Front Cover:
An American Silver & Mixed Metal Cream Pitcher
Tiffany & Co., New York, New York, circa 1878, 6-3/4 inches high
Realized: $47,800 (November 2008)
HA.com/3012-8112

This Page:
Rare Imperial Russian Fabergé Alexander III 25th Wedding Anniversary Presentation Desk Clock, Workmaster Ivan Rappaport, St. Petersburg, circa 1891
5 1/2 inches high
Realized: $179,250 (April 2008)
HA.com/5003-6003
WHY CONSIGN YOUR SILVER & VERTU TO HERITAGE?

Maybe you’ve decided to sell the collection you’ve spent years putting together, or perhaps you’ve inherited some pieces of silver as part of an estate. Whatever your situation, you have one goal in mind: to realize the very best prices for each and every piece. Only Heritage, the world’s third largest auction house, can help you do that.
YOUR CONSIGNMENT DECISION

Heritage knows that educating yourself is the most important step in the process of selecting your auctioneer. After you examine all of the advantages Heritage offers, you’ll understand why we maintain that we can achieve the highest prices in the marketplace.

We welcome your consignment whether you wish to sell an entire collection or just one valuable item. We can answer all of your questions, providing practical answers, and together we can decide which items are most appropriate for our different auction venues, making the best decision based on your material and objectives. It’s all part of 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 AUCTION GALLERIES

The mission of Heritage Auction Galleries is to be the world’s most trusted and efficient marketplace and information resource serving owners of fine art, collectibles, and other objects of enduring value.

We provide our customers unprecedented access to our services using the latest advancements in technology and by maintaining a strong presence in the collectibles community. Our knowledgeable staff, along with an impressive suite of services, helps our customers develop the best collections possible, enhancing both their personal and financial well being.

EXPERIENCE

Heritage has presented more than 2,250 successful auctions, selling more than $3 billion on behalf of more than 45,000 consignors since 1976.

STRONG PRICES REALIZED

Over the last several years, Heritage has enjoyed many strong prices realized for fine silver and vertu, such as $47,800 for a Tiffany cream pitcher and $53,775 for a pair of George III candelabra. Russian pieces have performed extremely well, such as an Ovchinnikov icon selling for $203,150 and a Fabergé clock for $179,250. We look forward to attaining similarly impressive results for your pieces.

A Pair of George III Silver Candelabra
John Scaife, London, England
Circa 1781-1782
18 x 13 x 5-3/8 inches
Realized: $53,775 (April 2007)
HA.com/650-25002

An American Silver Ice Bucket and Tongs, Reed & Barton, Taunton, Massachusetts, designed 1907
10-3/4 inches high
Realized: $22,705 (November 2007)
HA.com/654-53048
EXPERT CATALOGING AND PRESENTATION

Heritage understands that presentation is a key factor in generating demand. We describe each of your consigned items, maximizing its appeal, while maintaining strict standards for accuracy. The catalogs produced for each Signature® auction are second to none, beautifully produced by professional graphic designers, and featuring expertly photographed, full-color images of each lot. The result is a book that is not only enjoyed as an auction catalog, but also treasured as a reference work for years to come. You will no doubt be proud to be part of such an elaborate presentation.

A Set of Four Regency Silver and Silver Plate Covered Entrée Servers with Stands
9-3/4 x 11-5/8 x 9-1/2 inches
Realized: $19,120 (May 2008)
HA.com/5010-46002

A Pair of George II Silver Sauceboats
Charles Frederick Kandler, London, England, 1747, 7 x 7-5/8 inches
Realized: $15,535 (May 2006)
HA.com/631-42054
WORLDWIDE MARKETING REACH

Heritage Fine Art auctions are events watched by the world. Previous auctions have generated national and international press coverage on TV, radio, newspapers and Internet news outlets.

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 industry publications. Updates and targeted releases are also mailed, e-mailed and faxed directly to interested buyers.

Heritage boasts more than 600,000 collectors on our mailing list, more than 475,000 of which – in 181 countries worldwide – are registered bidder members on our Web site. All of this exposure means more money for each and every piece you consign!

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 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 likely to do.

Heritage's Signature® auctions are for the most valuable material in your collection. These items are spotlighted in our full-color, lavishly illustrated catalogs, sent to our best buyers. Signature® auctions begin online, and finish with an exciting live floor session, in which bidders from all over the world compete for your treasures either in person, over the phone, or 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 maximizes the price realized on every piece in your consignment.

PROFESSIONALISM

Heritage's fine reputation is not a matter of chance, but reflects our relentless drive to improve our services. Innovation is a Heritage trademark, seen in every element of the Heritage auction process, from policy to technology. We combine this with a strong corporate ethic, uncompromising integrity, and old-fashioned customer service. That's why we are the world's third largest auction house, with more than $3 billion sold on behalf of more than 45,000 clients since 1976, and we've never missed a payment deadline to any of our consignors.
INTERNET AND TECHNOLOGY LEADERSHIP

Heritage is second to none when it comes to cutting-edge technological innovation. One of the first major auction houses to embrace the Internet, Heritage receives more than 30,000 unique visitors each and every day on its website, which translates into more bidders for your material.

In addition, Heritage maximizes the number of participants, and the amount they bid, through our exclusive Interactive Internet™ bidding system, which creates a virtual auction room prior to every live event. In the weeks leading up to the auction, bidders generate millions of dollars in successful bids from around the globe, pushing prices higher and higher prior to the live auction sessions. Our proprietary Interactive Internet™ software bidding system delivers worldwide bidder demand 24 hours every day for weeks before the floor sessions start, allowing thousands of Internet bidders to aggressively compete against motivated floor bidders for every item you consign.

The Heritage Web site offers an extensive set of tools for both buyers and sellers of fine art. The Auction Archives, a record of virtually every lot Heritage has sold over the last decade – more than 2 million lots across all our collectible lines, complete with full-color, enlargeable images, thorough catalog descriptions, and sales 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 equals 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 Want List, that collector is sent an email notification inviting them to bid on your piece. Once that collector is outbid on a lot, they are sent an automatic notice inviting them to bid again. In this way, Heritage maximizes the results for all of your consigned items.

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, a cutting-edge IT staff, an award-winning Marketing department, and more, all working to ensure your items bring top dollar at auction. A worldwide firm, Heritage maintains offices 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 principles:

The managing partners of Heritage, left to right: Todd Imhof, Executive Vice President; Greg Rohan, President; Paul Minshull, Chief Operating Officer; Jim Halperin, Co-Chairman; Steve Ivy, Co-Chairman

UNQUESTIONED FINANCIAL STABILITY AND TIMELY PAYMENT

Nothing matters more than financial stability when your check is due. Heritage enjoys almost $50 million in equity and owners’ capital. With more than $100 million in assets, and more than $600 million in annual sales, Heritage is an auction company 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 have a right to be compensated without delays or surprises. Under our management team, every single Heritage consignor – all 45,000+ – have been paid in full and on time. Heritage has never missed a settlement by even a single day 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 Fine Art 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

“At every stage of the consignment process I was reassured by your product knowledge and professionalism. I appreciate all that you did to ensure that my consignment realized the highest possible price, and look forward to working with you again in the future.”

C. B., Leesburg, Virginia

“Customer service is your greatest asset.”

T. R., Kula, HI

“While I appreciated your professionalism and the quality of your catalog production, I was most pleased with the prices that my consigned items realized in your auction…[They] greatly exceeded my expectations.”

H. W., Memphis, TN
FOR ALL THESE REASONS, HERITAGE IS YOUR VERY BEST CHOICE

To discuss consigning pieces of fine silver & vertu to an upcoming auction in greater detail, please contact Tim Rigdon at 1-800-872-6467, ext. 1119, or email TimR@HA.com today. We look forward to working with you.


An American Silver and Silver Gilt Ice Scoop, Gorham Manufacturing Co. Providence, Rhode Island, 1869 11-1/4 inches long (28.6 cm) Realized: $5,377 (May 2008) HA.com/5012-7084

TIM RIGDON
Director, Silver & Vertu
and
Decorative Arts & Design
TimR@HA.com
800-872-6467, ext. 1119

To receive a complimentary book or catalog of your choice, register online at HA.com/BRO15483 or call 866-835-3243 and mention reference #BRO15483.
A Viennese Rock Crystal, Silver, Silver Gilt and Enamel Vessel
Herrmann Ratzerdorfer, Vienna, Austria, circa 1890
8-3/4 x 8-1/2 x 4-3/4 inches
Realized: $47,800 (May 2008)
HA.com/5010-38001
Annual Sales Exceed $600 Million • 475,000+ Registered Online Bidder-Members • HA.com

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