

Event Evokes Pier Shows Energy, Nostalgia—

New York Antique Show Makes Short & Successful Online Debut

ONLINE — In the days of in-person antiques shows, it might be considered a risky gamble to launch a new show with less than a few months' notice to give potential show-goers and dealers ample time to save the date or appropriate inventory. Add to the list of things the pandemic has changed is the ability for show managers and promoters to successfully add a new show to the calendar of online events with markedly less time for advance promotion and planning. Such was the case with the New York Antique Show, which show promoter Marvin Getman launched from 11 am EST on Friday January 29 to 8 pm EST on Sunday, January 31 on his

proprietary online platform. Getman has been managing live shows since 1979 and his online platform has been hosting book and paper fairs since Covid-19 shuttered live events, but this is only the second antiques show he has done. His first was October 17-18 with the Fox Valley Antiques Show, which is typically held live at the Kane County Fairgrounds in St Charles, Ill., and presented by the Chicago Suburban Antiques Dealers Association (CSADA). When the live Fox Valley show was canceled because of Covid-19, antique dealers David and Jane Thompson introduced Getman to CSADA president Debbie McArdle, who was looking for an online

venue to keep Fox Valley going. After that show proved to be successful, Getman, McArdle and the Thompsons identified that there was a need for a show in late January. In David Thompson's words, "We wanted it to have the feel of the old New York Pier shows." And with that, the New York Antique show was born.

The show featured 110 dealers from 24 states and two Canadian provinces, each of which were given the option of posting between 15 and 27 items, with the option of adding an additional three items that would go live the morning of the last day, Sunday, January 31. Thumbnails were easy to open, and sold or reserved items were prominently marked.

A feature allowed visitors to sort the show by price and no item was marked as "price on request." It was easy to navigate both within and between booths and dealer's contact information was easily displayed. Hyperlinks to a dealer's webstore or website did not route through the show's platform and registration was not required for entry.

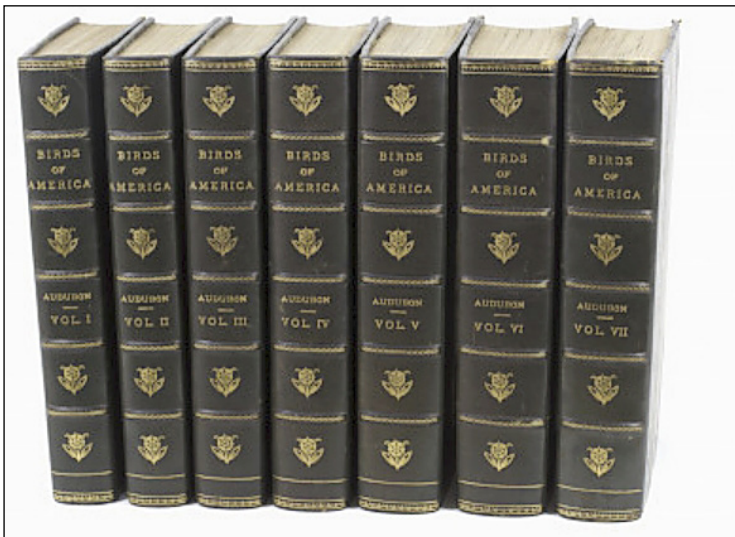
Getman radiated enthusiasm when we spoke the afternoon after the show closed. "This was a great show. I'm so excited, the dealers are excited. It was very satisfying. January has always been a good month for me — people have cabin fever and want to buy stuff. We started a week after Americana and Antiques Week so

as not to conflict with that. A few of the dealers in this show had done my book shows but most of the dealers had never worked with me. It was very pleasant to work with so many dealers I'd known of but had not worked with previously. In particular, I thought the sales numbers for each day were very encouraging."

By any metric considered, the show was a success. Nearly 20 vendors posted a sale by the time the show had been open a few hours on Friday, January 29, with at least 90 dealers reporting one sale or more within a few hours of the show's closing on Sunday evening. Objects of every size and category traded hands, from small pieces of jewelry to large

"We wanted it to have the feel of the old New York Pier shows..."

—David Thompson,
David Thompson Antiques & Fine Art



One of the most significant sales by Bittner Antiques was this seven-volume first octavo edition of John James Audubon, *The Birds of America, from Drawings Made in the United States and their Territories*. The set featured 500 hand colored lithograph plates and had been published in Philadelphia in 1840-44. Shelburne, Vt.



Blue Heron Fine Art, Cohasset, Mass., sold one of the more expensive paintings in the show, this Nineteenth Century Hudson River School landscape painted by John Joseph Enneking (American, 1841-1916). This painting had been on exhibit at the annual Poland Spring Preservation Society Exhibition, and was given as a wedding gift to Hilda Mason, a prominent Bostonian, in 1946.



Ted Fuehr of American Spirit Antiques, Shawnee Mission, Kan., had reported four sales by the end of the show, a drugstore sign, a horse hooked rug, an architectural element and this small American painted wood bowl, which he sold within a couple of hours of the show opening.



A charming item with American Sampler, and one of three sales closed during the show, was this cast iron doorstop in the form of a dapple-gray carriage horse. The model is illustrated in *The Doorstop Book* and dates to the 1950s. Barnesville, Md.



Bob and Bradbury Ketelhut of Oakland Art & Antiques closed six sales, with the Nineteenth Century French vintner weather-vane that had a hold placed on it early in the show. Other sales made by the Boulder, Colo., dealers were a pair of Sioux moccasins, two folk art paintings of animals, a mirror and a wooden sculpture of a ram.



Within an hour of the show opening, Kevin Rita, Garvey Rita Art & Antiques, Orleans, Mass., had a reserve on "Two Pears" by Robert Kulicke (1924-2007), done in 1961 in oil on mounted silk. By the end of the show, he had finalized the sale on the painting, along with those on a beaded Native American pouch, a gameboard and a folk art painting of a horse in a barnyard.



Review by Madelia Hickman Ring,
Assistant Editor
Photos Courtesy
NY Antique Show Dealers

Jan & John Maggs Antiques and Art marked several sales of furniture, fine art and jewelry, with this early Seventeenth Century James II oak bible box being one of the first to trade hands. Conway, Mass.



Waterville, Ohio, dealer James Stoma of Latham House Antiques wrote up this one-sixth plate tintype of three men having a beer. It was one of seven sales he made during the show.



An unusual item with Jim Wierzba of For The Shelf, Mequon, Wis., was this folk art carving of a shotgun wedding. Dating to the 1930s and probably from the Appalachian area of Kentucky based on the figures and clothing, it measured 6½ inches tall and had been priced at \$750.



One of a handful of sales from Moffat, Ontario, Canada, dealer Barry Ezrin was this modern molded stoneware lion made in the late 1980s by Billy Ray Hussey in Bennet, N.C.



Deborah Smith, Blue Line Antiques, Lakeview, N.Y., let fly with this miniature of a Baltimore Oriole carved by Roy T. Shehorn (1893-1962) of Wickenburg, Ariz. It dated to the 1950s, measured 4 inches high and was signed on the base.



Selling early in the show was "Cows in a Farmyard" by Albert Webster Davies (1889-1967), who Ron and Joyce Bassin of A Bird In Hand Antiques, Florham Park, N.J., describes as a "Male Grandma Moses;" they noted an exhibition of works by the artist had been on view at the Abby Aldrich Rockefeller Folk Art Museum in Colonial Williamsburg from January 15 to February 14, 1965. This tempera on canvas example, which is signed lower right, was from Center Salem, N.H.

pieces of furniture. According to Getman, who reported the show's statistics within 24 hours of the online venue closing, the show reported 415 items sold to date, for a total of \$350,000. About 8,700 people attended the show, with most attendees making a return visit. Traffic was busiest on the first day, but not markedly so from the second and third days, which tapered gradually and the show received 468,250 page views during its entirety. A particularly encouraging statistic was that two-thirds of the show's visitors were younger than 35 years of age, with attendees split largely half between men and women. While nearly one-quarter of the visitors were located in nearby Massachusetts and New York State, the show saw a broad reach, with viewers from Illinois, Pennsylvania, Connecticut, California, Virginia, New Jersey, Wisconsin, Florida, Texas, Ohio, Michigan and Vermont, as well as nominal viewers from other states.

It's a promising sign that one of the show's coordinators, David and Jane Thompson, were some of the busiest dealers over the run of the show. During the three days, the South Dennis, Mass., dealers tallied about 20 sales, including a Martha's Vineyard sand bottle, paintings, Native American works, decorative arts, photographs and textiles. When we reached Thompson by phone a couple of days after the show closed, he was busy photographing items for his next shows, the Fox Valley Antiques Show and the Penn Dry Goods Show, both of which will be conducted on Getman's platform.

"We really love these online shows," Thompson said. "They actually seem to fit our material really well. We sell smalls and shippable things. We sent out an email to existing customers before the show and we got a tre-

mendous response at the beginning of the show and by the end of the weekend, we were selling to new clients we'd never met before, including ones in California and Montana. Jane and I strongly encouraged participating dealers to try to have things in every price range, to keep the show fun, like the old Pier shows were, where buyers all felt that they could 'find things' there. So, we suggested reasonably priced, accessible items that the average collector could buy and still pay the mortgage in this Covid economy, medium-priced items for the intermediate collector, and some expensive items for the advanced collector. We have all noticed that in recent virtual or online shows, realistic prices encourage sales."

Thompson shared an exchange he had with one of their customers, Carole Wolfe, who lives in Massachusetts. She said, "We'd never gone to any New York show, just had fun reading about them, so it's wonderful to have New York come to us!"

The show's other organizer, Debbie McArdle, who, with her husband, Jim, owns Iron Horse Antiques in Crystal Lake, Ill., also had a good show. By the evening of the last day, 23 works in several categories had been marked as sold, including two items that had been listed just that morning. She sold to both new and existing clients, noting a woman in Washington State who was so pleased with what she purchased that she has since purchased things McArdle did not have at the show. "She'll be a long-time customer. I had never done a show on the East Coast. I really appreciated being able to present my merchandise on a larger stage; to sell outside my area has energized me. I'm getting phone calls and am looking at things with a different eye. What was especially great was it was not unlike waiting for the doors to

open at a great show — you could feel the anticipation build. To have something online and still be able to feel that is wonderful."

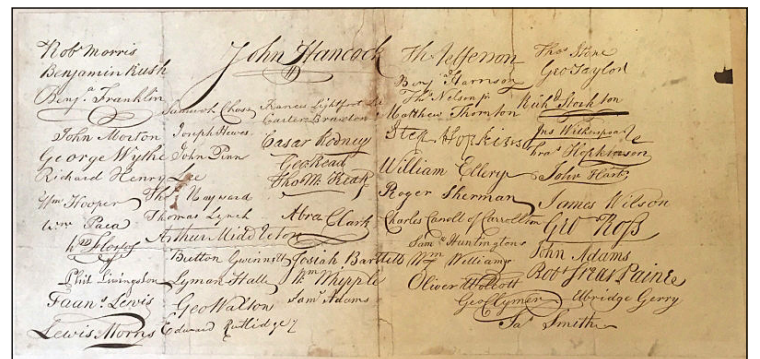
"It was a great show," John Maggs said. "We sold two-thirds of our booth as well as several things not at the show that were on our website. We had more new clients than regulars. We made two sales to buyers in England, and one to someone in Australia. One of the things that impressed me was that we sold some of our best things on Friday; that tells me that there were knowledgeable people looking at the show who saw the opportunity and bought."

The Conway, Mass., dealers sold primarily early furniture, jewelry and fine art, tallying 18 sales, including all three lots that were listed on Sunday morning — a set

"We'd never gone to any New York show, just had fun reading about them, so it's wonderful to have New York come to us!"
—Carole Wolfe, private collector, Massachusetts



Joy Ruskin Hanes, of Hanes & Ruskin Antiques and Appraisals, Old Lyme, Conn., sold this graphic baluster-form mocha jug attributed to Wood & Caldwell of Burslem, Staffordshire, circa 1800. It had, at one time, been in the collection of Jonathan Rickard.



This original manuscript maquette that featured the signatures of all 56 signers of the Declaration of Independence may have been the highest priced work on offer in the show. Garrison, N.Y., dealer, Bruce Gimelson had priced the document, made by Benjamin Tyler for his 1818 engraved example of the Declaration, priced at \$350,000. It had not sold by the time the show wrapped.



Debbie and Jim McArdle of Iron Horse Antiques, Crystal Lake, Ill., found a new home for this portrait of a cow and a calf in a barn, done in 1897 by William Henry Snyder (American, 1829-1910) that was signed and dated and measured 12 by 17 inches. It had previously been offered for sale at Skinner's in 2015, when it sold for \$984.



The heart cutouts in this pair of cast iron carriage steps may have sealed the deal for Jean Tudhope. It was one of five sales by Back Door Antiques, Middlebury, Vt.



One of the earliest textile sales in the show was this 1740s crewel embroidered man's wallet, which Judi Stellmach, Blue Dog Antiques, Stafford Springs, Conn., described as "quite rare."



Victorian women were good multitaskers! Templeton Trading Post, La Grange Park, Ill., sold this dual-purpose black lacquered sewing box and writing desk that featured a lift-out tray with sewing tools and writing implements.

ica octavo set from 1842. We had been sitting on some material for a while; I felt this would be a good platform and marketplace to offer them. We sold to clients in Europe and across the United States and to Canada, and have an inquiry from California," said Brian Bittner.

Boston's Brattle Book Shop listed almost half a dozen sales, including *The Knave of Hearts* with illustrations by Maxfield Parrish, a five-volume illustrated edition of Guillaume Apollinaire's works that was signed by artist Milton Glaser, an illustrated catalog of George Braque's lithographs and *Fortune Telling by Japanese Swords*. Excelsa Scripta Rare Books, Hastings-on-Hudson, N.Y., found a buyer for the 1847 Testimony of the Religious Society of Friends, Against Slavery, while J&R Ferris Antiques,

Boonville, N.Y., wrote receipts for an atlas to accompany Civil War records and an archive of Manning family letters dating from the Civil War to 1913. Thomaston, Maine, Sandra L. Hoekstra Bookseller and Jeffrey Kraus Antique Photographics, New Paltz, N.Y., each sold three items. John Bale Books, LLC, Waterbury, Conn., found buyers for some of the early photographs, among other things; Aaron Benneian Historical Americana of Lampeter, Penn., sold a broadside of the War of 1812 payment to New Jersey militia troops under General Elmer.

The show welcomed objects across a broad variety of price points, with an original manuscript maquette made by Benjamin Tyler that bore the signatures of all 56 signers of the *Declaration of Independence*



Steven Thomas & Deborah Bassett Antiques & Fine Art sold Gustave Baumann's "Morning in Mexico," a signed color woodcut. Woodstock, Vt.



A first-day sale with David Thompson Antiques & Art was this 1871 signed carte de visite of Barnum side show performer, Ann E. Leak, who was known as the "Armless Wonder." South Dennis, Mass.

priced at \$350,000; it was with Garrison, N.Y., manuscripts and fine art dealer Bruce Gimelson. Tyler used the signatures for his 1818 engraving of the *Declaration of Independence*. While Gimelson's online booth showed sales of an early Temperance broadside poem and an original drawing of "The Phantom" signed and inscribed by Sy Barry, the Tyler signature manuscript was unsold by the time the show closed.

Poster dealer David Pollack has purchased things from Getman's online shows previously and sold three posters. "I've never done an online show before. The reason I did it was because I've watched his online platform. It's the best online show platform anyone has come up with."

Ed Holden, who in wintering in Naples, Fla., with his wife Anita, shared Pollack's enthusiasm for

Getman's platform. "It works really well. It's the best one I've seen so far. I was really pleased with Marvin's concept and design and how he has been able to mimic a live show." Holden said he had access to a limited inventory in Florida but still made eight sales, including three sales to dealers in the show and sales to clients — both new and old — in Washington, Pennsylvania and Florida.

Janet and Robert Sherwood of Cambridge, N.Y., sold a wooden cutting board, bowl and Odd Fellows carved links, a folk art painting of a dog and man and a framed family record as well as a vintage 1950s Rocket Ride Jet Interceptor playground rocket ship. They had never done one of his shows but sold to new and existing clients all over the United States. Dedham, Mass., dealer, Jim Kaufman, who trades almost

exclusively in Dedham pottery, had nine Dedham pottery items marked as sold by the time the show drew to a close. Kaufman had done the Fox Valley Antiques Show with Getman and is looking forward to doing the Fox Valley Antiques Show in March. "He has a fabulous platform that I find easy to use and which my clients also find easy to use. I would recommend his shows to everyone; his is definitely the finest."

Sales of fine art were more modest, either because of buyer interest or variety of available merchandise. Blue Heron Fine Art, Cohasset, Mass., sold two landscapes — a Nineteenth Century Hudson River School painting by John Joseph Enneking (American, 1841-1916) and one by Al Barker (American, b 1941). Late Nineteenth and early Twentieth Century fine art dealer, Framont, Greenwich, Conn., traded an



One of a half dozen sales with Naples, Fla., dealers Ed and Anita Holden, Holden Antiques, was the beaver ice-fishing spearing decoy that was described as "exceptionally large." The entry for the decoy said that articulated tails — such as the one on this example — are unusual.



Kevin Duffy, Candler Arts of Atlanta, Ga., was offering this carnival knockdown figure that had provenance to the collection of Isobel and Harvey Kahn. He was asking \$1,600 for the 15½-inch-tall figure, which was reported to have an excellent state of preservation of its paint decoration.



One of three sales by Scott Brasseur was this group of four hollow-cut silhouettes attributed to Peale of the Barker Family, Pennsylvania Quakers that settled in Burlington, N.J. Brasseur Fine Arts, Prospect, Penn.

"It's the best online show platform anyone has come up with..."
—David Pollack, David Pollack Vintage Posters



Stone Block Antiques, Vergennes, Vt., found a buyer for a baker's dozen gilt brass buttons with engraved rabbit and monogram, each marked on the back "F. Tautz & Sons London."



John Molloy Gallery, New York City, sold this beaded belt pouch attributed to the Yakima people from the Columbia River Plateau in Eastern Washington State, circa 1900.

New York Antique Show



One of half a dozen sales closed by Donna Grant, Grantiques, was this 18K gold watch chain with enamel slides and tassels. Winchester, Mass.



There were few samplers in the sale but this example, unattributed but dating to the early 1800s, depicted girls in red dresses with animals and trees on linen. Barb Lemme and Ginny Larsen, Sign of the Whale Antiques, Glen Ellyn, Ill., sold it along with 11 other items.



Early textiles were a relatively small category in the show but one that saw sales nonetheless. Donna Finegan Antiques, Palatine, Ill., closed the deal on this late Eighteenth or early Nineteenth Century stomacher with green, pink, yellow and cream botanical embroidery on plain linen.



D.M. DeLaurentis Fine Antique Prints, Wayne, Penn., found a buyer for this seasonally appropriate botanical engraving of Amaryllis Sariensis (Guernsey Amaryllis).



The first of five sales reported with Fitzwilliam, N.H., dealer Dennis and Dad Antiques was this early Nineteenth Century Bull's Eye pattern spatter plate that measured 9½ inches diameter and was distinguished with red and purple rainbow stripes.



Formal American furniture was in limited supply. Ed Schillaci and John Shultis of Ed's Historical Americana were offering this Eighteenth Century New England flame birth Queen Anne flat-top high chest of drawers, for \$6,950. It had not been sold by the end of the show.

abstract composition, circa 1950s, by James Guy (American, 1909-1983), as well as an oil on canvas by Susan Walp (American, b 1948). An Eighteenth Century English botanical engraving was one sale made by D.M. DeLaurentis Fine Antique Prints. One of the busiest dealers in fine art was Steven Thomas of Steven Thomas & Deborah Bassett Antiques & Fine Art of Woodstock, Vt., whose booth had nine works marked as sold and one on hold. In addition to selling two works by both Joseph Pennell and Henry Miller, he had interest in a Rockport or Gloucester beach scene by John C. Terelak, an abstract by William Kent and two pieces of jewelry as well as Augustus Saint-Gaudens' "President Washington Centennial Inaugural Medal."

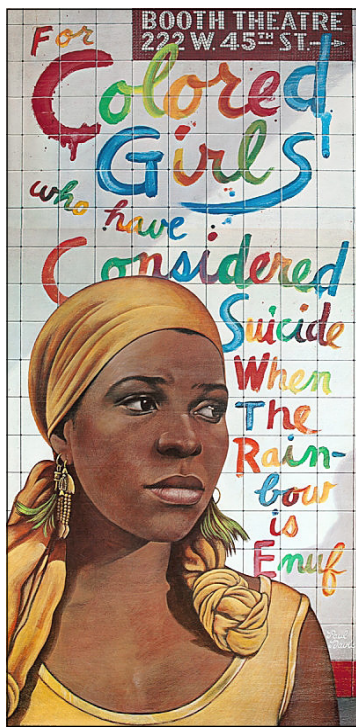
"It was my first virtual show and it was very nice. I've been aware of Marvin's platform for a while and relative to what a show normally costs it's very reasonable," Thomas told *Antiques and The Arts Weekly*.

Jewelry was in plentiful supply throughout the show and Donna Grant of Grantiques, Winchester, Mass., wrote a handful of receipts. Among her sales was an 18K gold watch chain with enamel slides and tassels, a Bohemian garnet necklace, a Victorian locket, an antique emerald and diamond salamander brooch, as well as two sterling-top string or floss holders. She had done the Fox Valley Antiques Show and said this one was better but she had made sales to both new clients as well as old ones. She observed

that things that were unusual did well, as did things in modest price ranges and said she would bring different material to future shows.

Though the significant majority of items sold in the sale were antique, there was some interest in early Twentieth Century and vintage Midcentury Modern pieces. Portobello Road Antiques and Appraisals found buyers for a Mission basket, a Gustav Stickley server and a Bradley and Hubbard lamp, while Adam Tamsky Fine Art, Providence, R.I., sold a teak ice bucket by Jens Quistgaard for Dansk. Arlene Eskilson, owner of The Way We Were, Evanston, Ill., found a buyer for a Georg Jensen sterling and enamel fish brooch, while a pair of Georg Jensen sterling hematite cufflinks was written up by Times Treasures, Portage, Wisc. New York City dealer Weinberg Modern, one of the only vendors in the show to deal exclusively in Modern art and design, sold a hardcover first edition of George Nelson's *Problems of Design*, published by Whitney Publications, NY, in 1957.

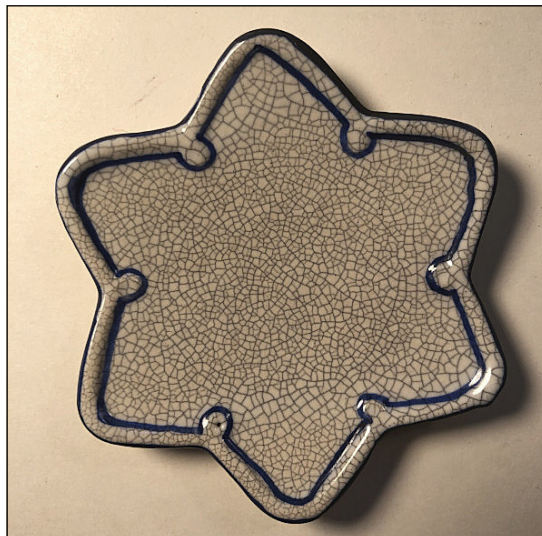
Marvin Getman's next online antiques shows will be the 64th Spring Fox Valley Antiques Show March 13-14 and the Penn Dry Goods Antiques Show, June 4-6. For information, <https://www.bookandpaperfairs.com/book-and-paper-fairs-schedule>.



One of two sales reported with David Pollack Vintage Posters, Wilmington, Del., was this original three-sheet theater poster titled For Colored Girls Who Considered Suicide When the Rainbow is Enuf and illustrated by Paul Davis.



Janet and Robert Sherwood, Cambridge, N.Y., had found this Nineteenth Century folk art painting of a dog and man in an estate in Bennington, Vt. It measured 27¼ by 21¾ inches and charmed its way into a new home.



Dedham pottery was in plentiful supply with Dedham, Mass., dealer Jim Kaufman. Among several reported sales was this rare star-form butter pat that is purportedly the rarest version of all of the butter pats made by Dedham potters.



Peggy McClard and Randy Segotta of McClard Segotta Antiques, Weare, N.H., had half a dozen sales, including this watercolor, pen and ink on vellum of a prancing horse. It dated to the first half of the Nineteenth Century and measured 10 by 9 inches in its frame.



On offer with Brooklyn, N.Y., dealer Steven S. Powers was this folk art clown/jester knockdown figure that stood nearly a foot tall and was priced at \$1,950.



Joshua Lowenfels Works of Art, New York City, was offering this Cree horn and hair chair and talisman, Great Falls, Mont., circa 1890-1920. It was price at \$6,900 and had not sold by the time the show closed.



This carved, painted and gilded decalogue may have been the only piece of Judaica in the show. It was attributed to Sam Katz, a Ukrainian Jewish master wood carver who settled in Chelsea, Mass., who is credited with carving 24 Torah arks and bimot in the Boston area. It was sold by Robert Markowitz Antiques of Groveland, Mass.



This Nineteenth Century bluebill hen duck decoy was one of four sales with Janet West, White Plains, N.Y.