

# The Market for Ship Models?

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[www.shipmodelersassociation.org](http://www.shipmodelersassociation.org)



[www.nhnm.org](http://www.nhnm.org)

# The Western Ship Modelers Conference 2011

Newport Beach, CA





**Tiburon, California – San Francisco Bay**

- **The Poop Deck** –
- Main Street Tiburon
- 1975-1979
  
- Nautical Gift Store which specialized in ship models and the services of custom models and restoration.



# Mystic Maritime Gallery

Mystic Seaport, Connecticut 1979-1982





**1982 - 2008**

**Salem, Massachusetts**



**2009 - Gloucester, MA  
36 years later!**





# **World's Only Gallery Devoted to the Fine Art of Ship Models**

**Representing Internationally Acclaimed  
Marine Model Artists**

## **Gallery Services Include:**

- Consultation & Collection Management
- Custom Models (historic or yacht)
- Conservation Restoration
- Appraisal
- Custom Display Units

## CLIENTS and REFERENCES

The White House  
Smithsonian Institution  
Mystic Seaport Museum  
Peabody Essex Museum  
The Mariner's Museum  
South Street Seaport Museum  
National Maritime Museum  
Musée National de la Marine  
Bermuda Maritime Museum  
Museum of Fine Arts - Boston  
Hart Nautical Museum - M.I.T.  
San Diego Maritime Museum  
Carnegie Museum  
Ships of the Sea Maritime Museum  
Cape Ann Historical Association  
Farnsworth Art Museum  
Kendall Whaling Museum  
U.S. Naval Academy Museum  
U.S.S. Merchant Marine Museum  
U.S. National Park Service  
U.S. Department of State

New York Yacht Club  
St. Francis Yacht Club  
Royal Bermuda Yacht Club  
Eastern Yacht Club  
American Yacht Club  
Boston Yacht Club  
Corinthian Yacht Club  
Herreshoff Marine Museum  
Newport Harbor Nautical Museum  
Bermuda National Trust  
Independence Seaport Museum  
Maine Maritime Museum  
New Bedford Whaling Museum  
San Francisco Maritime Museum  
Wadsworth Athenaeum  
Addison Gallery of American Art  
Ventura County Maritime Museum  
Perry-MacMillan Museum  
U.S.S. Constitution Museum  
U.S. Department of the Treasury  
U.S. Internal Revenue Service

# The State of the Marine Model Market

- What I consider when valuing a Ship Model
- Venues for their Sale / Pros & Cons

# Evaluating or Appraisal Factors

*Model Classification: A - B - C - D*

1. Vessel type, Era, Nationality
2. Historical accuracy / Research
3. Artist's reputation
4. General quality of craftsmanship
5. Uniformity of scale & proportions
6. Methods and materials
7. Provenance and/or age
8. Rarity
9. Size
10. Sails
11. Finish (painted or natural)
12. Overall display & presentation
13. Condition

# Documentation



**Fine Ship Models are recognized by museums and collectors as *Decorative Works-of-Art***



In fine and decorative works of art the name and recognition of the artist(s) is of utmost value.

What is the value of a truly stunning painting of the U.S.S. *Constitution* if it has no signature?

What is the value of a truly  
stunning painting of the U.S.S.  
*Constitution* if the attributed  
artist is an unknown?

Ship models are subject to the same  
fundamental art market standards!



Therefore, if you can paint a ship  
portrait like John Stobart or  
Montague Dawson does that  
mean you can command the same  
value (\$200k to \$400k)?

If you can build a scale model like Harold Hahn or Lloyd McCaffery, does that mean you can expect the same value?



Hahn, 1/8" sc. Pelican \$38k



McCaffery, 1/16" sc., Bounty \$65k

# 1. Vessel type, Era, Nationality

The most popular:

- Merchant, Naval or Yachting
- 19<sup>th</sup> Century
- American or British



*Flying Fish, R.  
Langdon, 3/16"  
SC.*

## 2. Historical Accuracy / Research

### Research - Research - Research

*“If a model is nicely made...than it is of great value as a standard of comparison in evaluating the characteristics of other models...if it is not accurately made, then it is of no value...we might even say it is an evil thing, for it is nothing but a lie that deceives the eye”!*

- L. Francis Herreshoff -

4. General quality of craftsmanship
5. Uniformity of scale & proportions
6. Methods and materials



*Resolution*, Antscherl, 1/4"  
sc. model



# 7. Provenance

# 8. Rarity



*Prince of Wales*, Antique bone prisoner-of-war model 40" long. From the personal collection of King Leopold III, Belgium. \$150k - auction

## 9. Size



8' antique model, *Holland*



*Le Superbe*, d. Hunnisett, 50' = 1"  
sc., 4" long

# 10. Sails



*Hero*, K. Britten,  
3/8" sc.



*Galleon, Glanville  
& Taheri*, 3/32" sc.



*Constitution*, McNarry,  
1/16" sc.



# 11. Finish (natural or painted)



*Leon, Wm. Nagle, 3/16" sc.*



*Hannah, E. Ronnberg, 1/8" sc.*

# 12. Overall display & presentation



# 13. Condition



*Hibernia*, antique bone & baleen,  
Prisoner-of-war model



# Marketing or Sales Venues

Private Sale

Art Gallery

Auction

# Donald McNarry (1921-2010) - up date!

Artist's studio acquired for public display  
at the National Maritime Museum,  
England



# McNarry's studio with extreme miniaturist Philip S. Reed 2004



**THANK YOU**

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