The Market for Ship Models?

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Presented at the



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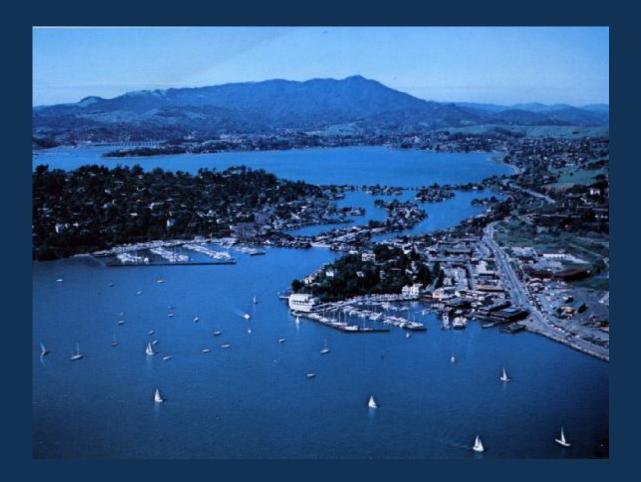




The Western Ship Modelers Conference 2011

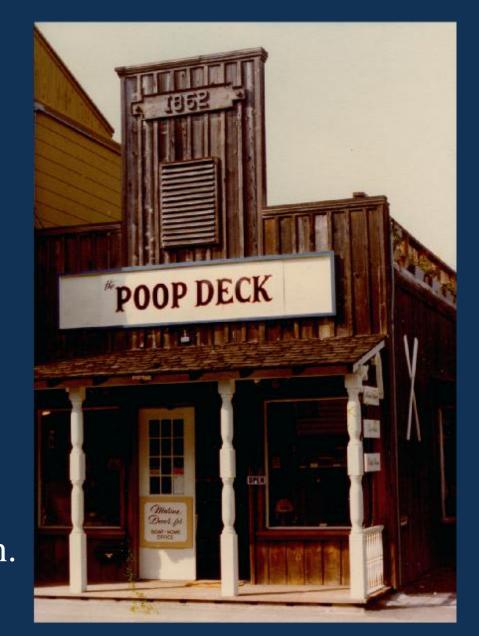
Newport Beach, CA





Tiburon, California – San Francisco Bay

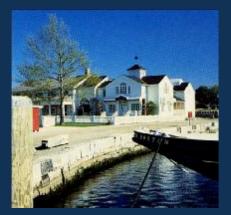
- The Poop Deck –
- Main Street Tiburon
- 1975-1979
- Nautical Gift Store which specialized in ship models and the services of custom models and restoration.

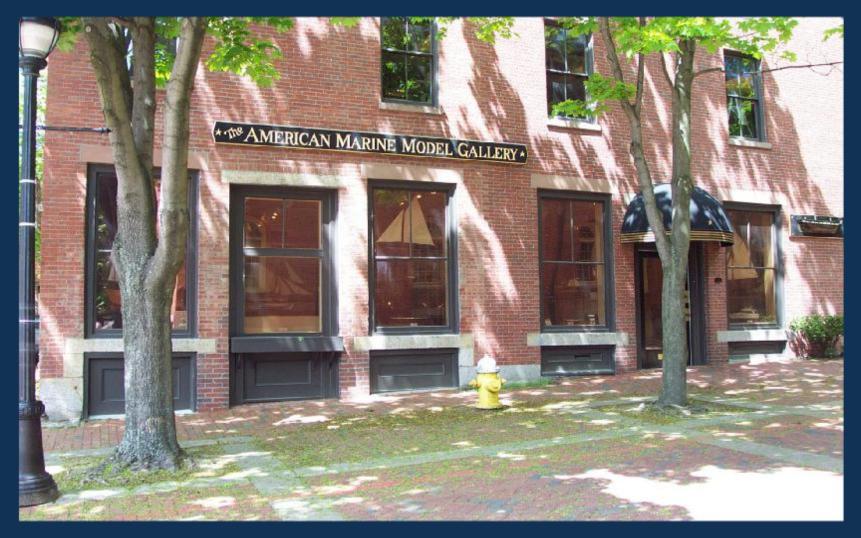


Mystic Maritime Gallery

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

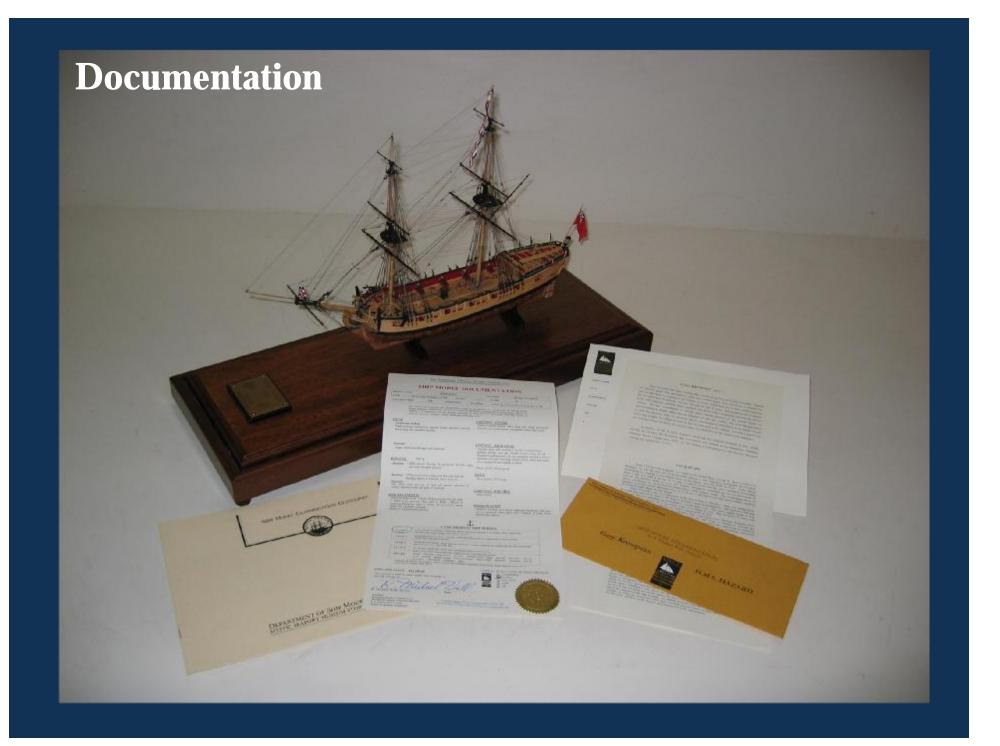
The State of the Marine Model Market

- 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



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 - 19th 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 craftsmanship5. Uniformity of scale & proportions6. Methods and materials



Resolution, Antscherl, 1/4" sc. model



7. Provenance8. Rarity





Prince of Wales, Antique bone prisonerof-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





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

Hero, K. Britten, 3/8" 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

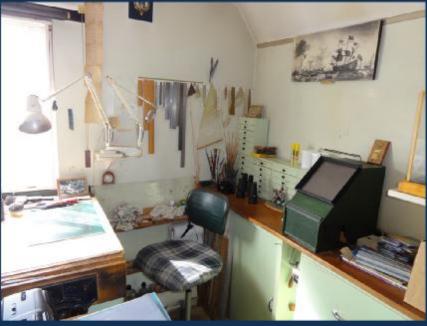
Private Sale

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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