

# HERITAGE<sup>®</sup>

NATURE & SCIENCE



THE WORLD'S THIRD LARGEST AUCTION HOUSE

**HERITAGE** HA.com  
AUCTIONS



**SUPERBLY ELEGANT FOSSIL SEA LILY**

*Seirocrinus subangularis*

Lower Jurassic

Holzmaden, Germany

84 3/8 x 44 1/4 inches

Sold for: \$40,625



## WHY CONSIGN YOUR FINE MINERALS, FOSSILS, METEORITES AND OTHER NATURE & SCIENCE RELATED ITEMS TO HERITAGE AUCTIONS?

You've spent years, even decades, putting your collection together and maybe the time has come to sell. Or, perhaps you've inherited some Minerals, Fossils, Meteorites and other Nature & Science related items as part of an estate. You might represent an institution with duplicate specimens and transparency issues to address.

Whatever your situation, whatever your reason, you have one goal: to realize the very best prices for every piece. Heritage Auctions, the world's third largest auction house, can help you accomplish that.



**BLUE TOURMALINE WITH RED TOP**  
*Paprok, Nuristan Province, Afghanistan*  
4 1/2 x 4 x 4 1/2 inches  
Sold for: \$83,650



## **YOUR CONSIGNMENT DECISION**

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Heritage Auctions knows that educating yourself is the most important step in the process of selecting your auctioneer, and we want to make sure you know absolutely everything you need to know to make an educated decision. Examine the advantages that Heritage offers, and you'll understand why we maintain that we can achieve the highest prices in the marketplace.

Your consignment is welcome, no matter the size, whether it's an entire collection or a single valuable piece. We answer your questions, provide practical options, and help you decide which items are most appropriate for our different auction venues. It's all about the best decision for you, your material and your objectives and putting your consignment in front of the right buyers to maximize your prices realized. Our Galleries in Beverly Hills and New York allow for extensive advertising and promotion in America's two largest markets.

Best of all, since our commission is based on the selling price of your material, the highest price realized is our common goal. We are on the same team!

## **WHAT SETS HERITAGE APART?**

*Consider these points when making your consignment decision:*

### **THE MISSION OF HERITAGE AUCTIONS**

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*The mission of Heritage Auctions is to be the world's most trusted and efficient marketplace and information resource serving owners of fine art, collectibles, and other precious objects.*

Our knowledgeable staff and suite of auction tools help our clients assemble the best collections possible using the latest technological advancements – far and away the best in the business – that ultimately enhance the personal and financial well-being of our consignors.

### **EXPERIENCE**

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Heritage Auctions has presented more than 4,000 successful auctions, selling more than \$4 billion since 1976. More than 150,000 consignments have been sold successfully, with full, timely payment to every consignor. Tens of thousands of bidders have used our proprietary HERITAGE Live!® online bidding platform, winning more than 50,000 lots valued well in excess of \$100 million in recent years.

**RHODOCHROSITE**  
Uchucchacua Mine, Oyon Prov., Lima Dept., Peru  
4 x 2-3/4 x 1 inches  
Sold for: \$70,900

## **STRONG PRICES REALIZED**

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Over the last several years, Heritage Auctions has enjoyed strong prices realized for Nature & Science specimens, such as \$358,500 for a classic Sweet Home Rhodochrosite specimen that came from the Houston Museum of Science, \$334,600 for an extremely rare Sabre-Toothed Cat Skull from the Rancho La Brea Formation, and \$330,000 for pieces of the Moon!

We look forward to attaining similarly impressive results for your pieces.



## **EXPERT CATALOGING AND PRESENTATION**

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Heritage Auctions understands that presentation is a major key in generating demand. Our experts, the very best in Nature & Science, describe each of your consigned items to maximize appeal while maintaining strict standards for accuracy.

The award-winning catalogs produced for each of our Signature® auctions are second to none: beautifully produced by professional graphic designers with full-color images of each lot composed in detail by professional photographers. The result is a book that is both a gorgeous and collectible auction catalog, and a treasured reference work for students, scholars, and collectors. Such an elaborate presentation will no doubt make you proud and ensure your legacy for generations to come.

**IMILAC METEORITE**  
**GLEAMING NICKEL-IRON MATRIX**  
with **EXTRATERRESTRIAL PERIDOT**  
*Pallasite - PMG*  
*Atacama Desert, Chile*  
10.25 x 9.0 x 0.1 inches  
Sold for: \$25,000





## WORLDWIDE MARKETING REACH

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Heritage Nature & Science auctions are events watched by the world. Previous auctions have generated national and international press coverage on most every major TV, radio, newspaper and Internet news outlet. Every year, we spend millions of dollars marketing our consignor items to a worldwide audience.

Marketing campaigns begin with press releases to a variety of news organizations announcing important consignments and significant highlights, followed by full-page advertisements in publications such as *The Mineralogical Record* and *Rocks & Minerals*.

Updates and targeted releases are also regularly mailed, e-mailed and faxed directly to interested buyers. Heritage® Auctions boasts more than 1,000,000 collectors on our mailing list, more than 750,000 of which – in 186 countries worldwide – are bidder-members on our website at HA.com. All of this exposure means more money for each and every piece you consign!

## MULTIPLE VENUES TO ACCOMMODATE YOUR ENTIRE COLLECTION

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We realize that most collections include a variety of specimens, from the rare and valuable to the more common. For this reason, Heritage Auctions has established multiple selling venues, several with low lot minimums, so that we can likely handle the entirety of your consignment, rather than “cherry picking” the best material and leaving you with the rest, as many auction houses are renowned for doing.

Heritage’s Signature® auctions are for the most valuable specimens in your collection. These items are spotlighted in our full-color illustrated catalogs, which are sent to our best buyers. Signature® auctions consist of exciting live floor sessions where bidders from all over the world compete for your treasures in person, over the phone and through HERITAGE Live!®

Some of your lesser-valued pieces may be featured in a non-floor session, in which bidders participate via mail, fax, Internet and HERITAGE Live!® By establishing different venues for different types of material, Heritage Auctions maximizes the price realized on every piece in your consignment.

## PROFESSIONALISM

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Heritage Auctions’ fine reputation is not a matter of chance. It reflects our relentless drive to always improve our services. Innovation is a Heritage trademark, seen in every element of our auction process from policy to technology. We combine this with a strong corporate ethic, uncompromising integrity, transparency and old-fashioned customer service. That’s why we are the world’s third largest auction house with more than \$4 billion sold since 1976. We’ve sold and fully settled more than 150,000 consignments, on-time and in-full.

**NATIVE GOLD CRYSTALS  
ON MATRIX**  
Eagle’s Nest Mine  
(Mystery Wind Mine),  
Placer Co., California, USA  
Sold for: \$167,300

## INTERNET AND TECHNOLOGY LEADERSHIP

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Heritage Auctions is second to none when it comes to cutting-edge technological innovation. Heritage is one of the first major auction houses to embrace the Internet. On an average day over the last year, more than 25,000 unique collectors visited our web site— by far the highest web traffic of any auction house. (Source: Compete.com).

Heritage maximizes the number of participants in our auctions through two proprietary user-friendly internet bidding systems. The first one enables the buyers to place bids in the weeks leading up to the auction. This generates millions of dollars in bids from around the globe, pushing prices higher and higher prior to the live auction sessions. With the second proprietary platform, HERITAGE Live!®, we bring the live auction floor to the buyer (no matter where they might be) enabling them to watch the auctioneer and participate in real time with the floor bidders. As the consignor, our technology brings you demand and participation from around the world and top prices for your materials!

The Heritage Auctions website offers an extensive set of tools for both buyers and sellers of Minerals, Fossils, Meteorites and other Nature & Science related items. The Auction Archives, a record of virtually every lot Heritage has sold over the last decade – more than 3 million lots across all our auction categories, complete with full-color, enlargeable images, thorough catalog descriptions and auction results – is one of the premier tools available exclusively to Heritage members. No other auction house offers this level of information to their clients. By accessing the archives, potential buyers can easily research pricing trends over several years, making them more confident bidders. More confident bidders equal higher prices.

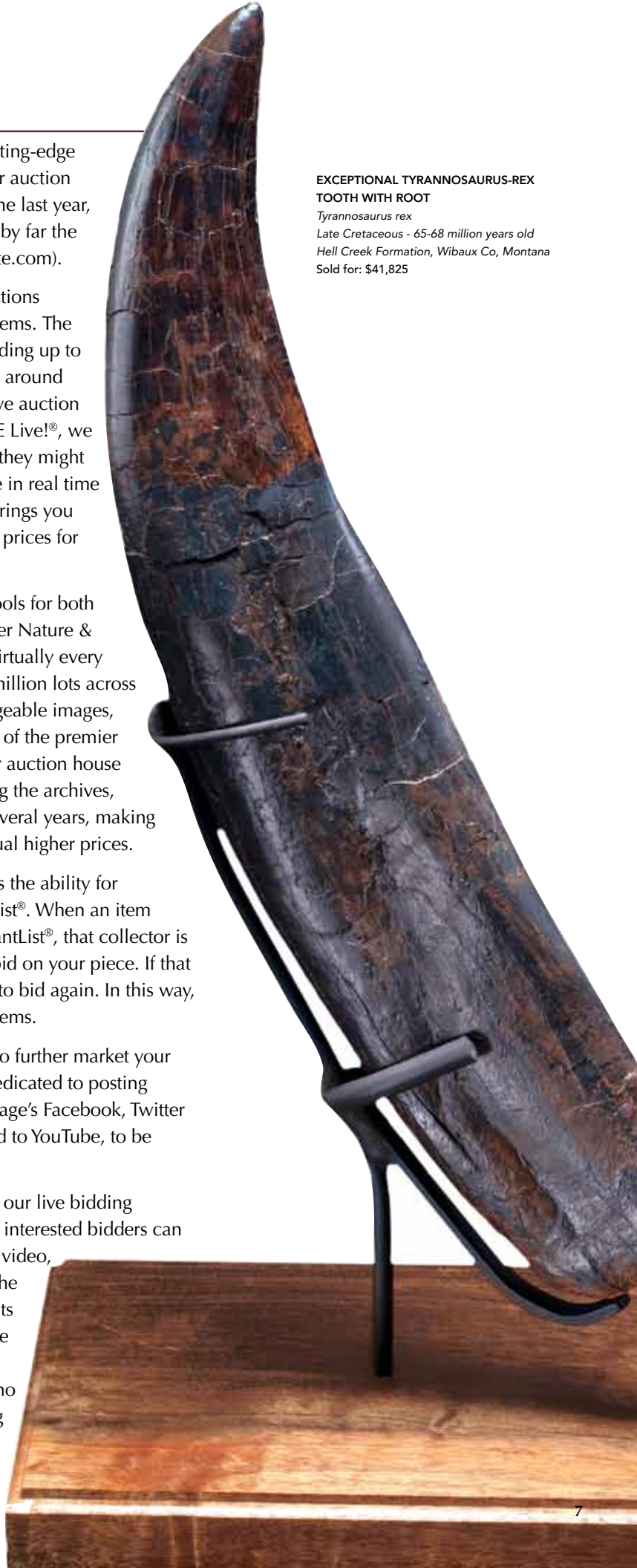
In addition to the Auction Archives, Heritage also provides the ability for collectors to enter items they're looking for into MyWantList®. When an item you've consigned matches an item on a collector's MyWantList®, that collector is automatically sent an email notification inviting them to bid on your piece. If that collector is subsequently outbid on a lot, they are invited to bid again. In this way, Heritage maximizes the results for all of your consigned items.

Heritage Auctions utilizes today's social media platforms to further market your consignment. Our full-time social media specialists are dedicated to posting auction news and creating buzz about highlights on Heritage's Facebook, Twitter and LinkedIn accounts. Video highlights are also uploaded to YouTube, to be viewed and shared by dealers and collectors worldwide.

The newest development in Heritage's technology suite is our live bidding platform, HERITAGE Live!® By logging in at HA.com/Live, interested bidders can follow the auction as it happens, via streaming audio and video, and even place their bids in real time, from anywhere in the world, directly against bidders on the auction floor. With its easy-to-use, intuitive interface, HERITAGE Live!® brings the auction to the bidder, thereby increasing the bids and the final prices realized, on all your items. Best of all, there's no additional Buyer's Premium charged for using this exciting new service. HERITAGE Live!® really is the next best thing to being there!

### EXCEPTIONAL TYRANNOSAURUS-REX TOOTH WITH ROOT

*Tyrannosaurus rex*  
Late Cretaceous - 65-68 million years old  
Hell Creek Formation, Wibaux Co, Montana  
Sold for: \$41,825





**TOURMALINE CRYSTAL**  
Pech, Konar, Nuristan, Afghanistan  
2-1/4 x 7/8 inch  
Sold for: \$5,975

## **AN OUTSTANDING AUCTION TEAM**

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Heritage Auctions employs industry leaders in all phases of our operations, from our Directors – your closest point of contact – who will help you through the entire auction process, talented photographers using state-of-the-art digital imagery, cutting-edge IT staff, award-winning Marketing department, and more. All work together to ensure your items bring top dollar at auction. A worldwide firm, Heritage Auctions maintains offices across the United States and the globe, facilitating important international client demand for your consignment, regardless of a bidder's location.

## **MANAGEMENT STABILITY**

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Since conducting our first auction in 1976, Heritage Auctions has flourished under the continuous leadership of its executive team. You can enjoy the confidence that comes from knowing the commitment of our principals:



*Clockwise from left:*  
*Jim Halperin – Co-Chairman*  
*Steve Ivy – CEO, Co-Chairman*  
*Greg Rohan – President*  
*Paul Minshull – Chief Operating Officer*  
*Todd Imhof – Executive Vice President*

## **UNQUESTIONED FINANCIAL STABILITY AND TIMELY PAYMENT**

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Nothing matters more than financial stability when your check is due, and Heritage Auctions delivers like no other.

Heritage enjoys \$50 million in equity and owners' capital. With more than \$800 million in annual sales, Heritage is the auction firm you can count on; a firm with consistent, demonstrated leadership from the management team, and an unbroken record of timely payment to all consignors.

Assembling your collection over a period of many years – even decades – may have been a matter of passion for you, but when the time to sell arrives, you want to be compensated without delays or surprises. Under our management team, 150,000+ consignments have been sold and fully settled since 1976.

## DON'T TAKE OUR WORD FOR IT

The real measure of any business's success is what their customers say about them. Here are just a few comments from past Heritage clients:

*"I spent 20 years gathering my collection and it was a great passion for me. The fact that [Heritage] gave it such respect, and honored it in its entirety, meant more to me than I can ever say."*

— James Russo, New York, NY

*"I was very pleased with the professionalism of your organization during my last two auction consignments. I look forward to our continued partnership."*

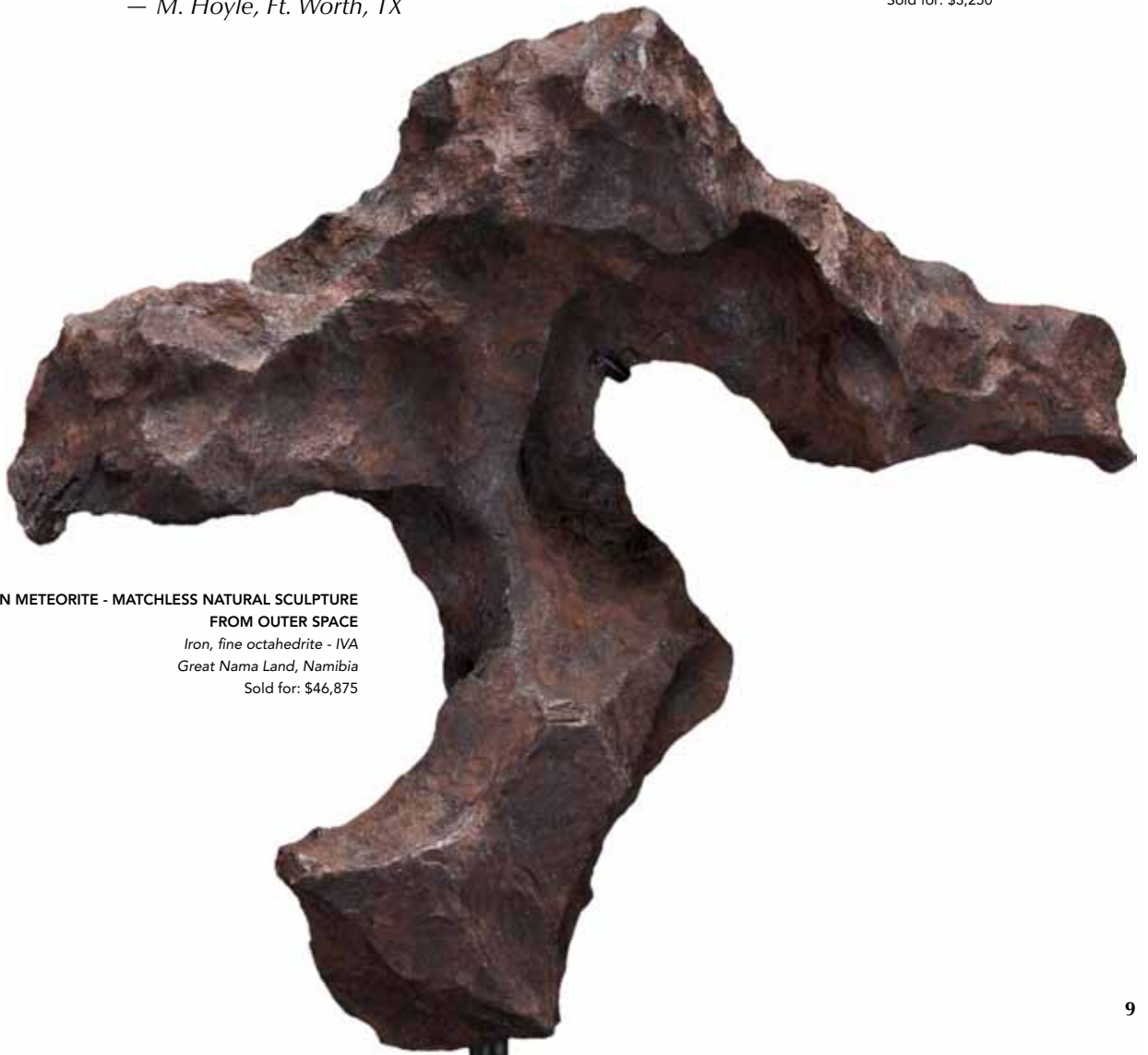
— J.U., Holland, MI

*"I wanted to do business with someone who was local but had the power of Sotheby's or Christie's. My experience with Heritage to-date has been fabulous, and I would strongly recommend them to anyone seriously thinking of consigning art."*

— M. Hoyle, Ft. Worth, TX



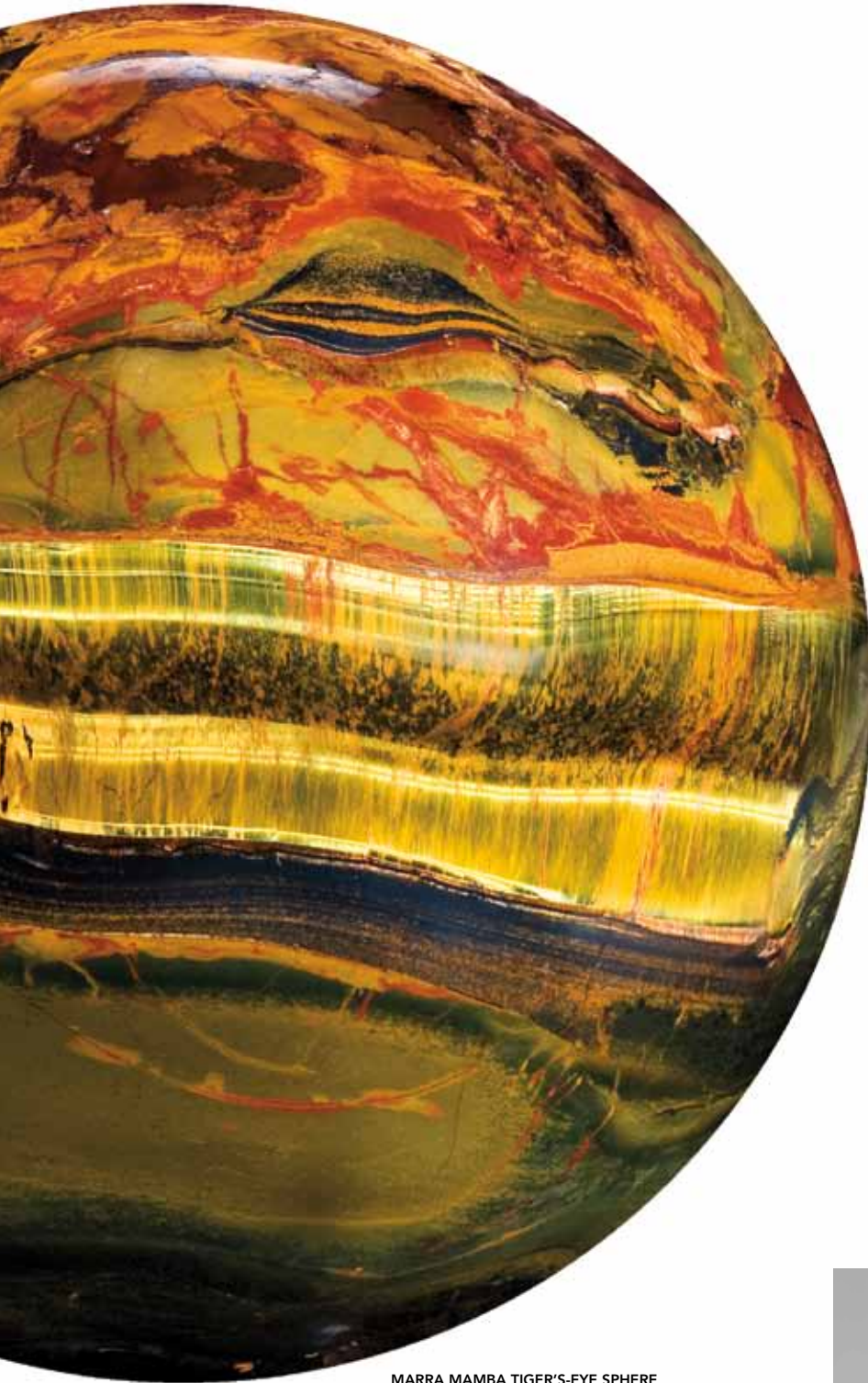
**COLLECTOR GEMSTONE:**  
**RAINBOW CALCITE - 44.16 CT**  
Brazil  
Sold for: \$3,250



**GIBEON METEORITE - MATCHLESS NATURAL SCULPTURE  
FROM OUTER SPACE**  
Iron, fine octahedrite - IVA  
Great Nama Land, Namibia  
Sold for: \$46,875

**FOR ALL THESE REASONS, HERITAGE IS YOUR VERY BEST CHOICE**

To discuss consigning your Fine Minerals, Fossils, Meteorites, and other related Nature & Science items to an upcoming auction in greater detail, please contact us today. We look forward to working with you.



**MARRA MAMBA TIGER'S-EYE SPHERE**  
*Mt Brockman Station, Western Australia*  
9 inch diameter  
Sold for: \$13,145



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**TRICERATOPS SKELETON**

*Triceratops horridus*

Cretaceous

Hell Creek formation, Harding County, South Dakota

Sold for: \$657,250

MUONIONALUSTA METEORITE - CRYSTALLINE  
STRUCTURE DRAMATIZED IN THREE DIMENSIONS

*Iron fine octahedrite - IVA*  
Northern Sweden  
Sold for: \$18,750



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