

RICHARD W. OLIVER
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PROFILE

ADMINISTRATOR/CONSULTANT has over 40 years of full-time involvement in the 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 arts.
- 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.
- Senior Professional Appraiser, NAPA (National Association of Professional Appraisers).

WORK HISTORY

Oliver's

2002-Present

Consultant/Appraiser/Auctioneer

Provide expertise to clients based on research and documentation of art and antique goods. Provide private counsel to clients regarding selective purchasing of large ticketed items. Verify authenticity, guarantee product reliability. Identify market values and resale value, negotiate for the best price in a purchase or in a sale.

Shreve, Crump & Low

1997-2002

Consultant/Appraiser/Acquisition Agent

Ward Museum of Wildfowl Art

1993-1996

Administrator/Consultant/Appraiser/Auctioneer

R.W. Oliver, Inc. dba Oliver's

1970-1992

Owner and Auctioneer. Operated Oliver's Auction Gallery in Kennebunk, Maine. Conducted auctions in the specialty areas of: Americana, Fine Art, Decoys, Fishing Antiques & Collectibles, Golf Antiques & Collectibles, Guns, Advertising, Toys & Dolls, as well as monthly general Estate Auctions. Held and still hold world records prices (see more below).

ACCOMPLISHMENTS

-The Andrew H. Green Estate Auction, held in 2010. Taking a year to prepare, the sale was comprised of six auctions over a five-day period, with approximately 2500 items sold. Significant participation of the bidders included Smithsonian Institute, New York Public Library, New York Historical Society, Farnsworth Museum and others. The accumulation of many generations included vintage clothing, books & ephemera; glass, china, silver; paintings & antiques; toys & dolls. Andrew H. Green (1843-1898) was known as “The Father of New York” He is credited with bringing together the 5 boroughs of New York City; in 1869 he headed the Central Park Commission resulting in the creation of Central Park; he was also instrumental in the creation of The American Museum of Natural History, The Metropolitan Museum of Art and The Bronx Zoo.

-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, educational programs to generate awareness.

-Most of my greatest accomplishments occurred during the 30+ year reign of Oliver’s Auction Gallery. I established new market places in America in a number of areas including Decoys, Antique Classic Fishing Tackle and Golf Memorabilia. Notable events:

Achieved WORLD RECORD prices for individual items as follows:

-World record **decoy** sold for **\$319,000** to Russell B. Aitken, Sunny Vonbulow’s stepfather.

-**American Simon Willard clock** at **\$440,000**. known as the infamous “Boston Tea Party Clock.”

-Held most of the world records for **arts & crafts, furniture, and art pottery.**

-Held all world records for **advertising memorabilia.**

Of significance are the following:

Campbell Soup sign, embossed tin, pop art graphics - **\$93,000**

Mammy salted peanut tin with pressed lid - **\$22,000**

Topsy print on paper - **\$60,000**

Antique Classic Fishing Tackle and Collectibles:

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

-Sold **miniature of Gilbert Stuart** in ivory by Sara Goodrich to the National Portrait Gallery for **\$7,000**, a record price in 1991.

-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.**

-Acquired the world record price for a **painting by Alexander Pope.** “The Hunter’s Still Life” - **\$187,000.**

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 **primitive painting** of a little girl with a dog by Hopkins.

-Set world record prices for firearms including a world famous **Remington single shot** from the Jack Appel collection, sold for **\$32,000**, and a **Winchester Model 86** sold for **\$35,000**.

-Set record prices for **Civil War** and **military memorabilia**.

- 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).

-Have conducted business with all the major museums in the U.S.

ESTATE CONSULTING

Discuss options with 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 follow:

-The John Michael 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 the inventor of the Stanley Steamer automobile.

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

-Handled sale for Ambassador Middendorft, Secretary of Navy under President Ford.

APPRAISER

As Senior Professional Appraiser (NAPA) assisted notable law firms in a consulting, referencing and auctioneering capacity, as well as estate consulting, 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.

-Donal C. O'Brien, New York, attorney for the Rockfellers for 18 years, formerly a partner at Mill, Bank and Tweed.

-William Gutfarb, Boston, head of the Jean Yawkey Foundation and executor of Yawkey Estate-Thomas Merryweather, Esq., Cambridge, Maryland.

-C.A. Porter Hopkins, Cambridge, Maryland, family founded Maryland National Bank.

-Henry A. Fleckenstein, Jr., Cambridge, Maryland, foremost authority on decoys, has written five books.

PUBLICATIONS (ARTICLES AND BOOKS)

-Front page of "The Washington Post," "Regarding Decoys," 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 and 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.
 - Guest on the Paul Harvey Radio Show.
 - Authored the book, Business Auctions, describing a new method of auctioneering, "The Sealed Bidder's Auction."
 - "Forbes Magazine," September 25, 1995.

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 Special Forces:
 - Army-Navy River Assault Force
 - Received Purple Heart and the Navy Achievement Award with Combat "V," along with other awards.
 - Honorable Discharge

Rev. RWO/jm 9Sept.2011