

NEWBURGH, 171.5 M.

ROOM

Feel the Brim



1
00:00:07,140 --> 00:00:21,540

[Music]

2
00:00:26,859 --> 00:00:24,460
hello and welcome to the antique auction

3
00:00:29,410 --> 00:00:26,869
forum podcast this is Martin Willis your

4
00:00:31,540 --> 00:00:29,420
host and as I've talked about in the

5
00:00:33,970 --> 00:00:31,550
last couple of podcasts you know people

6
00:00:36,700 --> 00:00:33,980
are are trying to adjust to the new

7
00:00:39,160 --> 00:00:36,710
reality and this is what the show is

8
00:00:42,070 --> 00:00:39,170
about today I've got two gentlemen that

9
00:00:45,060 --> 00:00:42,080
are coming right up and they are going

10
00:00:47,830 --> 00:00:45,070
to be talking about an idea to take

11
00:00:51,069 --> 00:00:47,840
Brimfield if if you're in the antiques

12
00:00:52,750 --> 00:00:51,079
world I'm sure you know about Brimfield

13
00:00:55,450 --> 00:00:52,760

I mean even when I lived in California

14

00:00:58,209 --> 00:00:55,460

everyone knew about Brimfield out there

15

00:00:59,830 --> 00:00:58,219

it's a huge huge market

16

00:01:01,990 --> 00:00:59,840

I will ask I don't know exactly how many

17

00:01:03,999 --> 00:01:02,000

people generally walk through but

18

00:01:07,719 --> 00:01:04,009

there's no such thing as social

19

00:01:09,940 --> 00:01:07,729

distancing at Brimfield and welcome to

20

00:01:13,450 --> 00:01:09,950

the show I would have what I should say

21

00:01:15,400 --> 00:01:13,460

who I have first I have Justin Nash and

22

00:01:18,670 --> 00:01:15,410

Mike Lord welcome to the show guys

23

00:01:22,060 --> 00:01:18,680

thanks for playing Martin thank you very

24

00:01:24,429 --> 00:01:22,070

much yeah you bet so first of all Mike

25

00:01:27,520 --> 00:01:24,439

you know a little bit about the history

26

00:01:29,590 --> 00:01:27,530

for the person that's unaware of the

27

00:01:31,480 --> 00:01:29,600

history of Brimfield how did it how did

28

00:01:35,499 --> 00:01:31,490

Brimfield come together when and how did

29

00:01:38,289 --> 00:01:35,509

it gross be so huge well I'm not quite

30

00:01:40,539 --> 00:01:38,299

sure on specific dates my understanding

31

00:01:43,660 --> 00:01:40,549

how Brimfield started was a gentleman

32

00:01:46,289 --> 00:01:43,670

named Gordon Reid had had a small plot

33

00:01:48,580 --> 00:01:46,299

of land in Broomfield Massachusetts and

34

00:01:51,609 --> 00:01:48,590

at an auction and brought some people

35

00:01:53,440 --> 00:01:51,619

all together for a flea market you know

36

00:01:54,880 --> 00:01:53,450

word spread you know use a good way to

37

00:01:56,170 --> 00:01:54,890

go down and sell some news goods and

38

00:01:59,230 --> 00:01:56,180

find some things that you're looking for

39

00:02:01,389 --> 00:01:59,240

and it just grew his neighbor was

40

00:02:04,539 --> 00:02:01,399

Richard Mays which it may started to

41

00:02:06,730 --> 00:02:04,549

feel and things just just snowballed

42

00:02:09,850 --> 00:02:06,740

from there if you will you know feel

43

00:02:13,600 --> 00:02:09,860

that it on as time went on advertising

44

00:02:15,850 --> 00:02:13,610

built up and you know now it is what it

45

00:02:18,250 --> 00:02:15,860

is today I believe at some points you

46

00:02:21,100 --> 00:02:18,260

could have 50 to 60 to 75 thousand

47

00:02:23,589 --> 00:02:21,110

people there and may alone it's just

48

00:02:25,960 --> 00:02:23,599

become pretty much the East Coast or

49

00:02:27,009 --> 00:02:25,970

northern New England's a premier antique

50

00:02:28,300 --> 00:02:27,019

event and

51
00:02:30,339 --> 00:02:28,310
honestly if you ask me I've been all

52
00:02:33,039 --> 00:02:30,349
over the country there's very few things

53
00:02:34,420 --> 00:02:33,049
like that that can even compete yeah

54
00:02:35,979 --> 00:02:34,430
yeah I would have to agree with you

55
00:02:38,649 --> 00:02:35,989
there now the thing that I remember when

56
00:02:42,009 --> 00:02:38,659
I first went years ago I think I was in

57
00:02:43,869 --> 00:02:42,019
my 20s or something and all the fields I

58
00:02:47,110 --> 00:02:43,879
didn't understand the fields now these

59
00:02:50,190 --> 00:02:47,120
are these actually private fields that

60
00:02:52,300 --> 00:02:50,200
are owned by safe families and

61
00:02:55,059 --> 00:02:52,310
businesses and stuff like that like

62
00:02:59,349 --> 00:02:55,069
Shelton's and and new england hotels

63
00:03:02,879 --> 00:02:59,359

yeah obvious mm-hmm yes I mean I go way

64

00:03:07,240 --> 00:03:02,889

back with the field and the field owners

65

00:03:09,039 --> 00:03:07,250

ask you in general my father just to

66

00:03:10,179 --> 00:03:09,049

give you a brief history on where he

67

00:03:11,229 --> 00:03:10,189

comes from and how he's involved with

68

00:03:12,879 --> 00:03:11,239

Rena field

69

00:03:14,949 --> 00:03:12,889

he had a small electronics corporation

70

00:03:17,110 --> 00:03:14,959

in the late 60s he sold out for a good

71

00:03:20,679 --> 00:03:17,120

amount of money back then I thought he

72

00:03:23,379 --> 00:03:20,689

had life set I came along my mom said

73

00:03:25,360 --> 00:03:23,389

well we need some more we need some more

74

00:03:28,720 --> 00:03:25,370

money coming in so he took himself off

75

00:03:31,659 --> 00:03:28,730

the amateur PGH area and started

76

00:03:33,280 --> 00:03:31,669

swinging antiques and ice cream one

77

00:03:37,270 --> 00:03:33,290

signal into another he moved out east

78

00:03:38,219 --> 00:03:37,280

and he had an over overstock of some

79

00:03:41,680 --> 00:03:38,229

inventory

80

00:03:43,719 --> 00:03:41,690

he had was in Amherst Massachusetts at

81

00:03:45,219 --> 00:03:43,729

that time and I was asking around

82

00:03:47,140 --> 00:03:45,229

someone had said well listen there was

83

00:03:48,699 --> 00:03:47,150

this big flea market in Broomfield not

84

00:03:51,069 --> 00:03:48,709

too far you might want to check that out

85

00:03:52,929 --> 00:03:51,079

so he drove down he actually talked to

86

00:03:55,599 --> 00:03:52,939

her Gordon read themselves was told that

87

00:03:58,149 --> 00:03:55,609

the show was was sold out about his

88

00:03:59,379 --> 00:03:58,159

neighbor Richard may was going to be

89

00:04:02,020 --> 00:03:59,389

opening up a show for the very first

90

00:04:04,569 --> 00:04:02,030

time and might want to talk to him so my

91

00:04:08,589 --> 00:04:04,579

dad went over there and spoke to him got

92

00:04:12,999 --> 00:04:08,599

a spot and that was a I believe may 1976

93

00:04:16,060 --> 00:04:13,009

and that was a very first may show since

94

00:04:19,899 --> 00:04:16,070

then my father has never missed a minute

95

00:04:21,729 --> 00:04:19,909

of any may show up until what's happened

96

00:04:24,850 --> 00:04:21,739

in the last couple of days less

97

00:04:26,320 --> 00:04:24,860

confusion last couple of months so yeah

98

00:04:29,499 --> 00:04:26,330

that's his history on Barry field and I

99

00:04:31,870 --> 00:04:29,509

mean I was born into I had no choice

100

00:04:33,010 --> 00:04:31,880

same here has been doing it for six he's

101
00:04:37,510 --> 00:04:33,020
been doing for 46 years

102
00:04:39,219 --> 00:04:37,520
yeah I'm 44 I've spent four years of my

103
00:04:40,810 --> 00:04:39,229
life and a hotel room in Sturbridge

104
00:04:44,770 --> 00:04:40,820
Massachusetts and I've never claimed

105
00:04:45,310 --> 00:04:44,780
my students it's just it's just it's in

106
00:04:47,890 --> 00:04:45,320
my blood

107
00:04:51,670 --> 00:04:47,900
and and and you know that's why I'm

108
00:04:52,960 --> 00:04:51,680
involved yeah yeah and Justin what about

109
00:04:56,650 --> 00:04:52,970
yourself what's your what's your

110
00:04:58,240 --> 00:04:56,660
involvement with has been with Brimfield

111
00:04:59,950 --> 00:04:58,250
I've been going to Brimfield and

112
00:05:02,740 --> 00:04:59,960
networking with different dealers and

113
00:05:06,550 --> 00:05:02,750

collectors for years you know and

114

00:05:08,590 --> 00:05:06,560

basically we we all were disappointed

115

00:05:10,600 --> 00:05:08,600

the buyers the sellers the the

116

00:05:12,340 --> 00:05:10,610

collectors the dealers everybody around

117

00:05:15,070 --> 00:05:12,350

the nation was kind of down and out and

118

00:05:17,140 --> 00:05:15,080

and a little upset and I couldn't stand

119

00:05:19,450 --> 00:05:17,150

there and watch you know businesses go

120

00:05:21,670 --> 00:05:19,460

belly-up or you know people go hungry

121

00:05:23,680 --> 00:05:21,680

because these large antique shows

122

00:05:25,900 --> 00:05:23,690

weren't going on you know Brimfield is I

123

00:05:28,360 --> 00:05:25,910

enjoy going there and walking forty

124

00:05:30,790 --> 00:05:28,370

miles in five days and getting dirt and

125

00:05:34,120 --> 00:05:30,800

my socks and you know finding some

126
00:05:35,650 --> 00:05:34,130
treasures and some gems and connecting

127
00:05:37,780 --> 00:05:35,660
again with friends that I haven't seen

128
00:05:40,660 --> 00:05:37,790
all winter long you know it was kind of

129
00:05:42,580 --> 00:05:40,670
the kickoff of the summer and and you

130
00:05:45,820 --> 00:05:42,590
know I would take a week off of work to

131
00:05:46,120 --> 00:05:45,830
be there and you know it's uh you loved

132
00:05:48,670 --> 00:05:46,130
it

133
00:05:51,280 --> 00:05:48,680
so when I started talking to Mike and a

134
00:05:53,440 --> 00:05:51,290
couple other friends and we said we

135
00:05:55,750 --> 00:05:53,450
couldn't sit there and watch it not

136
00:05:59,350 --> 00:05:55,760
happen instead we wanted to you know

137
00:06:01,090 --> 00:05:59,360
make make lemonade with the lemons that

138
00:06:03,520 --> 00:06:01,100

we were given and try to help give back

139

00:06:06,760 --> 00:06:03,530

to our community and industry and you

140

00:06:10,300 --> 00:06:06,770

know I actually owned a barber shop i

141

00:06:14,700 --> 00:06:10,310

buy and sell barber antiques um when I'm

142

00:06:17,590 --> 00:06:14,710

not behind the chair and you know we

143

00:06:19,870 --> 00:06:17,600

decided to come together and make the

144

00:06:23,200 --> 00:06:19,880

best go of this and help the community

145

00:06:26,650 --> 00:06:23,210

industry survive excellent in fact if I

146

00:06:28,600 --> 00:06:26,660

could add something the reason that our

147

00:06:31,330 --> 00:06:28,610

the friendship between me and Justin

148

00:06:33,880 --> 00:06:31,340

exists is because of Brimfield I had a

149

00:06:36,040 --> 00:06:33,890

fairly fairly rare barber sign I gave

150

00:06:38,460 --> 00:06:36,050

Justin a great deal on it and my

151
00:06:40,870 --> 00:06:38,470
friendship lost him and and that's how

152
00:06:42,070 --> 00:06:40,880
basically this whole thing started there

153
00:06:43,660 --> 00:06:42,080
wasn't for Brimfield and reading there

154
00:06:45,070 --> 00:06:43,670
you know we wouldn't have spoken about

155
00:06:47,440 --> 00:06:45,080
this and we wouldn't have a brainstorm

156
00:06:49,720 --> 00:06:47,450
when they brought Tom Sloan in you know

157
00:06:52,390 --> 00:06:49,730
all these things snowball and it's

158
00:06:53,980 --> 00:06:52,400
basically because of our meetings and

159
00:06:55,110 --> 00:06:53,990
our interactions and our relationships

160
00:06:58,390 --> 00:06:55,120
and burn field

161
00:07:02,350 --> 00:06:58,400
yeah well I get it well alright so how

162
00:07:04,090 --> 00:07:02,360
how was this going to work I guess you

163
00:07:05,890 --> 00:07:04,100

know of course obviously no one's gonna

164

00:07:08,909 --> 00:07:05,900

be setting up there and and I've only

165

00:07:12,310 --> 00:07:08,919

set up there once in my entire life and

166

00:07:14,219 --> 00:07:12,320

it it's grueling you know you're talking

167

00:07:16,420 --> 00:07:14,229

about Justin about walking around with

168

00:07:18,070 --> 00:07:16,430

you know dirtying shoes and all that

169

00:07:20,170 --> 00:07:18,080

stuff but you know I know I know

170

00:07:21,730 --> 00:07:20,180

some real die hearts and you know they

171

00:07:23,620 --> 00:07:21,740

just sleep in the back of the truck the

172

00:07:25,510 --> 00:07:23,630

whole entire time there and there's a

173

00:07:30,490 --> 00:07:25,520

lot of people that do that that type of

174

00:07:31,810 --> 00:07:30,500

thing but yeah Wow absolutely I've been

175

00:07:33,879 --> 00:07:31,820

known to sleep in back of the fields

176

00:07:35,860 --> 00:07:33,889

before and get out there at 3:30 4:00 in

177

00:07:38,469 --> 00:07:35,870

the morning and out there at night with

178

00:07:40,089 --> 00:07:38,479

a flashlight and you know seeing seeing

179

00:07:42,310 --> 00:07:40,099

what kind of gems and treasures you can

180

00:07:44,140 --> 00:07:42,320

find and not worrying about the blisters

181

00:07:46,920 --> 00:07:44,150

on your feet you know because you're so

182

00:07:49,540 --> 00:07:46,930

passionate and everybody loves it yeah

183

00:07:51,040 --> 00:07:49,550

well basically starting May 12th at

184

00:07:52,689 --> 00:07:51,050

10:00 a.m. we want to recreate the

185

00:07:54,999 --> 00:07:52,699

Brimfield experience so starting May

186

00:07:56,740 --> 00:07:55,009

12th at 10:00 a.m. anybody in the nation

187

00:07:58,810 --> 00:07:56,750

it's a hundred percent free anybody in

188

00:08:00,219 --> 00:07:58,820

the nation whether you're an antique

189

00:08:02,230 --> 00:08:00,229

store whether you're an antique dealer

190

00:08:04,750 --> 00:08:02,240

whether you set up at the shows whether

191

00:08:06,189 --> 00:08:04,760

you're a buyer or picker on May 12th at

192

00:08:08,980 --> 00:08:06,199

10:00 a.m. you can set up a digital

193

00:08:10,420 --> 00:08:08,990

booth the same way you would at

194

00:08:11,800 --> 00:08:10,430

Brimfield you can do it in your front

195

00:08:13,600 --> 00:08:11,810

lawn you can do it in your living room

196

00:08:15,580 --> 00:08:13,610

you could do it in your bathroom as long

197

00:08:18,879 --> 00:08:15,590

as I can help see everybody come

198

00:08:20,920 --> 00:08:18,889

together and be able to buy and sell in

199

00:08:23,860 --> 00:08:20,930

a way that's safe for everybody during

200

00:08:26,560 --> 00:08:23,870

these trying times they'll be booths

201
00:08:29,320 --> 00:08:26,570
that are listed all week long people can

202
00:08:32,829 --> 00:08:29,330
go on they can like comment send a

203
00:08:34,600 --> 00:08:32,839
direct message to the seller and then in

204
00:08:37,269 --> 00:08:34,610
the evening times we'll we'll have live

205
00:08:39,190 --> 00:08:37,279
events featuring live sales and live

206
00:08:41,800 --> 00:08:39,200
auctions with some of the best around

207
00:08:44,380 --> 00:08:41,810
the nation you know antiques advertising

208
00:08:46,780 --> 00:08:44,390
toys collectibles primitives art and so

209
00:08:49,300 --> 00:08:46,790
much mores is being included pottery

210
00:08:52,720 --> 00:08:49,310
we're seeing some really high end high

211
00:08:54,100 --> 00:08:52,730
quality stuff and we're seeing the the

212
00:08:56,050 --> 00:08:54,110
best thing that we're seeing of all this

213
00:08:58,240 --> 00:08:56,060

is the community come together and and

214

00:09:00,699 --> 00:08:58,250

be so passionate about making a goal

215

00:09:02,410 --> 00:09:00,709

good online and you know it'll it'll be

216

00:09:04,750 --> 00:09:02,420

nice not to have the blisters on my feet

217

00:09:06,460 --> 00:09:04,760

I'm gonna miss seeing everybody but we

218

00:09:08,500 --> 00:09:06,470

just hope we're just hoping that

219

00:09:11,590 --> 00:09:08,510

everybody can make a go of this

220

00:09:14,400 --> 00:09:11,600

safely yeah so okay so let's let's just

221

00:09:17,250 --> 00:09:14,410

we'll put it this way all right I'm

222

00:09:20,740 --> 00:09:17,260

interested in attending and looking and

223

00:09:22,360 --> 00:09:20,750

I want to buy something I'm curious to

224

00:09:24,000 --> 00:09:22,370

know how is this going to get how am I

225

00:09:28,960 --> 00:09:24,010

gonna pay how is this gonna get shipped

226

00:09:32,260 --> 00:09:28,970

um you know how do I know that a person

227

00:09:33,910 --> 00:09:32,270

that I find on this page that I will

228

00:09:36,760 --> 00:09:33,920

indeed get the piece of ship to me you

229

00:09:39,340 --> 00:09:36,770

just just walk us through how all that

230

00:09:41,560 --> 00:09:39,350

would and you did mention you know the

231

00:09:43,930 --> 00:09:41,570

live events you can finish off with that

232

00:09:46,810 --> 00:09:43,940

either one of you can and you know

233

00:09:51,490 --> 00:09:46,820

whoever wants to choose to discuss if

234

00:09:54,580 --> 00:09:51,500

that whole thing feel terrible but the

235

00:09:56,610 --> 00:09:54,590

way you know the vision is it's

236

00:10:00,010 --> 00:09:56,620

basically it's just like any other

237

00:10:03,310 --> 00:10:00,020

antique show I mean it's a with a

238

00:10:05,050 --> 00:10:03,320

platform for the dealer almost all the

239

00:10:06,970 --> 00:10:05,060

dealers that I know of in here that that

240

00:10:07,900 --> 00:10:06,980

are participating or all professional

241

00:10:09,940 --> 00:10:07,910

dealers or the years and years of

242

00:10:13,330 --> 00:10:09,950

experience so I don't you know have a

243

00:10:16,120 --> 00:10:13,340

ship you know what payments to use how

244

00:10:18,430 --> 00:10:16,130

they can be contacted it's just like

245

00:10:20,320 --> 00:10:18,440

business as usual just you're not

246

00:10:21,130 --> 00:10:20,330

outside you know under a tent you're in

247

00:10:24,690 --> 00:10:21,140

your living room you're in the garage

248

00:10:28,210 --> 00:10:24,700

you're in the driveway maybe Justin can

249

00:10:31,180 --> 00:10:28,220

expound a little bit on that yeah I mean

250

00:10:33,880 --> 00:10:31,190

you know there's there is secured forms

251
00:10:36,390 --> 00:10:33,890
of payment such as PayPal where the

252
00:10:38,500 --> 00:10:36,400
buyer and the seller is both protected

253
00:10:41,590 --> 00:10:38,510
shipping arrangements can be made

254
00:10:43,750 --> 00:10:41,600
obviously for smaller items but every

255
00:10:46,990 --> 00:10:43,760
we've given the opportunity for every

256
00:10:49,540 --> 00:10:47,000
dealer to set their terms on the sales

257
00:10:53,980 --> 00:10:49,550
process however we do recommend that

258
00:10:56,380 --> 00:10:53,990
everybody uses a PayPal or something of

259
00:10:59,110 --> 00:10:56,390
the sort to protect both the buyer and

260
00:11:01,240 --> 00:10:59,120
the seller in the sale on tracking

261
00:11:03,910 --> 00:11:01,250
information can be sent and uploaded

262
00:11:07,120 --> 00:11:03,920
whether they decide to send it up USPS

263
00:11:09,640 --> 00:11:07,130

or you can also set up with the with the

264

00:11:12,310 --> 00:11:09,650

dealer or the seller to pick up a larger

265

00:11:14,770 --> 00:11:12,320

item at another show or later on in the

266

00:11:17,230 --> 00:11:14,780

year on larger items can also be shipped

267

00:11:20,470 --> 00:11:17,240

through various carriers and we also

268

00:11:21,800 --> 00:11:20,480

have a great network with suggestions of

269

00:11:23,630 --> 00:11:21,810

how larger items

270

00:11:25,760 --> 00:11:23,640

envy ship but really it's going to be a

271

00:11:29,180 --> 00:11:25,770

lot of one-on-one from the buyer and the

272

00:11:31,430 --> 00:11:29,190

seller whether it be via comment in the

273

00:11:32,810 --> 00:11:31,440

comment section or a direct message I

274

00:11:36,170 --> 00:11:32,820

mean Facebook has created such a

275

00:11:37,850 --> 00:11:36,180

platform where you can Facebook message

276

00:11:39,140 --> 00:11:37,860

them hit the phone button and you can

277

00:11:42,260 --> 00:11:39,150

call them directly right through

278

00:11:43,970 --> 00:11:42,270

Facebook um a lot of experienced sellers

279

00:11:46,280 --> 00:11:43,980

on here have also been guiding the less

280

00:11:48,380 --> 00:11:46,290

experienced people on how the how the

281

00:11:52,310 --> 00:11:48,390

process all works and how everybody can

282

00:11:55,610 --> 00:11:52,320

do it safely and how will the how will

283

00:11:57,620 --> 00:11:55,620

some a dealer control the inventory in

284

00:12:00,260 --> 00:11:57,630

other words up you know I see a Facebook

285

00:12:02,510 --> 00:12:00,270

page pictures and it's like a grouping

286

00:12:05,810 --> 00:12:02,520

of items and hey you know I like that

287

00:12:07,340 --> 00:12:05,820

man's men's watch on the left side and

288

00:12:10,190 --> 00:12:07,350

the bottom of that picture you know that

289

00:12:11,930 --> 00:12:10,200

type of thing how do they how do they

290

00:12:13,760 --> 00:12:11,940

deal with that someone buy something in

291

00:12:17,660 --> 00:12:13,770

the picture are they gonna have separate

292

00:12:20,140 --> 00:12:17,670

pictures um its unique to its it mean we

293

00:12:23,030 --> 00:12:20,150

put up a we put up a framework of

294

00:12:24,079 --> 00:12:23,040

suggestions on how booth works but we're

295

00:12:25,850 --> 00:12:24,089

dealing with some very creative people

296

00:12:27,260 --> 00:12:25,860

here some very smart people and some

297

00:12:29,480 --> 00:12:27,270

people who like to have some fun so

298

00:12:30,920 --> 00:12:29,490

you're gonna see some some varying ways

299

00:12:33,860 --> 00:12:30,930

of how their booths are going to be set

300

00:12:35,210 --> 00:12:33,870

up but it's gonna be this you know along

301

00:12:36,050 --> 00:12:35,220

the lines of their will use some

302

00:12:38,060 --> 00:12:36,060

pictures there'll be some videos

303

00:12:41,120 --> 00:12:38,070

there'll be some prices in there ways to

304

00:12:43,520 --> 00:12:41,130

contact the dealer their forms of

305

00:12:46,160 --> 00:12:43,530

payment and the whole nine yards you

306

00:12:49,430 --> 00:12:46,170

just have to picture it as a a virtual

307

00:12:51,829 --> 00:12:49,440

digital antique booth where each booth

308

00:12:54,740 --> 00:12:51,839

is unique to each as a sole proprietor

309

00:12:56,870 --> 00:12:54,750

and we're trying to keep it to trying to

310

00:13:00,020 --> 00:12:56,880

keep it create a creative and fun you

311

00:13:01,550 --> 00:13:00,030

know let the let the vendor you know

312

00:13:03,230 --> 00:13:01,560

have had that freedom go out there and

313

00:13:06,800 --> 00:13:03,240

sell their selling merchandise the way

314

00:13:08,840 --> 00:13:06,810

they see fit and that stuff yeah well

315

00:13:11,540 --> 00:13:08,850

one of the things that always works with

316

00:13:14,300 --> 00:13:11,550

Brimfield is when everybody is waiting

317

00:13:15,800 --> 00:13:14,310

at the fence to get in and all of a

318

00:13:18,110 --> 00:13:15,810

sudden they just burst in and you can

319

00:13:20,810 --> 00:13:18,120

have any type of effect that will work

320

00:13:24,730 --> 00:13:20,820

like that like things are just gonna pop

321

00:13:27,079 --> 00:13:24,740

on at a time or is that just impossible

322

00:13:29,720 --> 00:13:27,089

that's actually the hope I mean I'm

323

00:13:32,270 --> 00:13:29,730

hoping that there is some chaos at 10:00

324

00:13:34,460 --> 00:13:32,280

a.m. I know I want to you know I want a

325

00:13:35,780 --> 00:13:34,470

hundred 200 300 boost up up at the same

326

00:13:37,400 --> 00:13:35,790

time and people you know what

327

00:13:38,900 --> 00:13:37,410

my god which direction do I run I mean

328

00:13:41,300 --> 00:13:38,910

that's the that's the kind of feeling

329

00:13:43,040 --> 00:13:41,310

you know I want when they open the you

330

00:13:45,560 --> 00:13:43,050

know the gates at maze at 9:00 a.m. and

331

00:13:47,330 --> 00:13:45,570

in the physical Brimfield world you know

332

00:13:50,330 --> 00:13:47,340

people running as fast as they can

333

00:13:51,710 --> 00:13:50,340

yeah four four things that you know to

334

00:13:53,300 --> 00:13:51,720

the person next to them could be

335

00:13:55,250 --> 00:13:53,310

worthless but then where is it's worth

336

00:13:57,020 --> 00:13:55,260

but no a lifetime of searching you know

337

00:13:59,000 --> 00:13:57,030

that's that's what I love about yeah I

338

00:14:01,370 --> 00:13:59,010

just got to tell a quick story because

339

00:14:03,940 --> 00:14:01,380

it's a it's it's funny as it's a friend

340

00:14:07,310 --> 00:14:03,950

of mine who he deals and very high-end

341

00:14:08,930 --> 00:14:07,320

probably the most prestigious antique

342

00:14:09,530 --> 00:14:08,940

dealer in New Hampshire you probably

343

00:14:12,710 --> 00:14:09,540

know who he is

344

00:14:14,570 --> 00:14:12,720

possibly but he said he was driving

345

00:14:17,390 --> 00:14:14,580

somewhere on a Saturday afternoon and

346

00:14:20,120 --> 00:14:17,400

saw this a rope in front of a property

347

00:14:21,770 --> 00:14:20,130

and they said in a state sale and so he

348

00:14:25,670 --> 00:14:21,780

thought he'd go check it out and then he

349

00:14:30,290 --> 00:14:25,680

said I found myself running for an OG

350

00:14:33,020 --> 00:14:30,300

clock worth about twenty-five to have no

351

00:14:36,140 --> 00:14:33,030

idea why I was running but why I did

352

00:14:38,600 --> 00:14:36,150

that it is a cycle yeah

353

00:14:41,750 --> 00:14:38,610

I've seen people bound by a walker for

354

00:14:43,730 --> 00:14:41,760

years throw the walker and just take up

355

00:14:47,900 --> 00:14:43,740

sprinting that's called the Forrest Gump

356

00:14:50,480 --> 00:14:47,910

moment as if touched by God himself it's

357

00:14:51,890 --> 00:14:50,490

just it's a I don't know you have to be

358

00:14:53,990 --> 00:14:51,900

in the business and have to be in a

359

00:14:55,670 --> 00:14:54,000

hobby and experience to know what we're

360

00:14:57,560 --> 00:14:55,680

talking about it it's really hard to

361

00:15:00,470 --> 00:14:57,570

explain once you have that bug inside

362

00:15:05,480 --> 00:15:00,480

you yeah I get it I get it I've been

363

00:15:08,870 --> 00:15:05,490

there many many times there's no cure in

364

00:15:10,760 --> 00:15:08,880

sight pumping you see something you love

365

00:15:13,910 --> 00:15:10,770

you see something you want and you just

366

00:15:16,430 --> 00:15:13,920

go running right now we have the the

367

00:15:19,040 --> 00:15:16,440

gates kind of shut shut down until 10:00

368

00:15:20,930 --> 00:15:19,050

a.m. on Tuesday May 12 you know we have

369

00:15:24,110 --> 00:15:20,940

the gates closed there's no pre-buying

370

00:15:26,870 --> 00:15:24,120

there's no pre-selling yeah when we were

371

00:15:29,450 --> 00:15:26,880

at work yeah exactly and at 10:00 a.m.

372

00:15:31,700 --> 00:15:29,460

we'll well we'll lift the clip the

373

00:15:34,370 --> 00:15:31,710

floodgates up and let everybody have at

374

00:15:36,080 --> 00:15:34,380

it we you know we've each spoken to

375

00:15:37,940 --> 00:15:36,090

hundreds of dealers hundreds of buyers

376

00:15:39,500 --> 00:15:37,950

hundreds of sellers some of the best in

377

00:15:41,240 --> 00:15:39,510

the nation you know some people that

378

00:15:44,120 --> 00:15:41,250

have never sold online before but have

379

00:15:45,970 --> 00:15:44,130

you know great a collections that are

380

00:15:48,440 --> 00:15:45,980

going to be joining in the fun and and

381

00:15:49,160 --> 00:15:48,450

participating and selling and you know

382

00:15:52,040 --> 00:15:49,170

we're gonna

383

00:15:53,930 --> 00:15:52,050

really gonna see some amazing things and

384

00:15:56,660 --> 00:15:53,940

and just to see the whole heart of this

385

00:15:59,180 --> 00:15:56,670

come together has really been a lot of

386

00:16:01,370 --> 00:15:59,190

the motivating factor behind all of us

387

00:16:03,530 --> 00:16:01,380

they pushed us to keep going to work

388

00:16:05,600 --> 00:16:03,540

wake up at 5:00 a.m. and work till 2:00

389

00:16:08,569 --> 00:16:05,610

3:00 in the morning you know and burning

390

00:16:10,370 --> 00:16:08,579

the midnight oil and and really digging

391

00:16:12,949 --> 00:16:10,380

our feet in deep to make sure that

392

00:16:17,449 --> 00:16:12,959

everybody succeeds during this yeah and

393

00:16:20,360 --> 00:16:17,459

if it if this works for this mate you

394

00:16:23,449 --> 00:16:20,370

know the the may show are you do you

395

00:16:25,340 --> 00:16:23,459

plan on doing it again you know I think

396

00:16:27,949 --> 00:16:25,350

that's something that we have discussed

397

00:16:29,720 --> 00:16:27,959

as a whole and we really want to we want

398

00:16:31,220 --> 00:16:29,730

to see where this goes but we want to do

399

00:16:32,810 --> 00:16:31,230

what the people want you know we have

400

00:16:35,449 --> 00:16:32,820

community wants what the industry

401
00:16:37,069 --> 00:16:35,459
demands you know I don't know that you

402
00:16:39,590 --> 00:16:37,079
know we don't want to take anything away

403
00:16:42,530 --> 00:16:39,600
from the actual Brimfield if anything we

404
00:16:44,240 --> 00:16:42,540
want to add to actual Brimfield um you

405
00:16:46,759 --> 00:16:44,250
know so I think this is an opportunity

406
00:16:48,769 --> 00:16:46,769
for a lot of people that don't can't

407
00:16:50,900 --> 00:16:48,779
necessarily travel or have family or

408
00:16:52,670 --> 00:16:50,910
have kids or can't actually physically

409
00:16:55,040 --> 00:16:52,680
make it to Brimfield to also be a part

410
00:16:57,680 --> 00:16:55,050
of room feel but that's something that I

411
00:16:59,240 --> 00:16:57,690
think we'll all discuss after after this

412
00:17:00,650 --> 00:16:59,250
first one runs and see what the people

413
00:17:03,230 --> 00:17:00,660

in the community want to get out of this

414

00:17:05,120 --> 00:17:03,240

yeah exactly I think that we actually

415

00:17:07,909 --> 00:17:05,130

have to pull it off first before we can

416

00:17:09,500 --> 00:17:07,919

actually you know to see if it's even

417

00:17:12,079 --> 00:17:09,510

possible I mean I think it is I think

418

00:17:13,370 --> 00:17:12,089

the game playing a solid but of course

419

00:17:14,900 --> 00:17:13,380

with anything that's brand new and let

420

00:17:16,100 --> 00:17:14,910

it's not been try before I mean I'm sure

421

00:17:18,409 --> 00:17:16,110

there's gonna be a bump in the road or

422

00:17:22,970 --> 00:17:18,419

two but it's gonna be smooth it's gonna

423

00:17:24,980 --> 00:17:22,980

be fun and should should should the the

424

00:17:26,990 --> 00:17:24,990

demand be there and the need be there

425

00:17:30,590 --> 00:17:27,000

then something we can we can talk about

426

00:17:32,000 --> 00:17:30,600

yeah um you know one of the I think

427

00:17:35,000 --> 00:17:32,010

since I've been doing this show since

428

00:17:39,289 --> 00:17:35,010

this this you know the isolating and

429

00:17:42,049 --> 00:17:39,299

that this virus began the the best line

430

00:17:45,110 --> 00:17:42,059

I've heard anyone say so far was the

431

00:17:47,840 --> 00:17:45,120

podcast I did with several auctioneers

432

00:17:50,030 --> 00:17:47,850

and one of them was Wes Cowan out in

433

00:17:54,320 --> 00:17:50,040

Ohio and he said either you're a

434

00:17:57,440 --> 00:17:54,330

collector or not and the collector is

435

00:18:01,430 --> 00:17:57,450

gonna want to collect you know in these

436

00:18:02,930 --> 00:18:01,440

times it doesn't matter what's going on

437

00:18:06,049 --> 00:18:02,940

a collector is a collector

438

00:18:08,839 --> 00:18:06,059

and runs in your blood 100% you know

439

00:18:10,639 --> 00:18:08,849

there's it's I always tell people it's a

440

00:18:12,680 --> 00:18:10,649

disease that can't be cured they haven't

441

00:18:14,570 --> 00:18:12,690

found a cure for it and I'm always on

442

00:18:15,649 --> 00:18:14,580

the hunt I'm always picking and you know

443

00:18:17,210 --> 00:18:15,659

people say what are you doing this week

444

00:18:19,099 --> 00:18:17,220

and I said I'm going hunting you know

445

00:18:20,149 --> 00:18:19,109

this it's not hunting season and I said

446

00:18:24,019 --> 00:18:20,159

you have a few hundred or two different

447

00:18:27,649 --> 00:18:24,029

things yeah yeah it's it is it's the

448

00:18:29,479 --> 00:18:27,659

the the hunt is what I think makes this

449

00:18:31,310 --> 00:18:29,489

happen you know makes everyone get

450

00:18:33,529 --> 00:18:31,320

excited about it and also the stories

451
00:18:35,119 --> 00:18:33,539
you can tell I mean I bet I bet you

452
00:18:37,009 --> 00:18:35,129
adjusting to you're up on the screen now

453
00:18:38,810 --> 00:18:37,019
in YouTube but I bet you can turn around

454
00:18:41,930 --> 00:18:38,820
and tell a story about every single

455
00:18:44,389 --> 00:18:41,940
thing behind you that you and how you

456
00:18:47,629 --> 00:18:44,399
got it and and and that's that's what we

457
00:18:49,570 --> 00:18:47,639
hold dear and it's me me it's preserving

458
00:18:51,619 --> 00:18:49,580
the history of it you know it's not just

459
00:18:53,479 --> 00:18:51,629
necessarily the item but you're right

460
00:18:55,849 --> 00:18:53,489
it's it's the story that is attached to

461
00:18:59,450 --> 00:18:55,859
it the company that it came from the you

462
00:19:01,969 --> 00:18:59,460
know the the historical element behind

463
00:19:03,979 --> 00:19:01,979

it you know it's it's preserving

464

00:19:06,289 --> 00:19:03,989

Americana you know and that's that's

465

00:19:08,119 --> 00:19:06,299

what I love is yes being able to spread

466

00:19:11,029 --> 00:19:08,129

the knowledge spread the wealth and and

467

00:19:14,060 --> 00:19:11,039

make the you know the collectors of the

468

00:19:15,769 --> 00:19:14,070

industry come together and and have

469

00:19:17,629 --> 00:19:15,779

pride and passion in this stuff rather

470

00:19:19,639 --> 00:19:17,639

than like we talked about earlier you

471

00:19:21,799 --> 00:19:19,649

know going IKEA and buying a piece of

472

00:19:24,529 --> 00:19:21,809

particle board you know yeah speaking of

473

00:19:25,580 --> 00:19:24,539

air conditioner and and two months later

474

00:19:27,889 --> 00:19:25,590

you get you spent on another three

475

00:19:31,159 --> 00:19:27,899

hundred bucks or so yeah you know I

476

00:19:32,389 --> 00:19:31,169

think I don't know we need to we didn't

477

00:19:35,869 --> 00:19:32,399

make the antiques more fun again bring

478

00:19:37,820 --> 00:19:35,879

in some more some more people not treat

479

00:19:40,549 --> 00:19:37,830

it like I hate to see a great grandma's

480

00:19:43,789 --> 00:19:40,559

teacup Antiques Show I mean it just

481

00:19:46,070 --> 00:19:43,799

needs to be more interaction more more

482

00:19:50,779 --> 00:19:46,080

stimulation just forget to the 21st

483

00:19:52,639 --> 00:19:50,789

century and let it roll yeah well you

484

00:19:56,060 --> 00:19:52,649

know there's there's a lot to be said

485

00:19:57,830 --> 00:19:56,070

about you know technology that you know

486

00:20:00,289 --> 00:19:57,840

young people may not be interested in

487

00:20:03,409 --> 00:20:00,299

you know it's a bad word antiques they

488

00:20:05,149 --> 00:20:03,419

can deal with vintage but or mid-century

489

00:20:07,399 --> 00:20:05,159

modern or something like that but the

490

00:20:09,799 --> 00:20:07,409

word antiques is you know like a holiday

491

00:20:12,109 --> 00:20:09,809

picture cobwebs and whatever it is but

492

00:20:14,060 --> 00:20:12,119

but technology oh because if we could

493

00:20:16,200 --> 00:20:14,070

just figure out a way to sell pictures

494

00:20:18,330 --> 00:20:16,210

of like antiques on iTunes

495

00:20:21,720 --> 00:20:18,340

you know we absolutely billionaires but

496

00:20:24,210 --> 00:20:21,730

you know maybe maybe someday but they

497

00:20:26,820 --> 00:20:24,220

love technology so you know young people

498

00:20:28,590 --> 00:20:26,830

you make you may connect with some young

499

00:20:30,799 --> 00:20:28,600

people just in your idea that you never

500

00:20:33,480 --> 00:20:30,809

would have before if you didn't do this

501
00:20:35,519 --> 00:20:33,490
this you know whole situation you're

502
00:20:38,850 --> 00:20:35,529
trying out you know you never know I

503
00:20:41,210 --> 00:20:38,860
mean you bring it to them you know you

504
00:20:43,350 --> 00:20:41,220
know they if they figure out that that

505
00:20:44,909 --> 00:20:43,360
no this stuff's out there and they can

506
00:20:47,639 --> 00:20:44,919
they can look at on their phone very

507
00:20:50,399 --> 00:20:47,649
easily then didn't just maybe just maybe

508
00:20:51,989 --> 00:20:50,409
we can spark more interest and anybody

509
00:20:53,879 --> 00:20:51,999
under 40 years old and I'm not saying

510
00:20:55,710 --> 00:20:53,889
it's not out there but for some reason

511
00:20:58,350 --> 00:20:55,720
it just seems like it's not it's just

512
00:21:02,310 --> 00:20:58,360
not important it's not something that

513
00:21:04,769 --> 00:21:02,320

the younger people crave and not quite

514

00:21:06,659 --> 00:21:04,779

sure what happened and and what happened

515

00:21:09,659 --> 00:21:06,669

along the way well you know there is

516

00:21:11,789 --> 00:21:09,669

there there are the few and there are

517

00:21:15,210 --> 00:21:11,799

there are other few I've met them at

518

00:21:17,460 --> 00:21:15,220

antique shows and and auctions where

519

00:21:19,440 --> 00:21:17,470

there's the sometimes there's kids like

520

00:21:22,049 --> 00:21:19,450

eight or nine years old that either

521

00:21:23,700 --> 00:21:22,059

watched American Pickers or even the

522

00:21:25,590 --> 00:21:23,710

Antiques Roadshow and they're really

523

00:21:28,230 --> 00:21:25,600

really excited about antiques so you

524

00:21:30,779 --> 00:21:28,240

know I'm glad that at least some of them

525

00:21:33,210 --> 00:21:30,789

you know and know those people will have

526

00:21:35,399 --> 00:21:33,220

the world of either oyster so to speak

527

00:21:37,440 --> 00:21:35,409

you know when they gain the knowledge I

528

00:21:39,119 --> 00:21:37,450

mean a couple of the dealers that we

529

00:21:40,560 --> 00:21:39,129

have focused that we will be focusing

530

00:21:43,889 --> 00:21:40,570

throughout the weakest of our live

531

00:21:46,379 --> 00:21:43,899

events you know I have a 19 year old kid

532

00:21:48,480 --> 00:21:46,389

who's uh who's taken over through his

533

00:21:50,940 --> 00:21:48,490

community which is a rare so designs and

534

00:21:53,100 --> 00:21:50,950

local local regional brands and that

535

00:21:55,009 --> 00:21:53,110

kind of thing he's become a superstar in

536

00:21:59,730 --> 00:21:55,019

his community and he's 19 years old

537

00:22:01,619 --> 00:21:59,740

there's also two brothers mid-20s and in

538

00:22:04,649 --> 00:22:01,629

their corner of their other hobby

539

00:22:05,730 --> 00:22:04,659

they're absolutely just crushing it

540

00:22:07,019 --> 00:22:05,740

they're they're owning it they're all

541

00:22:09,629 --> 00:22:07,029

over the country they're making a name

542

00:22:12,239 --> 00:22:09,639

for themselves and I just I think if

543

00:22:14,369 --> 00:22:12,249

some guys in that age range - were just

544

00:22:16,169 --> 00:22:14,379

exposed to all this you know you know

545

00:22:17,549 --> 00:22:16,179

they might be able to see that hey you

546

00:22:20,460 --> 00:22:17,559

know I'm a nursing that stuff I can do

547

00:22:22,129 --> 00:22:20,470

that why not give it a shot you we could

548

00:22:24,419 --> 00:22:22,139

we could see you know maybe a little

549

00:22:27,680 --> 00:22:24,429

resurgence back into the game if you

550

00:22:29,640 --> 00:22:27,690

work right right well let's hope for it

551

00:22:32,190 --> 00:22:29,650

so I

552

00:22:33,600 --> 00:22:32,200

want to give you guys well first of all

553

00:22:39,799 --> 00:22:33,610

you know I never asked this question

554

00:22:46,290 --> 00:22:39,809

whose brainchild was this uh you know a

555

00:22:48,780 --> 00:22:46,300

bed in a conversation almost a joke just

556

00:22:50,100 --> 00:22:48,790

throwing ideas out there my whole thing

557

00:22:51,900 --> 00:22:50,110

was I you know we were just

558

00:22:54,290 --> 00:22:51,910

I mean how it happened was a text

559

00:22:56,520 --> 00:22:54,300

message between uh between Justin I and

560

00:22:59,310 --> 00:22:56,530

you're just like ah Jesus no brain feel

561

00:23:01,170 --> 00:22:59,320

shut down and I was like geez gotta do

562

00:23:05,280 --> 00:23:01,180

something my father we're not wealthy

563

00:23:07,020 --> 00:23:05,290

people so you know missing the shows is

564

00:23:09,270 --> 00:23:07,030

really doing some harm for us

565

00:23:10,799 --> 00:23:09,280

business-wise and and I was like

566

00:23:13,799 --> 00:23:10,809

hell-bent that I wasn't let my father

567

00:23:15,330 --> 00:23:13,809

miss you know his 46 straight Greenfield

568

00:23:17,850 --> 00:23:15,340

and something had to be done whether

569

00:23:19,860 --> 00:23:17,860

mean virtually DA's office or you know

570

00:23:21,180 --> 00:23:19,870

on the field some sort of Renfield had

571

00:23:24,360 --> 00:23:21,190

to be there because we weren't going

572

00:23:25,919 --> 00:23:24,370

down like that so generally when I'm

573

00:23:27,740 --> 00:23:25,929

stuck between a rock and a hard place I

574

00:23:30,060 --> 00:23:27,750

get creative and Justin I really

575

00:23:32,640 --> 00:23:30,070

brainstormed and we brought in a friend

576

00:23:34,549 --> 00:23:32,650

of ours Tom Sloan the three of us you

577

00:23:37,380 --> 00:23:34,559

know put together the game plan and

578

00:23:39,780 --> 00:23:37,390

we're letting it ride and as things have

579

00:23:42,090 --> 00:23:39,790

steamrolled and things have have come

580

00:23:43,919 --> 00:23:42,100

together nicely now how does someone

581

00:23:44,900 --> 00:23:43,929

like your father think about this whole

582

00:23:47,100 --> 00:23:44,910

situation

583

00:23:49,230 --> 00:23:47,110

he can't even send a text message so

584

00:23:51,030 --> 00:23:49,240

what we don't even go there that's what

585

00:23:54,120 --> 00:23:51,040

I mean but what does he think about is

586

00:23:54,930 --> 00:23:54,130

he excited it's still gonna happen he is

587

00:24:03,690 --> 00:23:54,940

so excited

588

00:24:05,940 --> 00:24:03,700

I mean you there oh yeah I think we lost

589

00:24:09,299 --> 00:24:05,950

him well that's too bad but I was just

590

00:24:10,470 --> 00:24:09,309

getting ready to wrap up so well Justin

591

00:24:13,320 --> 00:24:10,480

make sure you say goodbye

592

00:24:14,820 --> 00:24:13,330

it's a mic for me and thanks so much

593

00:24:17,370 --> 00:24:14,830

it's been a real pleasure and I wish you

594

00:24:19,080 --> 00:24:17,380

all the luck and I will you the Facebook

595

00:24:21,690 --> 00:24:19,090

page throw that out there if you would

596

00:24:23,580 --> 00:24:21,700

absolutely please if everybody that's

597

00:24:26,720 --> 00:24:23,590

tuning in doesn't already know please

598

00:24:29,190 --> 00:24:26,730

join our Facebook group Brimfield online

599

00:24:31,049 --> 00:24:29,200

it's easy just go right to your Facebook

600

00:24:33,570 --> 00:24:31,059

type in groups right in the right in the

601
00:24:35,190 --> 00:24:33,580
search bar it's Brimfield online you

602
00:24:37,500 --> 00:24:35,200
could also tune in to our website as

603
00:24:41,220 --> 00:24:37,510
well it's filled the brim calm once

604
00:24:42,620 --> 00:24:41,230
again that's feel the brim calm on and

605
00:24:44,420 --> 00:24:42,630
we look forward to

606
00:24:46,580 --> 00:24:44,430
what he coming together and seeing the

607
00:24:48,410 --> 00:24:46,590
community excellent all right Justin you

608
00:24:50,780 --> 00:24:48,420
take care and the best of luck to you

609
00:24:52,760 --> 00:24:50,790
thanks so much all right okay everyone