



RICHARD W, OLIVER
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www.rwolivers.com

PROFILE

ADMINISTRATOR/CONSULTANT since 1970 has been involved in the decorative arts, i.e. Americana, paintings, Oriental rugs, Oriental export. glass and china, wildfowl decoys, guns, etc. providing expert assistance for clientele with specialization as Consultant/ Appraiser/ Auctioneer.

- Cultivate business in excess of \$100 million through skillful consulting, appraising and auctioneering for clients dealing in fine and decorative art
- World travel to review items, qualifying their authenticity so that anything acquired by clients would be guaranteed without any doubt
- Attend major auctions on behalf of the client or with the client to secure collection pieces
- Suggest alternative collecting areas where market is financially beneficial for the client's investment as well as recommend for de-accessioning.
- Member of National Association Of Professional Appraisers.

WORK HISTORY

Olivers, LLC., Owner 2003 - Present

Provide expertise and private counsel to clients which requires research of art goods in regard to selective purchasing of large ticketed items. Verify authenticity, guaranteeing product reliability. Identify market values and resale value. negotiate for most practical price and closed the deal. Conduct appraisals, auctions.

Shreve. Crump & Low 1997-2002
Consultant/Appraiser/Acquisition Agent

Ward Museum of Wildfowl Art 1993-1996
Consultant Appraiser/Auctioneer

Instrumental in the marketing and initial programming of the largest wildfowl museum in the world, The Ward Museum. Conceptualize programming to generate public interest and to create special fundraising. Incorporate auctions, art shows, education programs to generate awareness.

R.W. Oliver, Inc. dba Oliver's 1970~1992
Founder/Developer of Oliver's Auction Gallery,
Kennebunk, Maine

Conducted over 1,000 auctions and established new marketplaces in numerous areas including: Decoys, Antique Classic Fishing Tackle, Golf Memorabilia, Advertising, and Collectibles. Held several of Maine's first auctions in several areas of interest, including but not limited to, Gun Auctions, Decoy auctions, Antique Classic Collectible Fishing Tackle auctions; first in U.S.A. Golf auctions.

AUCTIONS

Over the 40+ years of auctions, Oliver's has obtained world-record auction prices in a number of areas including:

World Record Auction Prices

Decoys

- Sold in 1986 for \$319,000 to Russell B. Aitken Sunny Vonbulow's stepfather, later sold at Christie's for \$800,000, and again in 2007 \$1.13 million
- Another famous decoy, the Elmer Crowell preening goose, was purchased by me for \$48,000 in 1984, then a world record price. I was the underbidder in the Sotheby's 2000. Jim McClarey auction at \$670,000. It sold for \$680,000

- In 1992, sold two decoys, "The Preening Drake and Hen Mallard," by the Caines brothers of South Carolina for a world record price of \$285,000. The decoys were from the estate of Jean Yawkey (late owner of the Boston Red Sox).

Furniture

- American Simon Willard clock at \$440,000 (still a world record) known as the infamous "Boston Tea Party Clock."
- Held most of the world records in 1978 for Arts & Crafts, Gustav Stickley furniture and Art Potter

Advertising Memorabilia

- Campbell Soup sign, embossed tin, pop art graphics - \$93,000
- Mammy salted peanut tin with pressed lid - \$22,000
- Topsy print Oil paper - \$60,000

Antique Classic Fishing Tackle and Collectibles:

- Rod - \$20,00
- Reel - \$22,000
- Lure - \$18,000

Art/Paintings

- Miniature of Gilbert Stuart painting on ivory by Sara Goodrich to the National Portrait Gallery for \$7,000, a record price in 1991
- Acquired the world record price in 1983 for a painting by Alexander Pope. "The Hunter's Still Life" - \$187,000, also is the highest price paid for an art object in Maine
- Sold a painting by European artist Samuel Scott to a private London collector for a world price of \$132,000
- Received a world record price of \$85,000 for a Folk Art painting by M.W. Hopkins of a little girl, (Virginia Ada Wright) with a dog. The painting was featured on the front cover Sotheby's 2004 America flyer and sold for \$225,000

Guns/Military/Misc.

- Sold the Family Coast of Arms or hatchment for the first family of Rhode Island to the Smithsonian Institute for a world record \$57,000
- Set world record prices for firearms including a World Famous Remington single shot rifle from the Jack Appel collection for \$32,000
- Winchester Mode186 sold for \$35,000
- Set record prices for Civil War and military memorabilia.

Most notable auctions over the past 10 years (see www.rwolivers.com)

The Andrew H. Green Estate Auction, 2010

Andrew H. Green (1843-1898) was known as "The Father of New York" and is credited with bringing together the five boroughs in New York City; In 1869 he headed the Central Park Commission resulting in the creation of Central Park. Mr. Green was also instrumental in the creation of The American Museum of Natural History, The Metropolitan Museum of Art and The Bronx Zoo.

- Taking one year to prepare, the sale was comprised of six auctions over a five-day period, with approximately 2500 items sold. Auction was featured on the Times Square Billboard
- Significant participation of the bidders included the Smithsonian Institute, the New York Public Library, the New York Historical Society the Farnsworth Museum, and others
- The accumulation of many generations included vintage clothing, books & ephemera: glass, china, silver; paintings & antiques; toys & dolls

The Historical Collection of the Late William ("Billy") Pate was sold in 2012.

Billy Pate was a world-class fly fisherman of over 35 years and held many world records. Billy's estate collection included over 500 lots of fishing collectibles, memorabilia and other related items.

John F. Kennedy Memorabilia Auction 2012

Assisting John McInnis Auctioneers with the important Dave Powers auction of President John F. Kennedy memorabilia, where the President's bomber jacket fetched \$655,000.

ESTATE CONSULTING & LIQUIDATION

Discuss options with notable clients and provide options that would attain best possible financial benefits and tax consequences considering like-for-like exchanges of the possible liquidation of property. Significant projects include:

The John Hayes Estate in Beverly Hills, California

Mr. Hayes, a screenplay writer for Paramount Pictures, has written many well-known screenplays such as "Peyton Place" and "Who's Afraid of Virginia Wolfe."

The Estate of Stanley Steamer, Inventor

The Lowell Inness Estate

One of the foremost authorities on glass. Inness wrote Pittsburgh Glass, a book that has become one of the bibles on glass collecting

Estate sale for Ambassador J. William Middendorf II, Secretary of Navy under President Ford

C.A. Porter Hopkins, Cambridge, Maryland

Family founded Maryland National Bank

Henry A. Fleckenstein, Jr., Cambridge, Maryland

Foremost authority on decoys who authored five books

APPRAISER

Assisted notable law firms in a consulting, referencing auctioneering, and appraising capacity, as well as estate consulting and identifying intentions and goals:

- **Ropes and Gray**
Handled the famous "Bible Speaks" Auction which had gross sales of \$4,500,000. This widely publicized auction was on "60 Minutes" twice and was covered by all major networks and news organizations
- **Goodwin, Proctor and Hoar, Boston**
- **Berstein, Shur, Sawyer and Nelson, Maine**
- **Donald C. O'Brien, New York**, Chief Attorney for the Rockfellers for eighteen years, now a Partner at Mill, Bank and Tweed
- **William Gutfarb, Boston**, Head of the Jean Yawkey Foundation and Executor of the Yawkey Estate

PUBLICATIONS (ARTICLES, MEDIA, BOOKS)

- The Washington Post, "Regarding Decoys," front page along with two full page inserts
- Forbes Magazine "Personal Affairs," over two pages in color on fishing tackle along with another article on golfing memorabilia
- Baltimore Sun article on the Lowell Inness glass collection along with several other articles.
- New York Times 10+ articles.
- The Boston Globe 10+ articles .
- Chicago Tribune 10+ articles
- AP & UPI 10+ articles
- NBC News with Tom Brokaw Appeared on a three-minute segment while selling decoys in Easton, Maryland at the Waterfowl Festival. Also, appeared on the NBC Today Show
- Paul Harvey Show, as guest appearance
- Forbes Magazine, September 25, 1995
- Strange Inheritance, A.H. Green Collection with host Jamie Colby
- Authored the book, ***Business Auctions***. describing a new method of auctioneering, "The Sealed Bidder's Auction"
- Co-authored the book ***Business Auctions: An Insider's Guide to Buying and Selling Business Equipment and Real Estate at Auction***
R.W Oliver & J. D. Murphy Probus Publishing Company, Chicago, Illinois 1986 194pp.

PERSONAL ACHIEVEMENTS

- Served two terms as Trustee on the Maine Criminal Justice Academy Board.
- Served on the Maine Arts and Humanities Board.
- Served 3 1/2 years in the U.S. Navy with Special Forces
- Army-Navy River Assault Force received Purple Heart and the Navy Achievement Award with Combat "V," along with other awards. Honorable Discharge
- Earned private pilot's license
- Registered Maine Fishing Guide, including tidewater fishing
- Fished world champion fly fishing tournaments in Islamorada, Florida