On the Cover:

A Superb Sixth Plate Daguerreotype Portrait of an Iroquois Man, Probably Seneca
Sold For: $23,900 September 2009
HA.com/6029*55111

Top left:
A Hopi Cottonwood Kachina Doll
Sold For: $3,883 September 2009
HA.com/6029*55123

Middle Left:
A Sioux Girl’s Beaded Hide Dress
Sold For: $28,680 January 2009
HA.com/6011*55140

Bottom Left:
A Hopi Cottonwood Kachina Doll
Sold For: $5,975 January 2009
HA.com/6011*55001

Top Row (left to right):
“Sam, Ute Warrior”
Sold For: $3,883
September 2009
HA.com/6029*55123

Black Coal
Sold For: $3,107
September 2009
HA.com/6029*55124

Eagle Plume
Sold For: $2,270
September 2009
HA.com/6029*55119

Center Row (left to right):
Yellow Bull
Sold For: $2,151
September 2009
HA.com/6029*55118

Eagle Plume
Sold For: $2,270
September 2009
HA.com/6029*55120

Iowa or Sauk-Fox Man
Sold For: $3,107
September 2009
HA.com/6029*55125

Bottom Row (left to right):
Chief Joseph
Sold For: $8,365
September 2009
HA.com/6029*55117

“Tom, Ute Warrior”
Sold For: $2,629
September 2009
HA.com/6029*55122

“Billy, Ute Warrior”
Sold For: $2,031
September 2009
HA.com/6029*55121
WHY CONSIGN YOUR AMERICAN INDIAN ART COLLECTION TO HERITAGE?

You’ve spent years, even decades, putting your collection together and maybe the time has come to sell. Perhaps you’ve inherited some American Indian art as part of an estate. Whatever your situation, whatever your reason, you have one goal in mind: to realize the very best prices for each and every piece. Heritage, the world’s third largest auction house, can help you accomplish that.
YOUR CONSIGNMENT DECISION

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 in making 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.

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

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

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.

STRONG PRICES REALIZED

Over the last several years, Heritage has enjoyed many strong prices realized for American Indian Art, such as a classic Navajo man’s serape that sold for $131,450 and a Crow pipe tomahawk with a beaded hide pendant that brought $33,460. An intact and complete album of 30 Walter Bone Shirt drawings from South Dakota realized a total of $298,750. A Sioux painted buffalo hide robe sold for $101,575. We look forward to attaining similarly impressive results for your pieces.
EXPERT CATALOGING AND PRESENTATION

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

The award-winning catalogs produced for each Signature® auction 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 for years to come. Such an elaborate presentation will no doubt make you proud and ensure your legacy for generations to come.

A Sioux Painted Buffalo Hide Robe
Sold For: $101,575 September 2006
HA.com/643*48096
WORLDWIDE MARKETING REACH

Heritage American Indian Art 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 on the planet. 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 *American Indian Art Magazine*, *Smithsonian National Museum of the American Indian*, *Santa Fean*, *Western Art Collector*, *Antiques and the Arts Weekly* and *Maine Antiques Digest* to name a few.

Updates and targeted releases are also regularly mailed, emailed and faxed directly to interested buyers. Heritage Auctions boasts more than 900,000 collectors on our mailing list, more than 700,000 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!

APPRAISAL SERVICES

Heritage has recently organized its appraisal services into a centralized department that will produce formal fair market value and retail replacement appraisals for estate tax, gift tax, financial planning, insurance, and charitable donation purposes. Working with our experts, you will receive thorough, illustrated appraisal reports written in compliance with all IRS, USPAP, and Insurance standards. Should you later decide to sell your property listed in a Heritage appraisal, all fees will be rebated in full or on a prorated basis against the seller’s commissions. Heritage employs the top talent in the appraisal business to give you the best possible information on the value of your collection.

MULTIPLE VENUES TO ACCOMMODATE YOUR ENTIRE COLLECTION

We realize that most collections include a variety of material, 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 material 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 in which 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
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.

INTERNET AND TECHNOLOGY LEADERSHIP
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, more than 35,000 unique collectors visit HA.com to view lots or bid (significantly more traffic than to Christies.com and Sothebys.com combined! Source: Compete.com).

Heritage maximizes the number of participants in our auctions through two propriety 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 propriety 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 American Indian Art. 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!
AN OUTSTANDING AUCTION TEAM

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

MANAGEMENT STABILITY

Since conducting our first auction in 1976, Heritage 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 top:
Greg Rohan – President
Paul Minshull – Chief Operating Officer
Todd Imhof – Executive Vice President
Jim Halperin – Co-Chairman
Steve Ivy – CEO, Co-Chairman

UNQUESTIONED FINANCIAL STABILITY AND TIMELY PAYMENT

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.
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:

“The folks at Heritage have always given their best in regards to my consignments and have assisted me time and time again.”
J.M. of Laguna Beach, CA

“Though the other companies put up a good fight, Heritage is the best bar none. Customer service is your greatest asset.”
T.R. of Kula, HI

“I’m truly impressed with the personal way you worked with me on a successful sale...Here’s to a long and fruitful relationship with Heritage-Cheers!”
L.H. of Stoke on Trent, UK

“Your performance in handling auctions should be used as the industry standard for other auction companies to rise to!”
G.D. of Albany, NY

“I would rate your performance excellent. In addition, should I ever have any questions on any lots, I always know I can obtain top notch professional advice.”
D.H. of Greeley, CO
FOR ALL THESE REASONS, HERITAGE IS YOUR VERY BEST CHOICE

To discuss consigning your American Indian Art to an upcoming auction in greater detail, please contact us today. We look forward to working with you.

Delia E. Sullivan
Senior Specialist
DeliaS@HA.com
1-800-872-6467 Ext. 1343

To receive a complimentary book or catalog of your choice, register online at HA.com/BRO19889 or call 866-835-3243 and mention reference #BRO19889.
A Classic Navajo Man’s Wearing Blanket
Sold For: $107,550 September 2009
HA.com/6029*55034

A Classic Navajo Man’s Wearing Blanket
Sold For: $38,240 September 2009
HA.com/6029*55035