --> 00:16:53,960

personal case it's a judgment call it's

348

00:17:01,270 --> 00:16:56,839

subjective - I mean is this in really

349

00:17:04,750 --> 00:17:01,280

great condition I think it is and it's

350

00:17:06,429 --> 00:17:04,760

true in my opinion and hopefully it

351
00:17:11,919 --> 00:17:06,439
would be echoed in the person asking the

352
00:17:17,020 --> 00:17:11,929
question yeah mm-hmm well I guess we'll

353
00:17:22,120 --> 00:17:17,030
end on this question are you optimistic

354
00:17:27,760 --> 00:17:22,130
that we can keep carrying on at this

355
00:17:33,419 --> 00:17:27,770
time and should still consider selling

356
00:17:36,310 --> 00:17:33,429
and I think with people in the auction

357
00:17:39,280 --> 00:17:36,320
industry are looking at currently is

358
00:17:41,830 --> 00:17:39,290
just results of recent sales mm-hmm I

359
00:17:44,940 --> 00:17:41,840
think Jeffrey Evans had a sale of 19th

360
00:17:48,669 --> 00:17:44,950
century lighting just what two days ago

361
00:17:51,850 --> 00:17:48,679
it went it went well

362
00:17:55,360 --> 00:17:51,860
Skinner had a sale of militaria with

363
00:17:59,090 --> 00:17:55,370

some very interesting historically

364

00:18:02,150 --> 00:17:59,100

important stuff that went very well

365

00:18:05,120 --> 00:18:02,160

Cowan had a sale I heard good reports

366

00:18:08,930 --> 00:18:05,130

about that there's a lot of interest out

367

00:18:13,460 --> 00:18:08,940

there and I think people still want to

368

00:18:16,480 --> 00:18:13,470

collect I think if you're you know if

369

00:18:20,720 --> 00:18:16,490

you dyed-in-the-wool collector it's like

370

00:18:23,240 --> 00:18:20,730

nothing's gonna stop me well I hope

371

00:18:27,470 --> 00:18:23,250

that's the attitude yes so the only

372

00:18:30,500 --> 00:18:27,480

thing I can say about this particular

373

00:18:33,440 --> 00:18:30,510

sale is that the enquiries are coming in

374

00:18:35,210 --> 00:18:33,450

nicely and there aren't par with other

375

00:18:38,840 --> 00:18:35,220

sales where we didn't have this big

376

00:18:42,649 --> 00:18:38,850

problem out there so I'm so cautiously

377

00:18:45,919 --> 00:18:42,659

optimistic and I think the auction

378

00:18:48,110 --> 00:18:45,929

business in the last 20 years as we've

379

00:18:50,450 --> 00:18:48,120

all seen has adapted to all kinds of

380

00:18:52,250 --> 00:18:50,460

changes I mean the first sales I worked

381

00:18:52,700 --> 00:18:52,260

at it's guys we didn't have telephone

382

00:18:54,890 --> 00:18:52,710

bids

383

00:18:58,039 --> 00:18:54,900

that's wrangling and there were absentee

384

00:19:02,230 --> 00:18:58,049

bids and then came telephone and then

385

00:19:05,830 --> 00:19:02,240

came the internet well we had fax bids -

386

00:19:09,649 --> 00:19:05,840

exactly and it's square for example

387

00:19:11,570 --> 00:19:09,659

those are all means by which a very

388

00:19:15,680 --> 00:19:11,580

diverse audience can at least access

389

00:19:18,380 --> 00:19:15,690

information about your sale so I have

390

00:19:20,000 --> 00:19:18,390

not heard about any sale and the past I

391

00:19:23,720 --> 00:19:20,010

mean it seems like a week now it seems

392

00:19:26,570 --> 00:19:23,730

like a year but I haven't heard about

393

00:19:30,230 --> 00:19:26,580

any sales that haven't gone well

394

00:19:32,750 --> 00:19:30,240

at this juncture which is reassuring

395

00:19:34,700 --> 00:19:32,760

it's almost like a snowstorm

396

00:19:37,669 --> 00:19:34,710

everyone thinks no one else is going to

397

00:19:39,890 --> 00:19:37,679

be there and everybody's there in a way

398

00:19:42,200 --> 00:19:39,900

that's kind of how I'm seeing that's an

399

00:19:45,620 --> 00:19:42,210

interesting analogy because many years

400

00:19:49,190 --> 00:19:45,630

ago oh this is a decades ago we had a

401
00:19:50,990 --> 00:19:49,200
sale of Shaker material and these two

402
00:19:55,700 --> 00:19:51,000
brothers in New Hampshire had collected

403
00:20:01,279 --> 00:19:55,710
material and there was a terrible

404
00:20:03,350 --> 00:20:01,289
snowstorm but Skinner had said I think

405
00:20:06,169 --> 00:20:03,360
he'd learned in an earlier occasion many

406
00:20:07,820 --> 00:20:06,179
many years ago before this we had a used

407
00:20:09,799 --> 00:20:07,830
to have a sale like that they have to

408
00:20:11,720 --> 00:20:09,809
think Thanksgiving and the weather was

409
00:20:13,010 --> 00:20:11,730
terrible so he cancelled that well all

410
00:20:14,300 --> 00:20:13,020
these people showed up

411
00:20:16,610 --> 00:20:14,310
and they had come from tremendous

412
00:20:18,860 --> 00:20:16,620
distances and they were mad as hell

413
00:20:20,060 --> 00:20:18,870

Wow let's Kinnison we're not gonna we're

414

00:20:22,000 --> 00:20:20,070

not gonna do this any we're not going to

415

00:20:24,620 --> 00:20:22,010

postpone an auction because of weather

416

00:20:27,470 --> 00:20:24,630

so going back to the shaker sale

417

00:20:30,650 --> 00:20:27,480

horrible snows to him we lost her power

418

00:20:33,260 --> 00:20:30,660

we had a gasoline power generator that

419

00:20:34,970 --> 00:20:33,270

it's just off light I mean this is

420

00:20:38,450 --> 00:20:34,980

before computers you have to worry about

421

00:20:40,850 --> 00:20:38,460

the internet access any written sale was

422

00:20:43,160 --> 00:20:40,860

a big success so many people showed up

423

00:20:47,960 --> 00:20:43,170

and it was it was like sort of this

424

00:20:50,720 --> 00:20:47,970

almost a party atmosphere yes yes yeah I

425

00:20:54,140 --> 00:20:50,730

don't know this is yeah I think well

426

00:20:55,940 --> 00:20:54,150

weather this storm too we have a lot of

427

00:20:58,400 --> 00:20:55,950

people as Skinner's who have been there

428

00:21:02,540 --> 00:20:58,410

for years and people like the work they

429

00:21:06,590 --> 00:21:02,550

do it's a happy place to work so it's

430

00:21:08,720 --> 00:21:06,600

you know not an easy business yeah yeah

431

00:21:10,520 --> 00:21:08,730

it's uh it's it's harder as the

432

00:21:12,770 --> 00:21:10,530

technology you think it would go the

433

00:21:14,570 --> 00:21:12,780

other way around but it's it's a lot of

434

00:21:17,780 --> 00:21:14,580

work to make sure people have the right

435

00:21:19,190 --> 00:21:17,790

information thank you so much Stevens

436

00:21:20,290 --> 00:21:19,200

been a real pleasure talking to you as

437

00:21:23,780 --> 00:21:20,300

always

438

00:21:31,410 --> 00:21:23,790

Thank You Martin and I appreciate your

439

00:21:46,800 --> 00:21:43,940

[Music]

440

00:21:49,200 --> 00:21:46,810

my guest now is Wes Cowan

441

00:21:51,420 --> 00:21:49,210

how are you Wes I'm great how are you

442

00:21:53,040 --> 00:21:51,430

today some of my longtime listeners

443

00:21:58,430 --> 00:21:53,050

might remember you are in the show long

444

00:22:09,210 --> 00:22:05,370

surprised well we we were talking about

445

00:22:12,540 --> 00:22:09,220

your history detective show mostly which

446

00:22:15,180 --> 00:22:12,550

I teach in history yeah that's too bad

447

00:22:16,830 --> 00:22:15,190

because that that that show was I love

448

00:22:19,320 --> 00:22:16,840

that show and I thought you couldn't

449

00:22:21,360 --> 00:22:19,330

have a better job than do something like

450

00:22:21,810 --> 00:22:21,370

you were doing it just seemed like so

451
00:22:24,120 --> 00:22:21,820
much fun

452
00:22:27,860 --> 00:22:24,130
I mean that's one of the funnest parts

453
00:22:32,180 --> 00:22:27,870
you know researching these things and

454
00:22:41,340 --> 00:22:32,190
that's too bad the play reruns out there

455
00:22:43,710 --> 00:22:41,350
yeah sure yeah well we are in

456
00:22:45,570 --> 00:22:43,720
interesting times unfortunately and like

457
00:22:47,510 --> 00:22:45,580
I mentioned to Steve Fletcher who was

458
00:22:50,490 --> 00:22:47,520
just on you know this is a time-stamped

459
00:22:52,920 --> 00:22:50,500
podcast when generally podcasts can be

460
00:22:55,440 --> 00:22:52,930
up for years and you know they they kind

461
00:22:57,570 --> 00:22:55,450
of still work everything you know seems

462
00:22:59,280 --> 00:22:57,580
like you could listen to it yesterday or

463
00:23:01,020 --> 00:22:59,290

three years from now this one is

464

00:23:03,840 --> 00:23:01,030

definitely time-stamped because we're in

465

00:23:08,730 --> 00:23:03,850

this situation we are in today which is

466

00:23:11,130 --> 00:23:08,740

is pretty scary but here we are we have

467

00:23:15,540 --> 00:23:11,140

to move forward in business and I

468

00:23:18,510 --> 00:23:15,550

watched your auction was a a week and a

469

00:23:24,450 --> 00:23:18,520

half ago or was it wicked 20th of March

470

00:23:27,240 --> 00:23:24,460

yes it was brilliant it went it went it

471

00:23:29,340 --> 00:23:27,250

went incredibly well and sorry I wanted

472

00:23:31,530 --> 00:23:29,350

you to talk what do you what do you

473

00:23:34,350 --> 00:23:31,540

think is up you think that's going to

474

00:23:37,380 --> 00:23:34,360

maintain and and what did you do

475

00:23:45,710 --> 00:23:37,390

differently to make that auction work

476

00:23:49,710 --> 00:23:45,720

the way it did all of us know that that

477

00:23:53,400 --> 00:23:49,720

there's no such thing as a live auction

478

00:23:54,570 --> 00:23:53,410

before a gallery of bidders anymore not

479

00:23:57,299 --> 00:23:54,580

until this

480

00:23:59,940 --> 00:23:57,309

blows by us or blows through us or

481

00:24:03,720 --> 00:23:59,950

whatever we're going to call it but we

482

00:24:07,230 --> 00:24:03,730

were very cognizant of that before the

483

00:24:12,320 --> 00:24:07,240

sale and we made quite a bit of effort

484

00:24:15,960 --> 00:24:12,330

to encourage our bidders to bid online

485

00:24:18,060 --> 00:24:15,970

either through Callens live bidding

486

00:24:22,860 --> 00:24:18,070

platform our proprietary bidding

487

00:24:25,259 --> 00:24:22,870

platform or through invaluable our live

488

00:24:30,029 --> 00:24:25,269

auction errors or bid square three other

489

00:24:31,919 --> 00:24:30,039

online bidding platforms and we we feel

490

00:24:34,889 --> 00:24:31,929

like we were pretty successful we had a

491

00:24:37,889 --> 00:24:34,899

lot of action on all four of those

492

00:24:45,120 --> 00:24:37,899

platforms but most on Cowens

493

00:24:48,570 --> 00:24:45,130

live in fact we almost sold as much on

494

00:24:51,149 --> 00:24:48,580

Callens live as as bid square live

495

00:24:55,830 --> 00:24:51,159

auctioneer is an invaluable combined Wow

496

00:24:57,990 --> 00:24:55,840

no there was a lot of our email campaign

497

00:25:03,269 --> 00:24:58,000

to our existing customer seems to have

498

00:25:07,350 --> 00:25:03,279

worked you know and we we also this was

499

00:25:11,789 --> 00:25:07,360

before we were ordered not to be open we

500

00:25:15,000 --> 00:25:11,799

also had allowed people by appointment

501
00:25:19,529 --> 00:25:15,010
to come in one at a time to preview the

502
00:25:23,370 --> 00:25:19,539
sale and we also on the day of the sale

503
00:25:26,730 --> 00:25:23,380
were able to use our staff for telephone

504
00:25:29,100 --> 00:25:26,740
bidding I'm not sure that we're going to

505
00:25:30,960 --> 00:25:29,110
be able to do that going forward but we

506
00:25:33,870 --> 00:25:30,970
we were able to do that on that

507
00:25:36,350 --> 00:25:33,880
particular day and I think that that

508
00:25:41,340 --> 00:25:36,360
also of course makes a difference but

509
00:25:44,759 --> 00:25:41,350
overall we were very pleased we saw 30%

510
00:25:46,500 --> 00:25:44,769
of our bidders our registrants that are

511
00:25:49,649 --> 00:25:46,510
not the registered to the people who

512
00:25:54,389 --> 00:25:49,659
have actually bid were new to Cowan's

513
00:25:56,340 --> 00:25:54,399

and about same amount of buyers in other

514

00:25:59,639 --> 00:25:56,350

words people who won something the day

515

00:26:02,460 --> 00:25:59,649

of the auction were also new so 30% on

516

00:26:05,659 --> 00:26:02,470

both sides there we thought that that

517

00:26:07,270 --> 00:26:05,669

was very encouraging and you know

518

00:26:09,220 --> 00:26:07,280

perhaps there were

519

00:26:11,590 --> 00:26:09,230

action of people sitting at home in

520

00:26:13,900 --> 00:26:11,600

front of their computers and saying you

521

00:26:17,200 --> 00:26:13,910

know man what am I going to do you know

522

00:26:19,150 --> 00:26:17,210

if you collect this stuff you know you

523

00:26:21,760 --> 00:26:19,160

gotta collect you've got to buy it or

524

00:26:25,690 --> 00:26:21,770

you're not a collector anymore so I

525

00:26:27,730 --> 00:26:25,700

think that people are potentially

526

00:26:30,730 --> 00:26:27,740

spending a lot of a lot more time in

527

00:26:33,640 --> 00:26:30,740

terms of in in front of their computer

528

00:26:38,260 --> 00:26:33,650

oh yeah we reached out and done a lot of

529

00:26:41,290 --> 00:26:38,270

social media on on Facebook and I'm sure

530

00:26:43,060 --> 00:26:41,300

we were on Instagram and Pinterest and

531

00:26:45,540 --> 00:26:43,070

you know all these places reaching out

532

00:26:48,970 --> 00:26:45,550

to people say hey here's a place to get

533

00:26:52,180 --> 00:26:48,980

right I know I remember the last time we

534

00:26:53,890 --> 00:26:52,190

talked I believe you had just built that

535

00:26:55,900 --> 00:26:53,900

platform you're talking about your

536

00:26:58,390 --> 00:26:55,910

bidding platform which is I don't

537

00:27:00,850 --> 00:26:58,400

remember any other option houses at that

538

00:27:05,230 --> 00:27:00,860

time you were kind of a pioneer in doing

539

00:27:07,600 --> 00:27:05,240

that weren't you well we you know I

540

00:27:09,160 --> 00:27:07,610

don't know how much pioneer we were we

541

00:27:13,060 --> 00:27:09,170

there were there were other bidding

542

00:27:16,360 --> 00:27:13,070

platforms but we had proprietary

543

00:27:19,540 --> 00:27:16,370

software that we built an attitude and

544

00:27:26,170 --> 00:27:19,550

rebuilt and worked on over almost 15

545

00:27:32,080 --> 00:27:26,180

years and we have a programmer who is

546

00:27:34,270 --> 00:27:32,090

deployed by the software company that we

547

00:27:37,810 --> 00:27:34,280

ultimately spun off called fair warning

548

00:27:39,730 --> 00:27:37,820

software and we asked James how hard it

549

00:27:41,620 --> 00:27:39,740

would be to build a live bidding

550

00:27:43,090 --> 00:27:41,630

platform he said you know I can probably

551
00:27:46,810 --> 00:27:43,100
do it'll probably take me a month of

552
00:27:49,210 --> 00:27:46,820
programming and you know he did so as

553
00:27:52,480 --> 00:27:49,220
far as I know we may be the only person

554
00:27:54,850 --> 00:27:52,490
has their own proprietary lab bidding

555
00:27:57,100 --> 00:27:54,860
platform that we that we we built

556
00:27:59,620 --> 00:27:57,110
ourselves but as you know there plenty

557
00:28:02,350 --> 00:27:59,630
of other oh yeah does it have this no

558
00:28:05,830 --> 00:28:02,360
right yeah I was meaning of your company

559
00:28:09,790 --> 00:28:05,840
having its own so I'm trying to picture

560
00:28:11,680 --> 00:28:09,800
how your auction this last one went you

561
00:28:14,370 --> 00:28:11,690
you had an auctioneer yourself or an

562
00:28:17,260 --> 00:28:14,380
auctioneer and you had phone bidders

563
00:28:20,000 --> 00:28:17,270

absentee bids and then people on all the

564

00:28:22,610 --> 00:28:20,010

applets on all the bidding platforms

565

00:28:24,560 --> 00:28:22,620

there but no audience is that does that

566

00:28:26,690 --> 00:28:24,570

help a lot it's doesn't make doesn't

567

00:28:29,660 --> 00:28:26,700

make it much fun for the auctioneer yeah

568

00:28:32,350 --> 00:28:29,670

must be kind of awkward in a way you

569

00:28:38,030 --> 00:28:32,360

know and we didn't have phone bidders

570

00:28:40,850 --> 00:28:38,040

then you wouldn't be not the computer

571

00:28:44,600 --> 00:28:40,860

and you know we're gonna see more and

572

00:28:47,450 --> 00:28:44,610

more that I think I like to be able to

573

00:28:51,470 --> 00:28:47,460

include phone bidders when possible but

574

00:28:55,880 --> 00:28:51,480

you know our number one concern at this

575

00:28:58,910 --> 00:28:55,890

point on March the 30th 2020 is the

576
00:29:03,230 --> 00:28:58,920
health and safety of our employees and

577
00:29:06,830 --> 00:29:03,240
of course you know anyone who comes to

578
00:29:10,070 --> 00:29:06,840
our auction gallery so until we can feel

579
00:29:14,330 --> 00:29:10,080
confident that we can protect our

580
00:29:17,030 --> 00:29:14,340
employees we are unlikely to have you

581
00:29:21,290 --> 00:29:17,040
know a live auction and a live auction

582
00:29:23,570 --> 00:29:21,300
the traditional sense I think that I

583
00:29:26,720 --> 00:29:23,580
think that we're gonna see this trend

584
00:29:27,410 --> 00:29:26,730
and we already are seeing this as we

585
00:29:28,880 --> 00:29:27,420
move forward

586
00:29:30,980 --> 00:29:28,890
Oxygen's are going to continue to happen

587
00:29:32,960 --> 00:29:30,990
they're just not going to happen with

588
00:29:35,150 --> 00:29:32,970

people in the gallery and whether

589

00:29:37,610 --> 00:29:35,160

they're gonna happen with people on the

590

00:29:38,230 --> 00:29:37,620

telephone is going to vary from state to

591

00:29:42,860 --> 00:29:38,240

state

592

00:29:44,240 --> 00:29:42,870

right when I spoke with Steve Matt

593

00:29:46,970 --> 00:29:44,250

Skinner's he said that they're doing

594

00:29:48,920 --> 00:29:46,980

timed auctions from this point on it do

595

00:29:51,530 --> 00:29:48,930

you see that as something you may look

596

00:29:54,620 --> 00:29:51,540

into trying well we've always done timed

597

00:29:57,920 --> 00:29:54,630

auctions we have we had a proprietary

598

00:30:00,500 --> 00:29:57,930

kind auction program that we used

599

00:30:04,550 --> 00:30:00,510

actually long before we had the live

600

00:30:08,120 --> 00:30:04,560

bidding applet so we we do a number of

601
00:30:10,660 --> 00:30:08,130
timed auctions you know I don't know how

602
00:30:13,760 --> 00:30:10,670
many we did last year I'm gonna say 25

603
00:30:17,420 --> 00:30:13,770
timed online-only auctions in other

604
00:30:20,600 --> 00:30:17,430
words and when I say a timed online

605
00:30:25,190 --> 00:30:20,610
auction online only auction I mean an

606
00:30:27,350 --> 00:30:25,200
eBay style auction where we post the

607
00:30:30,650 --> 00:30:27,360
lots that we're selling people can bid

608
00:30:32,140 --> 00:30:30,660
for a week and then at twelve o'clock at

609
00:30:39,640 --> 00:30:32,150
the

610
00:30:42,370 --> 00:30:39,650
half minutes or one minute a lot as

611
00:30:45,340 --> 00:30:42,380
clerk and sold so you know if you're

612
00:30:47,050 --> 00:30:45,350
bidding live you can bid live on your

613
00:30:49,030 --> 00:30:47,060

computer just like you would on eBay and

614

00:30:52,120 --> 00:30:49,040

you can snipe last-minute bidders

615

00:30:54,540 --> 00:30:52,130

although we make it a make it hard

616

00:30:58,390 --> 00:30:54,550

because we have an extended bidding

617

00:31:01,180 --> 00:30:58,400

option that we use that allows us to

618

00:31:04,210 --> 00:31:01,190

extend the bidding so that sniping

619

00:31:06,520 --> 00:31:04,220

really doesn't matter now I noticed a

620

00:31:08,650 --> 00:31:06,530

lot of your furniture did very well too

621

00:31:12,010 --> 00:31:08,660

and I was actually surprised at that

622

00:31:17,080 --> 00:31:12,020

when I was watching was that yeah go

623

00:31:21,010 --> 00:31:17,090

ahead i I think the week's the week part

624

00:31:23,950 --> 00:31:21,020

of the sale was our furniture better

625

00:31:26,920 --> 00:31:23,960

furniture did okay some did better than

626

00:31:28,750 --> 00:31:26,930

okay I would say most of it did just

627

00:31:34,630 --> 00:31:28,760

okay and then there are a number of lots

628

00:31:37,150 --> 00:31:34,640

of fast you know in in this particular

629

00:31:39,040 --> 00:31:37,160

time and and and honestly it's it's

630

00:31:45,460 --> 00:31:39,050

something that we've seen as a trend

631

00:31:51,930 --> 00:31:45,470

actually before Cove in nineteen small

632

00:31:55,030 --> 00:31:51,940

things outperform furniture in general

633

00:31:58,690 --> 00:31:55,040

we live in a generation we live in a

634

00:32:01,750 --> 00:31:58,700

time now where many of collectors who

635

00:32:03,580 --> 00:32:01,760

are baby boomers are downsizing or they

636

00:32:05,650 --> 00:32:03,590

already have a house full of stuff and

637

00:32:07,660 --> 00:32:05,660

you know that they're not looking for

638

00:32:10,630 --> 00:32:07,670

pieces of furniture if you're a

639

00:32:12,880 --> 00:32:10,640

furniture collector you want to

640

00:32:15,910 --> 00:32:12,890

concentrate and focus on superior

641

00:32:18,070 --> 00:32:15,920

examples and so if there's a piece of

642

00:32:21,880 --> 00:32:18,080

furniture that comes to auction that has

643

00:32:24,280 --> 00:32:21,890

an any excuse to be made about excuse to

644

00:32:27,700 --> 00:32:24,290

be made I mean that's been refinished or

645

00:32:31,930 --> 00:32:27,710

there's been some repairs or anything

646

00:32:34,060 --> 00:32:31,940

that would cause someone to think do I

647

00:32:37,860 --> 00:32:34,070

really need this piece of furniture it's

648

00:32:39,910 --> 00:32:37,870

gonna it will sell but it will not sell

649

00:32:42,400 --> 00:32:39,920

necessarily for what it might have sold

650

00:32:44,680 --> 00:32:42,410

ten years ago for example and I think

651
00:32:45,789 --> 00:32:44,690
that's what we saw in the sale there

652
00:32:51,369 --> 00:32:45,799
there are a number of

653
00:32:54,970 --> 00:32:51,379
the furniture that we didn't sell so the

654
00:32:56,739 --> 00:32:54,980
the sale was the sale was good it was in

655
00:33:00,639 --> 00:32:56,749
terms of sell through we sold I think

656
00:33:04,450 --> 00:33:00,649
about 85% that's great really I mean 15

657
00:33:06,729 --> 00:33:04,460
percent we didn't sell so anyway that's

658
00:33:09,159 --> 00:33:06,739
my thought about furniture it's a really

659
00:33:11,470 --> 00:33:09,169
good time you know for the listener out

660
00:33:14,379 --> 00:33:11,480
there you know it is a really good time

661
00:33:17,889 --> 00:33:14,389
to buy really nice pieces of furniture

662
00:33:20,259 --> 00:33:17,899
and you know like Wes just said you know

663
00:33:21,789 --> 00:33:20,269

something with say it's refinished if

664

00:33:24,580 --> 00:33:21,799

that doesn't bother you and it's still a

665

00:33:29,470 --> 00:33:24,590

beautiful piece sure beats going to Ikea

666

00:33:31,989 --> 00:33:29,480

if you ask me would you tell us what do

667

00:33:36,519 --> 00:33:31,999

you think the as far as this particular

668

00:33:41,549 --> 00:33:36,529

last auction did something seem to trend

669

00:33:43,899 --> 00:33:41,559

fairly high in a category well I think

670

00:33:48,430 --> 00:33:43,909

there were a number of areas where I was

671

00:33:51,639 --> 00:33:48,440

pleased we had a collection from north

672

00:33:54,190 --> 00:33:51,649

of Cincinnati collection of Americana

673

00:33:57,909 --> 00:33:54,200

that had a lot of great early lighting

674

00:34:00,879 --> 00:33:57,919

yeah oh yeah I saw the part and there

675

00:34:04,330 --> 00:34:00,889

was a lot of and I was frankly concerned

676
00:34:07,029 --> 00:34:04,340
that a people weren't interested in that

677
00:34:11,559 --> 00:34:07,039
lighting and be that we were going to be

678
00:34:13,629 --> 00:34:11,569
stuck with a lot of it so I was

679
00:34:15,490 --> 00:34:13,639
pleasantly surprised that people were

680
00:34:17,710 --> 00:34:15,500
still interested in this that there were

681
00:34:22,000 --> 00:34:17,720
there were bidders who recognized that

682
00:34:24,460 --> 00:34:22,010
this was an unusual route of good early

683
00:34:26,619 --> 00:34:24,470
American lighting and it did very well I

684
00:34:30,909 --> 00:34:26,629
think some of the stoneware that we had

685
00:34:33,609 --> 00:34:30,919
also did well so anything that was good

686
00:34:37,210 --> 00:34:33,619
and it was small they could be put into

687
00:34:40,470 --> 00:34:37,220
a box and shipped you know I think

688
00:34:43,750 --> 00:34:40,480

performed well right I saw that - I

689

00:34:45,609 --> 00:34:43,760

totally agree with that I didn't watch

690

00:34:47,289 --> 00:34:45,619

the entire auction but I kept checking

691

00:34:49,270 --> 00:34:47,299

in and watching things that I do

692

00:34:53,980 --> 00:34:49,280

remember some really great lighting

693

00:34:56,230 --> 00:34:53,990

pieces as far as you know this this is a

694

00:34:59,470 --> 00:34:56,240

tough time to talk to consigners I would

695

00:35:01,540 --> 00:34:59,480

think to you know kind of come

696

00:35:03,880 --> 00:35:01,550

them and say you know you've already

697

00:35:05,290 --> 00:35:03,890

consigned this piece you know once

698

00:35:07,300 --> 00:35:05,300

people can sign something they're used

699

00:35:12,099 --> 00:35:07,310

to not living with it they usually want

700

00:35:14,820 --> 00:35:12,109

it to go and but I'm sure there's some

701
00:35:20,380 --> 00:35:14,830
conversations you've had to have yeah

702
00:35:23,200 --> 00:35:20,390
there were there were several but most

703
00:35:25,870 --> 00:35:23,210
were as you say they didn't want in fact

704
00:35:29,849 --> 00:35:25,880
that the question will is this really

705
00:35:33,300 --> 00:35:29,859
the time to do this and my reaction was

706
00:35:37,540 --> 00:35:33,310
you know in 25 years I've never

707
00:35:39,940 --> 00:35:37,550
cancelled an auction I've had options in

708
00:35:41,770 --> 00:35:39,950
the middle of snowstorms where it was

709
00:35:43,900 --> 00:35:41,780
snowing and there was 8 inches of snow

710
00:35:50,800 --> 00:35:43,910
on the ground and people still came to

711
00:35:53,830 --> 00:35:50,810
the auction so I think that that the

712
00:35:56,080 --> 00:35:53,840
experience that we had 10 days ago is

713
00:35:59,349 --> 00:35:56,090

the same experience that many

714

00:36:02,470 --> 00:35:59,359

auctioneers are having right now that if

715

00:36:05,620 --> 00:36:02,480

they have good merchandise and quality

716

00:36:09,430 --> 00:36:05,630

merchandise fresh to the market that's

717

00:36:11,050 --> 00:36:09,440

reasonably estimated it's going to sell

718

00:36:14,200 --> 00:36:11,060

and it's going to do very well there

719

00:36:18,400 --> 00:36:14,210

were several major auctions this last

720

00:36:21,880 --> 00:36:18,410

weekend on the 28th I guess that I

721

00:36:24,250 --> 00:36:21,890

watched and I was astonished that you

722

00:36:27,760 --> 00:36:24,260

know people were spending five figures

723

00:36:32,349 --> 00:36:27,770

six figures for some of the items and it

724

00:36:36,490 --> 00:36:32,359

was all online so as long as people

725

00:36:40,150 --> 00:36:36,500

remain confident in the economy and they

726
00:36:43,270 --> 00:36:40,160
recognized that there's a chance that

727
00:36:45,910 --> 00:36:43,280
they can get a get a a buy that we're

728
00:36:48,520 --> 00:36:45,920
still gonna have bidders and so far

729
00:36:52,000 --> 00:36:48,530
that's the message that I give to the

730
00:36:56,020 --> 00:36:52,010
concern or said look I've seen no

731
00:36:59,620 --> 00:36:56,030
fall-off in consumer confidence as it

732
00:37:01,900 --> 00:36:59,630
relates to bidding at auction people are

733
00:37:04,000 --> 00:37:01,910
bidding and people are buying that's

734
00:37:06,370 --> 00:37:04,010
true and there's always going to be

735
00:37:08,470 --> 00:37:06,380
people that need to sell situations of

736
00:37:12,520 --> 00:37:08,480
estates or whatever it is they just

737
00:37:13,180 --> 00:37:12,530
plain need to sell so it happened when

738
00:37:15,800 --> 00:37:13,190

where the

739

00:37:19,720 --> 00:37:15,810

and that's the hard part for us now

740

00:37:23,360 --> 00:37:19,730

because when we do get a concentr call

741

00:37:26,390 --> 00:37:23,370

we have to be very concerned about do we

742

00:37:30,890 --> 00:37:26,400

want to send one of our specialists on a

743

00:37:34,070 --> 00:37:30,900

house call oh wow yeah then my son who

744

00:37:37,370 --> 00:37:34,080

works in our Denver office got a call

745

00:37:38,930 --> 00:37:37,380

from our 82 year old gentleman who last

746

00:37:40,700 --> 00:37:38,940

week who said I'd like for you to come

747

00:37:43,010 --> 00:37:40,710

out and look at some property my son

748

00:37:44,840 --> 00:37:43,020

wisely said I don't think that you

749

00:37:46,850 --> 00:37:44,850

really want me you're not thinking

750

00:37:50,200 --> 00:37:46,860

through this you really don't want me to

751
00:37:53,270 --> 00:37:50,210
come now the ramifications of that are

752
00:37:56,660 --> 00:37:53,280
twofold a it's good for the potential to

753
00:37:58,640 --> 00:37:56,670
center that that we're concerned about

754
00:38:00,800 --> 00:37:58,650
his health and of course we're concerned

755
00:38:02,270 --> 00:38:00,810
about our employees health but be it

756
00:38:03,980 --> 00:38:02,280
also means that we're not getting

757
00:38:06,140 --> 00:38:03,990
consignments we can't pick up a

758
00:38:09,560 --> 00:38:06,150
consignment because we have to be

759
00:38:13,310 --> 00:38:09,570
worried about and getting it someone

760
00:38:15,440 --> 00:38:13,320
infected so this is going to be the

761
00:38:18,470 --> 00:38:15,450
problem that all auction houses will

762
00:38:22,460 --> 00:38:18,480
face the longer this goes on I think

763
00:38:25,310 --> 00:38:22,470

everybody has material and most of the

764

00:38:27,230 --> 00:38:25,320

larger houses anyway have material in

765

00:38:30,140 --> 00:38:27,240

the pipeline for another couple of

766

00:38:33,560 --> 00:38:30,150

months but after that it's going to get

767

00:38:35,600 --> 00:38:33,570

tough yes I spoke with a friend he's

768

00:38:38,390 --> 00:38:35,610

going to be on later on in this show

769

00:38:41,990 --> 00:38:38,400

John McGinnis and he says he has seven

770

00:38:44,300 --> 00:38:42,000

auctions warehouse but you're right

771

00:38:47,540 --> 00:38:44,310

after that it gets scary I personally

772

00:38:50,270 --> 00:38:47,550

had a an appraisal lined up again with a

773

00:38:51,710 --> 00:38:50,280

85 or 86 something like that year old

774

00:38:53,630 --> 00:38:51,720

gentleman that I cancelled because of

775

00:38:57,290 --> 00:38:53,640

the same concerns I don't want to be

776

00:39:00,140 --> 00:38:57,300

responsible for well even if you have

777

00:39:02,150 --> 00:39:00,150

even if you have seven auctions in your

778

00:39:04,780 --> 00:39:02,160

warehouse you have to have someone

779

00:39:07,220 --> 00:39:04,790

processing that material exactly

780

00:39:10,640 --> 00:39:07,230

photographing the material and putting

781

00:39:14,030 --> 00:39:10,650

it online for people to bid on and in

782

00:39:16,610 --> 00:39:14,040

states where all businesses have been

783

00:39:19,490 --> 00:39:16,620

mandated it closed by the state governor

784

00:39:22,070 --> 00:39:19,500

that makes it really tough yes and

785

00:39:25,310 --> 00:39:22,080

that's exactly a situation that it is in

786

00:39:26,720 --> 00:39:25,320

Massachusetts at this time exactly right

787

00:39:28,340 --> 00:39:26,730

Wes

788

00:39:30,920 --> 00:39:28,350

as always I know you don't remember

789

00:39:33,290 --> 00:39:30,930

talking to me before but as always it's

790

00:39:34,790 --> 00:39:33,300

nice talking to you Martin it's always

791

00:39:36,109 --> 00:39:34,800

talking to you thanks very much for

792

00:39:44,030 --> 00:39:36,119

having me I appreciate it

793

00:39:59,290 --> 00:39:56,220

[Music]

794

00:40:01,380 --> 00:39:59,300

all right now my next guest is Rick

795

00:40:04,450 --> 00:40:01,390

Unruh and did I pronounce that right

796

00:40:06,609 --> 00:40:04,460

yeah unreal yeah yeah yeah a little

797

00:40:08,859 --> 00:40:06,619

inflection which is kinda nice and we

798

00:40:11,290 --> 00:40:08,869

worked for a short while we figured out

799

00:40:13,089 --> 00:40:11,300

together when I was out at Claire's

800

00:40:15,280 --> 00:40:13,099

auction gallery out in Oakland

801

00:40:17,290 --> 00:40:15,290

California it's a it's going to be one

802

00:40:18,880 --> 00:40:17,300

of the larger auction houses now in

803

00:40:20,559 --> 00:40:18,890

California wouldn't you say I mean you

804

00:40:23,559 --> 00:40:20,569

do about 20 million a year there right

805

00:40:27,220 --> 00:40:23,569

yes that's pretty much on target what we

806

00:40:30,849 --> 00:40:27,230

usually do hopefully we'll do more but

807

00:40:34,300 --> 00:40:30,859

yeah I mean in the West Coast we are one

808

00:40:38,589 --> 00:40:34,310

of the only players that's right right

809

00:40:41,890 --> 00:40:38,599

and when I was there I was there for six

810

00:40:44,890 --> 00:40:41,900

years and I do recall that we were

811

00:40:47,829 --> 00:40:44,900

handling something like sixty five

812

00:40:50,200 --> 00:40:47,839

hundred items a month is that volume

813

00:40:52,270 --> 00:40:50,210

still happening there that is pretty

814

00:40:54,640 --> 00:40:52,280

much what we do yes I mean we have one

815

00:40:57,520 --> 00:40:54,650

three-day auction every month every four

816

00:40:59,650 --> 00:40:57,530

to five weeks and those add up to that

817

00:41:01,960 --> 00:40:59,660

and we try to get all done that weekend

818

00:41:04,300 --> 00:41:01,970

and sometimes late nights yes yeah I

819

00:41:09,010 --> 00:41:04,310

used to tell people kind of jokingly but

820

00:41:12,670 --> 00:41:09,020

probably on the true side is that it's

821

00:41:17,170 --> 00:41:12,680

about you know 500 really good items out

822

00:41:19,120 --> 00:41:17,180

of that 6500 and then but that is such a

823

00:41:21,730 --> 00:41:19,130

great service that is so needed because

824

00:41:23,410 --> 00:41:21,740

people have to sell and that is not

825

00:41:26,920 --> 00:41:23,420

going to change and you know we're in a

826
00:41:28,510 --> 00:41:26,930
time we're in a time Worth where things

827
00:41:31,890 --> 00:41:28,520
are tough but people are still

828
00:41:34,720 --> 00:41:31,900
continuing they're going to need to sell

829
00:41:37,480 --> 00:41:34,730
yeah I mean that is definitely what I've

830
00:41:41,349 --> 00:41:37,490
been telling people I mean the word

831
00:41:42,370 --> 00:41:41,359
essential can be you know defined any

832
00:41:44,620 --> 00:41:42,380
way you like

833
00:41:48,069 --> 00:41:44,630
and it's not so black and white there's

834
00:41:50,620 --> 00:41:48,079
a gray area there and we do provide a

835
00:41:53,559 --> 00:41:50,630
way for people to liquidate their assets

836
00:41:55,900 --> 00:41:53,569
so they have some money and I know you

837
00:41:57,370 --> 00:41:55,910
know banks can be open we are not open

838
00:41:58,780 --> 00:41:57,380

to the public by the way you're not

839

00:42:02,109 --> 00:41:58,790

that's I wanna make that perfectly clear

840

00:42:03,040 --> 00:42:02,119

but what we have in in-house it's been

841

00:42:03,520 --> 00:42:03,050

here for a while

842

00:42:05,740 --> 00:42:03,530

it

843

00:42:07,810 --> 00:42:05,750

selling and we we have some nice estates

844

00:42:09,310 --> 00:42:07,820

which we can talk about later but you

845

00:42:11,860 --> 00:42:09,320

know this is a very important business

846

00:42:16,240 --> 00:42:11,870

for people that are going to be having

847

00:42:17,950 --> 00:42:16,250

tough times ahead with either little no

848

00:42:19,570 --> 00:42:17,960

job at all or getting unemployment or

849

00:42:22,330 --> 00:42:19,580

who knows how long this is gonna last in

850

00:42:25,240 --> 00:42:22,340

that no it's gonna go going forward you

851

00:42:27,700 --> 00:42:25,250

know in terms of people having a job

852

00:42:30,700 --> 00:42:27,710

when they come out of this right exactly

853

00:42:32,260 --> 00:42:30,710

and there's there's close to 40 people

854

00:42:35,220 --> 00:42:32,270

that work there

855

00:42:39,490 --> 00:42:35,230

if I remember right over well we have 35

856

00:42:42,730 --> 00:42:39,500

forward part time right now we only have

857

00:42:43,240 --> 00:42:42,740

eight we're functioning with eight

858

00:42:46,000 --> 00:42:43,250

people

859

00:42:48,700 --> 00:42:46,010

well I remember spending many many long

860

00:42:50,680 --> 00:42:48,710

hours there cataloging sometimes until 2

861

00:42:52,270 --> 00:42:50,690

o'clock in the morning I had been there

862

00:42:54,490 --> 00:42:52,280

a few times you know to meet the

863

00:42:55,960 --> 00:42:54,500

deadlines and I mean we're gonna be

864

00:42:58,990 --> 00:42:55,970

doing that with the 8 of us and

865

00:43:02,380 --> 00:42:59,000

everybody talked earlier is wears many

866

00:43:04,870 --> 00:43:02,390

hats again I'm the CEO and president of

867

00:43:06,640 --> 00:43:04,880

this place but I'm also a cataloger and

868

00:43:08,680 --> 00:43:06,650

I'm also the director of fine art still

869

00:43:11,140 --> 00:43:08,690

and I'm you know I'm answering phones in

870

00:43:13,390 --> 00:43:11,150

the front office so you have to do

871

00:43:17,410 --> 00:43:13,400

everything to get through this crisis

872

00:43:17,830 --> 00:43:17,420

and do it in a streamlined way in a safe

873

00:43:21,280 --> 00:43:17,840

way

874

00:43:25,780 --> 00:43:21,290

right and you've had have you had a sale

875

00:43:27,670 --> 00:43:25,790

since the you know what hit the fan we

876

00:43:30,340 --> 00:43:27,680

did I mean the funny thing is we we had

877

00:43:32,860 --> 00:43:30,350

a sale that was as I say all you need to

878

00:43:35,550 --> 00:43:32,870

do is like click on the on switch it was

879

00:43:38,530 --> 00:43:35,560

already prepared catalogued photographed

880

00:43:40,930 --> 00:43:38,540

we just had to change the way we

881

00:43:43,870 --> 00:43:40,940

executed it in the sense that we had no

882

00:43:46,240 --> 00:43:43,880

public come to this we had no floor

883

00:43:48,760 --> 00:43:46,250

bidder because that just wouldn't be

884

00:43:51,850 --> 00:43:48,770

acceptable and we did it all of locked

885

00:43:54,580 --> 00:43:51,860

doors on the platform's with you know

886

00:43:57,000 --> 00:43:54,590

various bidding platforms that everybody

887

00:43:59,590 --> 00:43:57,010

uses under for you I should say it on

888

00:44:01,060 --> 00:43:59,600

and that was very good you know so we

889

00:44:04,870 --> 00:44:01,070

had telephone bidding and we had

890

00:44:06,460 --> 00:44:04,880

absentee so we got it done and I don't

891

00:44:10,780 --> 00:44:06,470

know if I told you this but it was 20%

892

00:44:13,780 --> 00:44:10,790

better than March of 2019 that that is

893

00:44:15,340 --> 00:44:13,790

really good news to hear that you

894

00:44:16,170 --> 00:44:15,350

actually we were scared Saturday night

895

00:44:18,020 --> 00:44:16,180

we didn't know this

896

00:44:19,829 --> 00:44:18,030

gonna happen but all of a sudden

897

00:44:21,059 --> 00:44:19,839

everything did really well or

898

00:44:23,700 --> 00:44:21,069

sell-through was high

899

00:44:25,680 --> 00:44:23,710

everything was incredible and just with

900

00:44:29,670 --> 00:44:25,690

a handful of people did you have people

901
00:44:31,770 --> 00:44:29,680
outside trying to get in no now we did

902
00:44:34,049 --> 00:44:31,780
have almost like a reservation at a

903
00:44:36,299 --> 00:44:34,059
restaurant or your doctor's office we

904
00:44:40,980 --> 00:44:36,309
had appointments for one person to come

905
00:44:44,220 --> 00:44:40,990
in and preview or half an hour they were

906
00:44:46,710 --> 00:44:44,230
slots and you would have to go everybody

907
00:44:49,200 --> 00:44:46,720
was dressed in their proper safety wear

908
00:44:50,819 --> 00:44:49,210
and you sticks feet away and people can

909
00:44:52,849 --> 00:44:50,829
look at something and then they could

910
00:44:55,020 --> 00:44:52,859
register you know online later and

911
00:44:57,240 --> 00:44:55,030
somebody was outside they had to stay

912
00:44:59,280 --> 00:44:57,250
outside yeah kind of like the

913
00:44:59,790 --> 00:44:59,290

restaurants it you know when they order

914

00:45:01,440 --> 00:44:59,800

a pizza

915

00:45:04,170 --> 00:45:01,450

you know you it's one of the time and

916

00:45:06,960 --> 00:45:04,180

it's done very safely that's the only

917

00:45:09,329 --> 00:45:06,970

public private preview and we had and

918

00:45:11,339 --> 00:45:09,339

actually it whenever very well I mean I

919

00:45:13,589 --> 00:45:11,349

would say 90% of people are like this is

920

00:45:15,000 --> 00:45:13,599

great let's do this again because I got

921

00:45:17,370 --> 00:45:15,010

special attention where they had the

922

00:45:20,010 --> 00:45:17,380

whole place in themselves as opposed to

923

00:45:22,170 --> 00:45:20,020

you know a mass group of people maybe

924

00:45:27,200 --> 00:45:22,180

500 or so they come in for the auction

925

00:45:31,260 --> 00:45:29,609

so wait in the future actually and this

926

00:45:33,750 --> 00:45:31,270

is you know unfortunately this is how a

927

00:45:35,819 --> 00:45:33,760

pandemic a pandemic made it happen this

928

00:45:41,789 --> 00:45:35,829

way but I think it's gonna gravitate

929

00:45:43,349 --> 00:45:41,799

that way anyway on its own well you know

930

00:45:45,750 --> 00:45:43,359

there's a lot of people that were saying

931

00:45:48,329 --> 00:45:45,760

that you know audiences have gone way

932

00:45:51,240 --> 00:45:48,339

down and that is true for the most part

933

00:45:53,490 --> 00:45:51,250

since online has happened but I will say

934

00:45:56,280 --> 00:45:53,500

I do remember the gentleman counting

935

00:45:59,490 --> 00:45:56,290

people at the door and there were a lot

936

00:46:02,069 --> 00:45:59,500

of auctions even it didn't matter when

937

00:46:04,650 --> 00:46:02,079

it was where there was over 3500 people

938

00:46:07,650 --> 00:46:04,660

that came in the door and out the door

939

00:46:10,680 --> 00:46:07,660

you know at least previewing and and

940

00:46:13,289 --> 00:46:10,690

maybe selling was that number still very

941

00:46:15,299 --> 00:46:13,299

high since you've taken over in August

942

00:46:17,549 --> 00:46:15,309

it is that's funny you mention it it has

943

00:46:19,859 --> 00:46:17,559

gone down substantially from when you

944

00:46:22,710 --> 00:46:19,869

were here because you know that presents

945

00:46:25,109 --> 00:46:22,720

yes the kind of the younger generation

946

00:46:26,940 --> 00:46:25,119

doesn't really want to come they'd

947

00:46:27,310 --> 00:46:26,950

rather just see it all in lying on their

948

00:46:30,430 --> 00:46:27,320

phone

949

00:46:33,010 --> 00:46:30,440

the tablets or their laptops you still

950

00:46:35,470 --> 00:46:33,020

have the I would say the over 60 crowd

951
00:46:38,530 --> 00:46:35,480
which definitely likes to come but as

952
00:46:42,420 --> 00:46:38,540
I've been seeing a progression of online

953
00:46:43,660 --> 00:46:42,430
bidding go from about 25% to about 70%

954
00:46:47,050 --> 00:46:43,670
Wow

955
00:46:47,700 --> 00:46:47,060
of all our sales yeah now when I was

956
00:46:51,940 --> 00:46:47,710
there

957
00:46:53,680 --> 00:46:51,950
invaluable did not let let's see you

958
00:46:56,290 --> 00:46:53,690
couldn't belong to live auctioneers and

959
00:46:58,960 --> 00:46:56,300
beyond invaluable but now you can are

960
00:47:00,550 --> 00:46:58,970
you alt elite using that platform yes we

961
00:47:04,060 --> 00:47:00,560
use both and we have our own in-house

962
00:47:04,720 --> 00:47:04,070
one called cars live oh and and we are

963
00:47:07,390 --> 00:47:04,730

entertaining

964

00:47:12,100 --> 00:47:07,400

maybe if everything goes well with the

965

00:47:14,830 --> 00:47:12,110

future and capacity again using bit

966

00:47:16,120 --> 00:47:14,840

square as well because their website

967

00:47:18,550 --> 00:47:16,130

substantially from when they first

968

00:47:21,010 --> 00:47:18,560

started yes I've heard a lot of really

969

00:47:23,860 --> 00:47:21,020

good things about bid square and I'm

970

00:47:26,100 --> 00:47:23,870

signed up just so friendly notice what's

971

00:47:29,320 --> 00:47:26,110

that yeah it's very user friendly sorry

972

00:47:31,120 --> 00:47:29,330

yes yes yeah I'm signed up just to get

973

00:47:32,830 --> 00:47:31,130

notices on bit square and a lot of

974

00:47:36,370 --> 00:47:32,840

there's some really good auctions on

975

00:47:39,100 --> 00:47:36,380

there for the person that is not

976
00:47:41,920 --> 00:47:39,110
familiar with what you generally have

977
00:47:44,230 --> 00:47:41,930
come through there you have a lot of you

978
00:47:45,970 --> 00:47:44,240
know beautiful California art but you

979
00:47:48,100 --> 00:47:45,980
get it just about anything through there

980
00:47:50,470 --> 00:47:48,110
I mentioned before the law share volume

981
00:47:53,500 --> 00:47:50,480
you're gonna see everything but and I do

982
00:47:54,700 --> 00:47:53,510
yeah in the area I'm you know you from

983
00:47:58,450 --> 00:47:54,710
the East Coast you're from Connecticut

984
00:48:01,050 --> 00:47:58,460
you moved out there you see a lot of

985
00:48:03,550 --> 00:48:01,060
European and really nice fine things and

986
00:48:05,710 --> 00:48:03,560
so I'm also going to give you a chance

987
00:48:08,320 --> 00:48:05,720
to plug the website is very easy

988
00:48:12,280 --> 00:48:08,330

Claire's calm anyone can check that out

989

00:48:13,840 --> 00:48:12,290

but this so why don't you if you can

990

00:48:15,340 --> 00:48:13,850

kind of go over the the type of

991

00:48:16,750 --> 00:48:15,350

different oxidants you have because

992

00:48:19,240 --> 00:48:16,760

right now you can't really have the

993

00:48:22,900 --> 00:48:19,250

offline auction like the Saturday like

994

00:48:25,810 --> 00:48:22,910

the offline option believe it is

995

00:48:28,450 --> 00:48:25,820

something we're gonna maybe hopefully

996

00:48:30,280 --> 00:48:28,460

eliminate because it's you know very low

997

00:48:33,460 --> 00:48:30,290

price things and very little money for

998

00:48:34,810 --> 00:48:33,470

anybody yes and it's also offline so

999

00:48:37,690 --> 00:48:34,820

it's it really just for our local crowd

1000

00:48:39,190 --> 00:48:37,700

but there is a scenario and we all know

1001
00:48:40,799 --> 00:48:39,200
this that when you take on the whole

1002
00:48:43,140 --> 00:48:40,809
estate you take everything

1003
00:48:47,069 --> 00:48:43,150
with some reason and you know you can't

1004
00:48:49,920 --> 00:48:47,079
just cherry picker cherry picking as we

1005
00:48:52,020 --> 00:48:49,930
say is a let's do that and that's fine

1006
00:48:54,539 --> 00:48:52,030
and sometimes we do collaborations with

1007
00:48:56,430 --> 00:48:54,549
them they're gonna take things extremely

1008
00:48:58,109 --> 00:48:56,440
high and they get the call first you

1009
00:49:00,779 --> 00:48:58,119
know work with them selling some of the

1010
00:49:03,539 --> 00:49:00,789
midbrain stuff but we do want the higher

1011
00:49:06,809 --> 00:49:03,549
end things I mean I think it made sense

1012
00:49:09,930 --> 00:49:06,819
you before I mean we are handling what's

1013
00:49:12,029 --> 00:49:09,940

left of the Robin Williams estate out of

1014

00:49:13,680 --> 00:49:12,039

timber on Wow and there's some very nice

1015

00:49:16,670 --> 00:49:13,690

art pieces and that's gonna be featuring

1016

00:49:18,930 --> 00:49:16,680

on April 19th under what they sale and

1017

00:49:20,370 --> 00:49:18,940

we're kind of excited about that I mean

1018

00:49:22,430 --> 00:49:20,380

we're gonna have a smaller amount of

1019

00:49:25,170 --> 00:49:22,440

Lots but it's going to be higher quality

1020

00:49:27,359 --> 00:49:25,180

and you know we'll see what we can do

1021

00:49:29,309 --> 00:49:27,369

with that also Frank J Caulfield is also

1022

00:49:31,230 --> 00:49:29,319

gonna be featured in that sale and he

1023

00:49:35,220 --> 00:49:31,240

was one of the venture capitalist

1024

00:49:37,589 --> 00:49:35,230

investors of Thomas Perkins one of the

1025

00:49:39,930 --> 00:49:37,599

one of the early ones so he's here in

1026
00:49:42,720 --> 00:49:39,940
the Silicon Valley in San Francisco area

1027
00:49:43,980 --> 00:49:42,730
he's legendary but you probably haven't

1028
00:49:47,220 --> 00:49:43,990
heard about in your neck of the woods

1029
00:49:50,490 --> 00:49:47,230
like somebody in Wall Street well well

1030
00:49:53,010 --> 00:49:50,500
but he has some good property you see

1031
00:49:54,960 --> 00:49:53,020
this stuff Wow and that's where I lived

1032
00:49:56,339 --> 00:49:54,970
I lived in Tiburon and I just got to

1033
00:49:59,490 --> 00:49:56,349
tell a quick story because it's it's

1034
00:50:02,849 --> 00:49:59,500
kind of it's funny I was in paradise

1035
00:50:05,339 --> 00:50:02,859
Market which was outside of Tehran

1036
00:50:08,880 --> 00:50:05,349
actually toward I can't remember exactly

1037
00:50:10,500 --> 00:50:08,890
where at this point but I saw Robin

1038
00:50:12,990 --> 00:50:10,510

Williams behind me in line at the

1039

00:50:15,029 --> 00:50:13,000

grocery store and I got into a

1040

00:50:16,710 --> 00:50:15,039

conversation with him and I told him I

1041

00:50:19,710 --> 00:50:16,720

loved Mrs. Doubtfire and he did a little

1042

00:50:22,049 --> 00:50:19,720

bit of the Mrs. Doubtfire and rate in

1043

00:50:24,599 --> 00:50:22,059

the conversation know this really ends

1044

00:50:26,549 --> 00:50:24,609

great in the conversation he asked what

1045

00:50:28,260 --> 00:50:26,559

I did you know I basically told well I'm

1046

00:50:30,690 --> 00:50:28,270

an auctioneer and you know it he

1047

00:50:33,359 --> 00:50:30,700

actioned things everyone in this store

1048

00:50:35,160 --> 00:50:33,369

came around and watched him auction off

1049

00:50:37,049 --> 00:50:35,170

like vegetables and stuff like he was

1050

00:50:39,720 --> 00:50:37,059

actually a really good auctioneer just

1051

00:50:41,099 --> 00:50:39,730

like that I didn't see that I mean

1052

00:50:44,220 --> 00:50:41,109

that's a great story I mean the guy was

1053

00:50:46,470 --> 00:50:44,230

just genius I mean very quick and of

1054

00:50:49,170 --> 00:50:46,480

course funny that's great yeah and story

1055

00:50:52,019 --> 00:50:49,180

yeah that was that was something sad

1056

00:50:54,030 --> 00:50:52,029

loss and so those paintings are coming

1057

00:50:58,230 --> 00:50:54,040

up on the 8th a

1058

00:50:59,300 --> 00:50:58,240

19 this is of course 2020 as yes this

1059

00:51:01,920 --> 00:50:59,310

will be a time-stamped

1060

00:51:03,930 --> 00:51:01,930

podcast I've been telling people because

1061

00:51:07,020 --> 00:51:03,940

of where we're at now how do you foresee

1062

00:51:08,430 --> 00:51:07,030

the just if you had to guess you know we

1063

00:51:12,570 --> 00:51:08,440

have no idea where this thing is going

1064

00:51:14,790 --> 00:51:12,580

to go are you are you concerned that

1065

00:51:16,560 --> 00:51:14,800

you're gonna get an order out there

1066

00:51:20,220 --> 00:51:16,570

where you know nobody can come to work

1067

00:51:22,320 --> 00:51:20,230

and you know what what then well I mean

1068

00:51:29,700 --> 00:51:22,330

that is something that we are concerned

1069

00:51:32,340 --> 00:51:29,710

with yes and if we have to shut down

1070

00:51:34,680 --> 00:51:32,350

we'll shut down but we'll come back when

1071

00:51:36,840 --> 00:51:34,690

we can come back yes stronger and

1072

00:51:39,830 --> 00:51:36,850

probably as we say if you're gonna be a

1073

00:51:43,560 --> 00:51:39,840

casino double down and just have a huge

1074

00:51:45,540 --> 00:51:43,570

either May or June auction that will be

1075

00:51:46,860 --> 00:51:45,550

almost like two-for-one because we you

1076

00:51:48,300 --> 00:51:46,870

know one of these things about this

1077

00:51:51,000 --> 00:51:48,310

business you've got to keep keep it

1078

00:51:53,040 --> 00:51:51,010

going you know we have authority but the

1079

00:51:54,990 --> 00:51:53,050

property and maybe I mentioned this or

1080

00:51:57,210 --> 00:51:55,000

not is people don't want any pick ups

1081

00:51:59,070 --> 00:51:57,220

and I understand that if they're gonna

1082

00:52:00,930 --> 00:51:59,080

lock down they can't have you know a

1083

00:52:02,910 --> 00:52:00,940

truck and crew guys coming in their

1084

00:52:04,440 --> 00:52:02,920

house such and everything yeah and so

1085

00:52:06,180 --> 00:52:04,450

that's that's kind of on hold for a

1086

00:52:08,040 --> 00:52:06,190

while but just for a while

1087

00:52:10,080 --> 00:52:08,050

because people need to sell their

1088

00:52:11,730 --> 00:52:10,090

property and so it's gonna be happening

1089

00:52:13,350 --> 00:52:11,740

it's just gonna be the floodgates are

1090

00:52:15,120 --> 00:52:13,360

kind of jam right now and when they open

1091

00:52:17,550 --> 00:52:15,130

up I expect everything to be back to

1092

00:52:19,670 --> 00:52:17,560

normal I mean maybe of course social

1093

00:52:22,770 --> 00:52:19,680

distancing might be a regular thing

1094

00:52:25,290 --> 00:52:22,780

amongst everybody for a while yeah

1095

00:52:27,000 --> 00:52:25,300

that's gonna be interesting but I think

1096

00:52:29,520 --> 00:52:27,010

the auction houses especially Clara's

1097

00:52:31,350 --> 00:52:29,530

can adapt and be successful in this

1098

00:52:34,290 --> 00:52:31,360

environment and it's gonna be it's a

1099

00:52:36,810 --> 00:52:34,300

good learning curve and how we have to

1100

00:52:39,300 --> 00:52:36,820

adapt going forward to modernize

1101
00:52:42,240 --> 00:52:39,310
ourselves to what's gonna be successful

1102
00:52:44,250 --> 00:52:42,250
what's not yeah yeah it's I think it's a

1103
00:52:47,040 --> 00:52:44,260
learning curve for every one of us and

1104
00:52:48,270 --> 00:52:47,050
it it will be really interesting you

1105
00:52:51,240 --> 00:52:48,280
know the old saying for every action

1106
00:52:54,270 --> 00:52:51,250
there's a reaction we'll see you know

1107
00:52:57,300 --> 00:52:54,280
how it'll affect how we go forward from

1108
00:53:00,120 --> 00:52:57,310
this point on and hopefully you know Wes

1109
00:53:02,190 --> 00:53:00,130
Cowan that was on earlier said you're

1110
00:53:04,800 --> 00:53:02,200
either a collector or not so there's

1111
00:53:06,660 --> 00:53:04,810
going to be a demand of people are going

1112
00:53:07,830 --> 00:53:06,670
to want to buy and right now a lot of

1113
00:53:10,890 --> 00:53:07,840

people are stuck at home

1114

00:53:12,660 --> 00:53:10,900

looking at the walls so they are

1115

00:53:14,220 --> 00:53:12,670

definitely bored and they want they that

1116

00:53:17,130 --> 00:53:14,230

you're looking at the auxins right now

1117

00:53:19,080 --> 00:53:17,140

yes which is great that's right that's

1118

00:53:20,690 --> 00:53:19,090

right Rick thank you so much has been a

1119

00:53:22,890 --> 00:53:20,700

pleasure and always fun to talk to you

1120

00:53:24,690 --> 00:53:22,900

thanks Martin very nice talking to you

1121

00:53:26,820 --> 00:53:24,700

and stay warm out there and safe of

1122

00:53:33,330 --> 00:53:26,830

course yeah that's right all right take

1123

00:53:50,280 --> 00:53:45,650

[Music]

1124

00:53:52,500 --> 00:53:50,290

all right my next guest is my should say

1125

00:53:58,320 --> 00:53:52,510

my final guest for this podcast is Greg

1126
00:54:01,050 --> 00:53:58,330
Willett Greg Willett I I met Greg that I

1127
00:54:04,290 --> 00:54:01,060
was thinking about this today Greg I met

1128
00:54:06,240 --> 00:54:04,300
you back in 1977 that was the year and I

1129
00:54:08,400 --> 00:54:06,250
just want to set the stage for I know

1130
00:54:10,770 --> 00:54:08,410
you were on a very early podcast here I

1131
00:54:13,230 --> 00:54:10,780
told the story I do believe but I was I

1132
00:54:15,870 --> 00:54:13,240
was driving along to Colorado for a job

1133
00:54:19,070 --> 00:54:15,880
and I watt at an auction house in

1134
00:54:21,990 --> 00:54:19,080
nahuatl Colorado little tiny town and

1135
00:54:24,720 --> 00:54:22,000
we're I'm somewhere like an Indiana in

1136
00:54:26,670 --> 00:54:24,730
this I'm gonna I remember it as a yellow

1137
00:54:30,960 --> 00:54:26,680
Dodge van I'm not sure if it was yellow

1138
00:54:34,830 --> 00:54:30,970

was it yellow yeah flying by me with

1139

00:54:38,970 --> 00:54:34,840

about 30 press back up chairs on tied to

1140

00:54:41,760 --> 00:54:38,980

the top so like hours and hours later I

1141

00:54:43,920 --> 00:54:41,770

pull into this rest stop

1142

00:54:46,710 --> 00:54:43,930

I believe he of even in another state

1143

00:54:47,970 --> 00:54:46,720

and we're saying there you were so we

1144

00:54:50,520 --> 00:54:47,980

had a conversation just a quick

1145

00:54:52,290 --> 00:54:50,530

conversation I said wow you know I'm in

1146

00:54:53,670 --> 00:54:52,300

the antiques world we never really I

1147

00:54:55,080 --> 00:54:53,680

never really said hey you know I'm going

1148

00:54:57,210 --> 00:54:55,090

to nya Watt and all that stuff and where

1149

00:54:59,670 --> 00:54:57,220

are you and call her at all that never

1150

00:55:01,740 --> 00:54:59,680

really got into a conversation and then

1151
00:55:05,430 --> 00:55:01,750
about three months later my sister was

1152
00:55:07,440 --> 00:55:05,440
out in Colorado - in Lyons Colorado no

1153
00:55:10,590 --> 00:55:07,450
she was outside the lines I can't

1154
00:55:12,360 --> 00:55:10,600
remember the name of the town but I went

1155
00:55:14,790 --> 00:55:12,370
over for a barbecue and we were playing

1156
00:55:18,630 --> 00:55:14,800
volleyball and I turned around and there

1157
00:55:22,410 --> 00:55:18,640
you were on my team that's how we met

1158
00:55:24,720 --> 00:55:22,420
that was in 1977 and I don't say that we

1159
00:55:27,120 --> 00:55:24,730
really you know we didn't really talk

1160
00:55:29,220 --> 00:55:27,130
much then but over the years you moved

1161
00:55:30,870 --> 00:55:29,230
back where I lived and there was all

1162
00:55:34,440 --> 00:55:30,880
kinds of Criss crosses and now you're

1163
00:55:38,820 --> 00:55:34,450

out in Appleton Wisconsin right yes yeah

1164

00:55:42,450 --> 00:55:38,830

yeah and so you have s mentioned in the

1165

00:55:44,040 --> 00:55:42,460

previous show you have picked all not

1166

00:55:45,870 --> 00:55:44,050

all over the country but all over the

1167

00:55:48,510 --> 00:55:45,880

world you've picked in your a

1168

00:55:51,140 --> 00:55:48,520

doorknocker or a picker you know a

1169

00:55:56,040 --> 00:55:51,150

global picker not an American picker and

1170

00:56:00,120 --> 00:55:56,050

in Mexico right in China Canada

1171

00:56:07,830 --> 00:56:00,130

oh yeah a lot in Canada right a lot yeah

1172

00:56:10,200 --> 00:56:07,840

and Portugal France East Berlin and then

1173

00:56:13,920 --> 00:56:10,210

most recently although it's not that

1174

00:56:15,930 --> 00:56:13,930

recent 2002 to 2008 I was working in

1175

00:56:17,670 --> 00:56:15,940

China where it took me two and a half

1176
00:56:20,370 --> 00:56:17,680
years to get permission to go into the

1177
00:56:23,010 --> 00:56:20,380
villages Wow and it became the Olympics

1178
00:56:25,830 --> 00:56:23,020
and everything changed and I've been a

1179
00:56:27,930 --> 00:56:25,840
home boy since then now for the people

1180
00:56:30,270 --> 00:56:27,940
that are watching this video on YouTube

1181
00:56:32,160 --> 00:56:30,280
this is an audio podcast mostly but for

1182
00:56:34,380 --> 00:56:32,170
the ones who do watch it on YouTube

1183
00:56:41,220 --> 00:56:34,390
you're wearing your mask you're wearing

1184
00:56:43,650 --> 00:56:41,230
your bandana mask yeah yeah so we are in

1185
00:56:45,450 --> 00:56:43,660
such a strange time and this is I've

1186
00:56:48,980 --> 00:56:45,460
told other people on the show this is

1187
00:56:51,360 --> 00:56:48,990
kind of like a time-stamped podcast

1188
00:56:56,490 --> 00:56:51,370

right in the middle of this thing and

1189

00:56:58,590 --> 00:56:56,500

the date now is April 4th 2020 and we're

1190

00:57:00,420 --> 00:56:58,600

dealing with the virus and we're always

1191

00:57:02,400 --> 00:57:00,430

going to be talking the future oh that's

1192

00:57:05,370 --> 00:57:02,410

the way it was before the virus and this

1193

00:57:08,730 --> 00:57:05,380

is and probably you know realistically

1194

00:57:11,790 --> 00:57:08,740

sort of like the beginning of the the

1195

00:57:14,070 --> 00:57:11,800

virus and and we're here today not to

1196

00:57:18,420 --> 00:57:14,080

talk about that but to talk about the

1197

00:57:19,860 --> 00:57:18,430

antiques business and I know I'll let

1198

00:57:21,450 --> 00:57:19,870

you talk a little bit about yourself but

1199

00:57:23,370 --> 00:57:21,460

I know for instance you've done it

1200

00:57:30,180 --> 00:57:23,380

you've had a really big eBay presence

1201

00:57:32,970 --> 00:57:30,190

and are you still doing that yes as I

1202

00:57:35,640 --> 00:57:32,980

get older I changed my business a little

1203

00:57:39,000 --> 00:57:35,650

bit but eBay I've sold I think at this

1204

00:57:41,280 --> 00:57:39,010

point over 20,000 items on eBay you know

1205

00:57:43,620 --> 00:57:41,290

13 years and there's some guys that sell

1206

00:57:45,960 --> 00:57:43,630

that much in a year but I'm not selling

1207

00:57:50,970 --> 00:57:45,970

blue widgets I'm selling antiques yeah

1208

00:57:54,660 --> 00:57:50,980

and I learned a long time ago I didn't

1209

00:57:58,680 --> 00:57:54,670

put it to use until recently but smalls

1210

00:58:01,980 --> 00:57:58,690

and smiles smell success yeah although

1211

00:58:03,810 --> 00:58:01,990

I've sold cars on on eBay etc etc if you

1212

00:58:07,260 --> 00:58:03,820

can hold it in your hand and as value

1213

00:58:08,780 --> 00:58:07,270

it's not a fun way to sell but you sell

1214

00:58:12,020 --> 00:58:08,790

to the world and

1215

00:58:13,820 --> 00:58:12,030

money to be made so yeah I I haven't

1216

00:58:16,370 --> 00:58:13,830

done much eBay in the last two weeks

1217

00:58:20,360 --> 00:58:16,380

because of the the lockdown I took it as

1218

00:58:21,140 --> 00:58:20,370

an excuse to take a little vacation in

1219

00:58:24,100 --> 00:58:21,150

my own home

1220

00:58:26,810 --> 00:58:24,110

yeah are you driving yourself crazy yet

1221

00:58:28,610 --> 00:58:26,820

no but I did have to establish about

1222

00:58:31,310 --> 00:58:28,620

five days ago I realized I had to

1223

00:58:33,650 --> 00:58:31,320

establish structure because I was at

1224

00:58:35,900 --> 00:58:33,660

Crown and I was obsessed I I like

1225

00:58:38,090 --> 00:58:35,910

politics I grew up in Washington DC

1226

00:58:40,610 --> 00:58:38,100

I understand medicine because I went to

1227

00:58:45,410 --> 00:58:40,620

Georgetown University pre-med so I was

1228

00:58:48,850 --> 00:58:45,420

getting obsessed with 24/7 COBIT and so

1229

00:58:51,620 --> 00:58:48,860

I made time for music in my life I

1230

00:58:53,420 --> 00:58:51,630

recently put out a desperate plea for a

1231

00:58:55,670 --> 00:58:53,430

french maid outfit so I could start

1232

00:59:01,460 --> 00:58:55,680

cleaning my own house I don't want to

1233

00:59:06,470 --> 00:59:01,470

picture that yeah nobody does and then

1234

00:59:08,210 --> 00:59:06,480

it's funny a first Saturday that I had

1235

00:59:10,580 --> 00:59:08,220

just been in Washington DC with my sick

1236

00:59:12,950 --> 00:59:10,590

with my 96 year old mother the day

1237

00:59:16,160 --> 00:59:12,960

before I left her senior campus on the

1238

00:59:18,740 --> 00:59:16,170

sign on the door was if you bid overseas

1239

00:59:20,600 --> 00:59:18,750

or don't feel well stay out yeah next

1240

00:59:23,270 --> 00:59:20,610

day I left it says if you don't live

1241

00:59:24,890 --> 00:59:23,280

here stay out yeah so it was perfect

1242

00:59:28,160 --> 00:59:24,900

timing on my part that she's doing great

1243

00:59:29,690 --> 00:59:28,170

that's but later I had a I had to go

1244

00:59:32,990 --> 00:59:29,700

pick up stuff that I bought from a

1245

00:59:34,790 --> 00:59:33,000

Victorian mansion in Oshkosh I had my

1246

00:59:37,570 --> 00:59:34,800

three employees drive down and separate

1247

00:59:39,890 --> 00:59:37,580

vehicles from met one woman their

1248

00:59:41,690 --> 00:59:39,900

practice social distancing her when my

1249

00:59:44,150 --> 00:59:41,700

truck and trailer were fully thought to

1250

00:59:49,040 --> 00:59:44,160

myself what am I supposed to do with

1251

00:59:51,350 --> 00:59:49,050

this time now yeah so it I don't know

1252

00:59:53,810 --> 00:59:51,360

who I'm gonna sell it to but slowly the

1253

00:59:55,700 --> 00:59:53,820

smalls ago on eBay and the antique mall

1254

00:59:58,670 --> 00:59:55,710

will open up sooner or later

1255

01:00:01,490 --> 00:59:58,680

yeah well I know it's it's it's a very

1256

01:00:03,020 --> 01:00:01,500

tricky thing to try to try to you know

1257

01:00:05,810 --> 01:00:03,030

we don't have a crystal ball we can't

1258

01:00:09,530 --> 01:00:05,820

really understand what is going to

1259

01:00:12,470 --> 01:00:09,540

happen you know forward from here a

1260

01:00:15,860 --> 01:00:12,480

number of people I've talked to have

1261

01:00:19,370 --> 01:00:15,870

been you know optimistic in online sales

1262

01:00:22,599 --> 01:00:19,380

and I think I think that maybe the way

1263

01:00:26,690 --> 01:00:22,609

we have to at least for now

1264

01:00:30,290 --> 01:00:26,700

you know up to maybe even two years we

1265

01:00:33,109 --> 01:00:30,300

have to get very creative and figure out

1266

01:00:35,599 --> 01:00:33,119

I agree I agree with your time frame

1267

01:00:38,960 --> 01:00:35,609

it's not gonna be six weeks and done

1268

01:00:42,710 --> 01:00:38,970

yeah it's gonna take a long long time to

1269

01:00:44,890 --> 01:00:42,720

get the wrinkles ironed out and I was

1270

01:00:47,329 --> 01:00:44,900

privileged to hear the audio of the

1271

01:00:50,300 --> 01:00:47,339

people you interviewed before me and

1272

01:00:53,390 --> 01:00:50,310

they're all important auctioneers were

1273

01:00:56,780 --> 01:00:53,400

very well positioned to take advantage

1274

01:00:59,510 --> 01:00:56,790

of the online markets as an individual

1275

01:01:03,079 --> 01:00:59,520

dealer I'm well positioned on eBay I

1276

01:01:05,540 --> 01:01:03,089

have yet to play the Pinterest and all

1277

01:01:08,359 --> 01:01:05,550

the other little more retail oriented

1278

01:01:13,010 --> 01:01:08,369

sites but I'm smart enough to do it if I

1279

01:01:15,829 --> 01:01:13,020

need it I'm owning the fact that the

1280

01:01:17,900 --> 01:01:15,839

antique mall is closed and that elkhorn

1281

01:01:19,790 --> 01:01:17,910

will not happen to make sure Wisconsin

1282

01:01:22,059 --> 01:01:19,800

Brimfield is postponed what are we

1283

01:01:25,069 --> 01:01:22,069

supposed to do with all the meat we buy

1284

01:01:27,980 --> 01:01:25,079

that's that's really that's really

1285

01:01:31,130 --> 01:01:27,990

that's really a big question and as I I

1286

01:01:33,470 --> 01:01:31,140

spoke with rikuo nura from Clara's

1287

01:01:36,109 --> 01:01:33,480

auction he said you know the flood gates

1288

01:01:40,220 --> 01:01:36,119

going to open of the things that need to

1289

01:01:42,050 --> 01:01:40,230

be sold and you know should we tell the

1290

01:01:44,990 --> 01:01:42,060

buying audience out there that this is

1291

01:01:48,200 --> 01:01:45,000

you know this is going to be a great

1292

01:01:51,890 --> 01:01:48,210

time to buy or or you know I mean and

1293

01:01:55,490 --> 01:01:51,900

anything could happen really it's it's

1294

01:01:57,980 --> 01:01:55,500

almost like it's almost like guessing at

1295

01:02:00,349 --> 01:01:57,990

this point you know the values online

1296

01:02:05,210 --> 01:02:00,359

auctions seem to be pretty substantial

1297

01:02:06,829 --> 01:02:05,220

and pretty pretty much holding but I

1298

01:02:13,339 --> 01:02:06,839

don't know if that's going to continue

1299

01:02:15,290 --> 01:02:13,349

you know it's all about so your values

1300

01:02:17,120 --> 01:02:15,300

of the good stuff Wes said if you are a

1301

01:02:20,180 --> 01:02:17,130

collector your collector yeah

1302

01:02:23,270 --> 01:02:20,190

so back to the meat again I've watched

1303

01:02:26,710 --> 01:02:23,280

over the last few years we both handle

1304

01:02:29,180 --> 01:02:26,720

estate sales and my biggest competition

1305

01:02:31,660 --> 01:02:29,190

comes from the companies that are

1306

01:02:33,829 --> 01:02:31,670

offering the online of the virtual sales

1307

01:02:35,210 --> 01:02:33,839

forty-year-old Greg would have jumped on

1308

01:02:38,359 --> 01:02:35,220

that wagon with

1309

01:02:39,980 --> 01:02:38,369

first week 69 year-old Greg doesn't need

1310

01:02:42,710 --> 01:02:39,990

that ass power I didn't think I needed

1311

01:02:45,470 --> 01:02:42,720

the aspect of that business yeah and and

1312

01:02:48,560 --> 01:02:45,480

I watched those sales for regular stuff

1313

01:02:49,280 --> 01:02:48,570

stuff stuff not antes the stuff goes for

1314

01:02:52,700 --> 01:02:49,290

nothing

1315

01:02:56,240 --> 01:02:52,710

yeah but it goes away it goes away and

1316

01:02:59,060 --> 01:02:56,250

that's that's an aspect that people need

1317

01:03:02,180 --> 01:02:59,070

it's not like there's a there's a lot of

1318

01:03:05,750 --> 01:03:02,190

situations where you know a someone's

1319

01:03:06,859 --> 01:03:05,760

moving they have to downsize it's just

1320

01:03:09,520 --> 01:03:06,869

the way it is they're going into

1321

01:03:12,650 --> 01:03:09,530

assisted living or whatever B

1322

01:03:14,690 --> 01:03:12,660

unfortunately a pass away but you know

1323

01:03:17,599 --> 01:03:14,700

the relative some can only take so much

1324

01:03:18,859 --> 01:03:17,609

even if they want anything and that has

1325

01:03:22,000 --> 01:03:18,869

to go somewhere

1326

01:03:25,300 --> 01:03:22,010

it's not going to go in the landfills

1327

01:03:27,800 --> 01:03:25,310

but I mean is this you know could this

1328

01:03:29,599 --> 01:03:27,810

floodgate when it actually opens in the

1329

01:03:32,839 --> 01:03:29,609

virus is over you know is it possible

1330

01:03:36,220 --> 01:03:32,849

that it's going to be such a flood that

1331

01:03:40,040 --> 01:03:36,230

we have no idea what will happen with

1332

01:03:42,859 --> 01:03:40,050

with the prices because of buyers can

1333

01:03:45,820 --> 01:03:42,869

only buy so much at a time that's an

1334

01:03:51,230 --> 01:03:45,830

interesting question in normal times

1335

01:03:53,030 --> 01:03:51,240

I'll go to a baby boomer or olders home

1336

01:03:55,400 --> 01:03:53,040

and they're getting ready to downsize on

1337

01:03:57,920 --> 01:03:55,410

to a senior campus or an apartment or to

1338

01:04:00,530 --> 01:03:57,930

move to Florida and I have to sit there

1339

01:04:02,810 --> 01:04:00,540

and explain to them that their dining

1340

01:04:04,579 --> 01:04:02,820

room set is one of a multitude that

1341

01:04:07,070 --> 01:04:04,589

could be available at any given day of

1342

01:04:09,410 --> 01:04:07,080

any week their sleeper sofa is one of a

1343

01:04:12,020 --> 01:04:09,420

multitude and everybody doesn't bring

1344

01:04:15,020 --> 01:04:12,030

their second bedroom it goes on and on

1345

01:04:18,859 --> 01:04:15,030

and on the multiple items that hit the

1346

01:04:20,660 --> 01:04:18,869

deck so it suppresses the price but

1347

01:04:22,820 --> 01:04:20,670

there's always people especially in

1348

01:04:26,210 --> 01:04:22,830

frugal Wisconsin that are willing to

1349

01:04:28,880 --> 01:04:26,220

take advantage of a good deal so there

1350

01:04:31,339 --> 01:04:28,890

there could be a tidal wave coming and

1351

01:04:33,920 --> 01:04:31,349

that could depress the prices even lower

1352

01:04:36,200 --> 01:04:33,930

but for that kind of stuff just be

1353

01:04:38,329 --> 01:04:36,210

thankful that it's God right now

1354

01:04:41,030 --> 01:04:38,339

there's been days that the thrift shops

1355

01:04:43,490 --> 01:04:41,040

will deny a donation of a china hutch

1356

01:04:44,089 --> 01:04:43,500

because they have too many on the floor

1357

01:04:46,070 --> 01:04:44,099

yeah

1358

01:04:48,740 --> 01:04:46,080

I have a friend that's a real estate

1359

01:04:49,339 --> 01:04:48,750

agent in in the wealthy suburbs of

1360

01:04:52,309 --> 01:04:49,349

washing

1361

01:04:54,979 --> 01:04:52,319

see recently had a client who's moving

1362

01:04:57,140 --> 01:04:54,989

from her house to a senior campus they

1363

01:04:59,420 --> 01:04:57,150

can find no one to deal with the

1364

01:05:01,400 --> 01:04:59,430

contents of the house not an auctioneer

1365

01:05:03,380 --> 01:05:01,410

not an estate sale company not a thrift

1366

01:05:05,870 --> 01:05:03,390

store not come and get it for free

1367

01:05:08,390 --> 01:05:05,880

nobody's taking this stuff I suggested

1368

01:05:10,249 --> 01:05:08,400

to her that they should get her husband

1369

01:05:11,989 --> 01:05:10,259

and grandkids to throw it in a pot if

1370

01:05:15,349 --> 01:05:11,999

she wants the real estate commission

1371

01:05:17,059 --> 01:05:15,359

yeah house to be empty but a waves gonna

1372

01:05:19,880 --> 01:05:17,069

hit I don't know if it's gonna be a

1373

01:05:22,519 --> 01:05:19,890

tsunami because if people are gonna

1374

01:05:26,229 --> 01:05:22,529

start venturing out we're gonna get back

1375

01:05:28,789 --> 01:05:26,239

to normal and baby steps so initially

1376

01:05:31,279 --> 01:05:28,799

well you know perfectly well the best

1377

01:05:33,380 --> 01:05:31,289

auctioneers in New England I've always

1378

01:05:35,749 --> 01:05:33,390

had January 1st or first week of January

1379

01:05:38,180 --> 01:05:35,759

sales yeah because people have cabin

1380

01:05:41,479 --> 01:05:38,190

fever so there's gonna be a lot of cabin

1381

01:05:44,719 --> 01:05:41,489

fever pent up and so a system does start

1382

01:05:46,789 --> 01:05:44,729

to trickle out you know it'll get it'll

1383

01:05:50,299 --> 01:05:46,799

get consumed yeah I don't know it's

1384

01:05:53,029 --> 01:05:50,309

gonna be a tsunami or not also you know

1385

01:05:54,979 --> 01:05:53,039

people Arkin mentioned by the past

1386

01:05:57,140 --> 01:05:54,989

guests that I've had in the show people

1387

01:06:00,529 --> 01:05:57,150

do you just mention cabin fever people

1388

01:06:02,870 --> 01:06:00,539

now it used to be just winter in the

1389

01:06:04,640 --> 01:06:02,880

northern states where people were more

1390

01:06:06,469 --> 01:06:04,650

or less confined to their home looking

1391

01:06:08,779 --> 01:06:06,479

around and saying you know I could hang

1392

01:06:10,729 --> 01:06:08,789

this painting over there and you know I

1393

01:06:12,620 --> 01:06:10,739

want this for my you know this for my

1394

01:06:15,170 --> 01:06:12,630

collection whatever because they're

1395

01:06:17,390 --> 01:06:15,180

living with it more intensely at that

1396

01:06:19,400 --> 01:06:17,400

time now here we are living with things

1397

01:06:22,430 --> 01:06:19,410

more intensely and I think that's what's

1398

01:06:26,650 --> 01:06:22,440

keeping the you know some of the online

1399

01:06:29,749 --> 01:06:26,660

auctions strong even at this point now

1400

01:06:31,700 --> 01:06:29,759

you mentioned earlier were you actually

1401

01:06:35,150 --> 01:06:31,710

talking about Arthur is there such a

1402

01:06:36,609 --> 01:06:35,160

thing as virtual estate sales is that

1403

01:06:37,759 --> 01:06:36,619

what you we're talking about yes

1404

01:06:39,859 --> 01:06:37,769

absolutely

1405

01:06:41,839 --> 01:06:39,869

how does that work your companies come

1406

01:06:44,180 --> 01:06:41,849

into your house they spread everything

1407

01:06:46,400 --> 01:06:44,190

out they photograph it they give it a

1408

01:06:48,769 --> 01:06:46,410

lot number and a two-line description it

1409

01:06:52,130 --> 01:06:48,779

goes on the internet for X number of

1410

01:06:54,769 --> 01:06:52,140

days it's like a timed option and then

1411

01:06:57,200 --> 01:06:54,779

at the end everybody shows up on

1412

01:07:01,370 --> 01:06:57,210

Saturday between 10:00 and 5:00 and

1413

01:07:03,050 --> 01:07:01,380

picks their stuff up so the Commission's

1414

01:07:07,340 --> 01:07:03,060

tend to be a little higher than what I

1415

01:07:09,290 --> 01:07:07,350

in charge and I always ask the customer

1416

01:07:11,630 --> 01:07:09,300

when you hire a company make sure you

1417

01:07:14,780 --> 01:07:11,640

know what you're paying when your stuff

1418

01:07:17,990 --> 01:07:14,790

will be sold and what happens with the

1419

01:07:19,520 --> 01:07:18,000

leftover and of course there's always

1420

01:07:23,030 --> 01:07:19,530

going to be stuff that doesn't sell

1421

01:07:27,110 --> 01:07:23,040

right that's always an issue yeah people

1422

01:07:28,880 --> 01:07:27,120

that like this menu are hoarders that

1423

01:07:30,860 --> 01:07:28,890

are embarrassed by what they have and

1424

01:07:31,850 --> 01:07:30,870

people that are very private and don't

1425

01:07:34,280 --> 01:07:31,860

want their neighbors and strangers

1426

01:07:36,920 --> 01:07:34,290

walking through their house and so the

1427

01:07:39,680 --> 01:07:36,930

guys that are doing it are busy right

1428

01:07:41,510 --> 01:07:39,690

Greg I was thinking you know just the

1429

01:07:45,650 --> 01:07:41,520

thought just came across my mind I would

1430

01:07:47,060 --> 01:07:45,660

like to end this this podcast with all

1431

01:07:49,130 --> 01:07:47,070

these different people I've spoken to

1432

01:07:52,700 --> 01:07:49,140

and I'm kind of like a higher note if

1433

01:07:54,110 --> 01:07:52,710

possible because just because so I would

1434

01:07:56,630 --> 01:07:54,120

like if you would could you share some

1435

01:07:59,600 --> 01:07:56,640

of the more interesting stories you had

1436

01:08:01,610 --> 01:07:59,610

when you were a door knocking um I would

1437

01:08:03,680 --> 01:08:01,620

love to hear there was this I believe

1438

01:08:07,070 --> 01:08:03,690

you knocked on a door and maybe Nova

1439

01:08:08,420 --> 01:08:07,080

Scotia in and this woman wanted to look

1440

01:08:12,140 --> 01:08:08,430

at a chest in the attic there was a

1441

01:08:14,120 --> 01:08:12,150

couple of em maybe that one's not funny

1442

01:08:16,790 --> 01:08:14,130

I'm not sure I can't remember but I do

1443

01:08:18,890 --> 01:08:16,800

remember it it's astonishing well I'll

1444

01:08:21,890 --> 01:08:18,900

tell you two quick ones that wasn't mrs.

1445

01:08:22,849 --> 01:08:21,900

MacDonald and keep Breton Nova Scotia 90

1446

01:08:25,280 --> 01:08:22,859

some years old

1447

01:08:27,950 --> 01:08:25,290

tough as nails and tight Scottish and

1448

01:08:29,960 --> 01:08:27,960

tight and in her garage there was a

1449

01:08:31,970 --> 01:08:29,970

stairway to the side that led onto an

1450

01:08:33,920 --> 01:08:31,980

overhead attic and she gave me

1451

01:08:35,390 --> 01:08:33,930

permission to go up I said to sea chest

1452

01:08:38,480 --> 01:08:35,400

you want to sell that and how she's

1453

01:08:42,590 --> 01:08:38,490

clawing her way up the stairs and the

1454

01:08:44,480 --> 01:08:42,600

sea chests there was a sloped roof so I

1455

01:08:46,400 --> 01:08:44,490

pulled the seat chest out she goes not

1456

01:08:49,400 --> 01:08:46,410

what's in it so I had to lift the lid

1457

01:08:51,950 --> 01:08:49,410

and the lid was up properly but as she

1458

01:08:53,840 --> 01:08:51,960

leaned forward she pushed the chest back

1459

01:08:54,860 --> 01:08:53,850

against the wall the lid came down and

1460

01:08:56,780 --> 01:08:54,870

knocked her on the head

1461

01:09:01,099 --> 01:08:56,790

gaster had bleeding and unconscious

1462

01:09:04,400 --> 01:09:01,109

house I was with my partner jean-pierre

1463

01:09:06,260 --> 01:09:04,410

and I ran downstairs ran into our house

1464

01:09:08,540 --> 01:09:06,270

got some wet water rags and everything

1465

01:09:10,820 --> 01:09:08,550

came back up and she's finally coming to

1466

01:09:12,890 --> 01:09:10,830

and she said what happened I said I

1467

01:09:15,680 --> 01:09:12,900

don't know what happened all of a sudden

1468

01:09:17,000 --> 01:09:15,690

you took a tumble did she actually go

1469

01:09:18,680 --> 01:09:17,010

down the stairs

1470

01:09:20,300 --> 01:09:18,690

no no she fell on the floor in front

1471

01:09:21,950 --> 01:09:20,310

of the check thank goodness

1472

01:09:23,630 --> 01:09:21,960

got her with a big egg and we got her

1473

01:09:25,940 --> 01:09:23,640

back together Wow

1474

01:09:27,890 --> 01:09:25,950

just you know the most important thing

1475

01:09:32,180 --> 01:09:27,900

we were able to buy the sea chest yeah I

1476

01:09:35,240 --> 01:09:32,190

got the chest my favorite Nova Scotia

1477

01:09:38,000 --> 01:09:35,250

story was a woman my matador and she

1478

01:09:41,360 --> 01:09:38,010

told me oh I only buy from that nice

1479

01:09:43,910 --> 01:09:41,370

Pickers actual bear I mean I only sell

1480

01:09:46,310 --> 01:09:43,920

to him yeah I only only sell to Jacques

1481

01:09:47,270 --> 01:09:46,320

Joubert sorry and I said oh dear you

1482

01:09:49,910 --> 01:09:47,280

haven't heard

1483

01:09:53,450 --> 01:09:49,920

she said heard what I said he was in a

1484

01:09:57,740 --> 01:09:53,460

car accident if he's dead oh my god she

1485

01:10:01,820 --> 01:09:57,750

come in last about a month or so later

1486

01:10:04,390 --> 01:10:01,830

we're at the the pics the the meeting of

1487

01:10:07,070 --> 01:10:04,400

all the fur traders in Quebec at that

1488

01:10:08,540 --> 01:10:07,080

every two weeks or so I mean pick her in

1489

01:10:11,570 --> 01:10:08,550

the country would come together and

1490

01:10:13,850 --> 01:10:11,580

trade their goods and I'm there and I

1491

01:10:16,100 --> 01:10:13,860

feel this take grip on my shoulder and

1492

01:10:19,550 --> 01:10:16,110

he goes I'm pretty strong for a dead man

1493

01:10:22,840 --> 01:10:19,560

aren't I it was actual bear now if I

1494

01:10:26,780 --> 01:10:22,850

remember right you had you had a lot of

1495

01:10:28,310 --> 01:10:26,790

things with this Jacques back and forth

1496

01:10:30,260 --> 01:10:28,320

there was a there was a lot of things

1497

01:10:31,490 --> 01:10:30,270

that he would do to you as well right oh

1498

01:10:33,350 --> 01:10:31,500

absolutely

1499

01:10:34,940 --> 01:10:33,360

so we're all picking I mean we're

1500

01:10:36,650 --> 01:10:34,950

picking the province of Nova Scotia the

1501
01:10:38,420 --> 01:10:36,660
promise of New Brunswick but there's 20

1502
01:10:41,030 --> 01:10:38,430
to 30 Pickers so we're constantly

1503
01:10:43,760 --> 01:10:41,040
zigzagging and in each other ahead of

1504
01:10:47,930 --> 01:10:43,770
each other behind each other and it was

1505
01:10:49,670 --> 01:10:47,940
pretty cutthroat and there was another

1506
01:10:52,580 --> 01:10:49,680
story I'm not sure if you mentioned this

1507
01:10:57,220 --> 01:10:52,590
online or not but there was something

1508
01:11:00,410 --> 01:10:57,230
about a canadian louis louis xvi oh yeah

1509
01:11:03,350 --> 01:11:00,420
yeah there was a very aggressive dealer

1510
01:11:06,590 --> 01:11:03,360
and one day I was talking to my partner

1511
01:11:08,750 --> 01:11:06,600
and we were discussing a early French

1512
01:11:11,900 --> 01:11:08,760
Canadian cupboard that we had found in a

1513
01:11:14,660 --> 01:11:11,910

very small village and the village only

1514

01:11:16,580 --> 01:11:14,670

had probably 90 houses in it can I just

1515

01:11:18,380 --> 01:11:16,590

can I just stop you right there

1516

01:11:20,270 --> 01:11:18,390

because I want to just say to the

1517

01:11:24,350 --> 01:11:20,280

listener because most people would be

1518

01:11:26,900 --> 01:11:24,360

unaware these early French influenced

1519

01:11:29,030 --> 01:11:26,910

Canadian pieces are extremely rare and

1520

01:11:30,620 --> 01:11:29,040

extremely sought after am i right about

1521

01:11:33,590 --> 01:11:30,630

that

1522

01:11:35,510 --> 01:11:33,600

thousands yeah okay so continue this

1523

01:11:37,550 --> 01:11:35,520

they're overheard our conversation at

1524

01:11:39,260 --> 01:11:37,560

the restaurant threw down this check was

1525

01:11:40,730 --> 01:11:39,270

before you did like a Dukes of Hazzard

1526

01:11:43,310 --> 01:11:40,740

out in the parking lot with the gravel

1527

01:11:46,730 --> 01:11:43,320

flying and I looked and like that Oh No

1528

01:11:50,840 --> 01:11:46,740

and sure enough he's off to the village

1529

01:11:54,290 --> 01:11:50,850

and he got it covered and I didn't talk

1530

01:11:56,150 --> 01:11:54,300

to me day to find it so we were buying

1531

01:12:00,230 --> 01:11:56,160

in France at the time I had a pair of

1532

01:12:02,120 --> 01:12:00,240

louis xiv chairs that if they had been

1533

01:12:04,340 --> 01:12:02,130

canadian would have been high-dollar but

1534

01:12:06,110 --> 01:12:04,350

they were French so I put them in the

1535

01:12:09,350 --> 01:12:06,120

basement of a small village where my

1536

01:12:11,870 --> 01:12:09,360

repair man's mother lived and then I had

1537

01:12:13,640 --> 01:12:11,880

loose lips at the restaurant again and

1538

01:12:15,140 --> 01:12:13,650

within two days those chairs are in the

1539

01:12:18,020 --> 01:12:15,150

front of his shop in the big picture

1540

01:12:20,270 --> 01:12:18,030

window my thousand dollar price tag on

1541

01:12:22,550 --> 01:12:20,280

him I told that Pickers might repair

1542

01:12:24,890 --> 01:12:22,560

man's mother not to take less than 1500

1543

01:12:26,450 --> 01:12:24,900

for the two chairs okay and then the

1544

01:12:30,080 --> 01:12:26,460

expert from Montreal came and

1545

01:12:33,590 --> 01:12:30,090

straightened him out were French and

1546

01:12:36,440 --> 01:12:33,600

worth about 350 to 500 for the pair Wow

1547

01:12:39,530 --> 01:12:36,450

Wow so I guess yeah

1548

01:12:42,730 --> 01:12:39,540

did you ever end on a good note with him

1549

01:12:46,120 --> 01:12:42,740

or was it always like that

1550

01:12:51,470 --> 01:12:46,130

[Laughter]

1551

01:12:53,810 --> 01:12:51,480

he had no idea yeah Wow well well hey

1552

01:12:58,310 --> 01:12:53,820

Greg we're all in this together this is

1553

01:13:01,100 --> 01:12:58,320

a very trying time and then I think in a

1554

01:13:03,320 --> 01:13:01,110

strange way historic time but thank you

1555

01:13:05,690 --> 01:13:03,330

for some of that of those enlightening

1556

01:13:08,360 --> 01:13:05,700

stories except that I forgot the poor

1557

01:13:10,180 --> 01:13:08,370

woman got hurt that's I'm sorry about

1558

01:13:12,410 --> 01:13:10,190

that part

1559

01:13:15,230 --> 01:13:12,420

all right everyone that's it for the

1560

01:13:17,120 --> 01:13:15,240

show thank you for listening and stay

1561

01:13:18,140 --> 01:13:17,130

safe and look forward to upcoming

1562

01:13:22,200 --> 01:13:18,150

episodes