THE REAL DEAL OR A CONVINCING REPRODUCTION?

BY JENNIFER ROSS

Over the past few months there have been several articles in the Wall Street Journal and the NY Times on the declining value and interest for antique furniture since the economic crisis in 2008-9. Regional auction houses that once claimed antique furniture as more than half of their revenues are now stating that antique sales represent less than 20%. As a specialist appraiser of European furniture and decorative arts, I’ve been passing the bad news along to my clients that their ‘Brown Furniture’ is now worth sometimes more than 80% less than it was six years ago.

The good news though is that if you or your clients are lovers of “brown furniture” this is the time to buy! But buy wisely, and buy at auction. The market

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So, how does one identify quality antiques? When discerning what to buy, it’s important to understand the defining levels of quality within antiques. For the purpose of this article we will focus on antique European furniture, and the guidelines from genre to genre.

The Real Deal – An item that is substantially in the same condition as when it was originally made, and has had little restoration and no alterations or additions. Also, it should come from the originating time period as the style dictates i.e., Gothic, Renaissance, Baroque, Rococo, Neoclassic, Empire, etc. [These items are generally the most valuable and coveted – though also the most faked objects.]

The Antique Reproduction – An item that was produced over 100 years ago but was a reproduction of a style from previous era. [These items are generally less valuable than the real pieces as there are usually more in existence and the style and ornament has been adapted to complement the then contemporary trends. However there can be well-known makers within this level who are very collectible and who can generate high sums. If collecting from this category, try to focus on specific makers rather than un-attributed pieces.]

The Antique Fake – An item that was produced over 100 years ago which incorporates both current and antique parts. It’s not always known whether these pieces were produced to fool the buyer 100 years ago, but they can still fool a buyer today. [These items can actually fetch good sums as they do incorporate old parts and were produced over 100 years ago and have a history of their own. However, they are generally mistaken for the Real Deal, because only specialist dealers and auction houses have the experience to recognize the discrepancies in form and construction.]

The Manufactured Reproduction – An item produced within the past 100 years, which is directly copying antiques and is not hiding the fact that it is a machine-made reproduction. [There are still “Antiques” dealers out there selling these objects to people as “Genuine Authentic Reproductions” (note the contradiction!).]

The Ultimate Fake – An item produced within the past 100 years, which is directly copying antiques and is produced to deceive, using old antique parts and production practices. [Beware, for even the experts can be fooled!] The best thing to do when investing in an expansive antique is to get your own independent appraiser/advisor to look at the piece before you go ahead with your purchase and to give you their unbiased opinion. Most reputable dealers will allow you to hold an object or even have it on loan in your home for a 24 or 48-hour period in which you can have your own experts examine the piece, unfettered.] Now that you know the levels of quality to look for, the best way to educate yourself and train your eye is to look at as many pieces as possible. Attend the previews of auction houses that offer guarantees on the correctness of their cataloging such as Heritage. Pick up a catalog and read the “Terms and Conditions of Auction” and “Explanation of Cataloguing Practice” section in the catalog to understand how they identify the age, attribution and quality level mentioned above. Then, with your flashlight, really examine the objects that you are interested in – Take out the drawers, turn the object upside-down, remove the seat cushion, etc. Look at them and then look at the objects that look like them. Try to identify the differences in form, construction, material, patina, design, and technical quality of workmanship. Seeing objects of varying quality and age side-by-side is the best way to learn.

Some things to look for:

1. Overall Form – Look at the overall form and symmetry of the piece. Does it feel balanced?

2. Patina & Finish – Is there richness to the color? Look to where hands might have touched the piece over the years. Is the color darker in those places? It should be because of the oil on our hands. However, it should be noted that reproductions are being produced today with wonderful patinas made to fool the eye. So, don’t stop here… keep looking!

3. Veneer – Pieces earlier than the 19th Century will be made with hand-sawn veneers, which are thicker than the later circular band-saw veneers. They should be 1/8 - 1 inch thick at the least. Also, check that the grain of the veneers is consistent throughout the piece. Variations in grain density and quality imply some replacements and restoration.

4. Carving – Look at the quality of the carving on as many pieces as possible. Remember that antique pieces were hand carved. Your eye will begin to identify the similarities between fine art and the carving styles of faces from each period. With geometric fret carving, look for noticeable sharp edges that would imply later machine production.

5. Hardware – Check handles and where they attach to a drawer. Open the drawer to see if there are other holes implying previous mounts. Then, look at the front again – are there scars from the original handles? If not, the piece may have been re-veneered… not a good sign!

6. Legs & Feet – Make sure that there is wear on the underside of the feet. Also, feel the legs, they should vary just slightly from the hand workmanship.

7. Plank Shrinkage – Don’t be deterred by splits in wooden planks. Shrinkage is to be expected. Measure a circular tea table. If the diameter of the table is the same with the grain as it is against the grain, you can be sure the top has been replaced.

8. Dovetails – This is a big one! Dovetails vary from country to country, and from period to period (see images). Remember you want yours to be hand cut with some shrinkage so you can feel the dovetail’s little bit with your eyes shut.

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9. Condition – There should be general wear and tear to a piece, and occasionally wood worm – especially if you are buying Italian furniture. With woodworm, make sure that there are few visible trail marks (see photo); this would imply the wood had been re-planned to create this piece, otherwise you would only see the holes of the woodworm.

10. Marriages – If it’s a case piece made with a top and base, check to make sure that both sections appear to have been made together. Check that the construction is consistent with each section (see dovetails), the grain of the wood is similar, the veneer is the same thickness. If one or more of these do not match you have a marriage, which will greatly diminish the value of your piece.

Once you have reviewed all the elements above, and you still want to buy the piece, be sure to ask the specialists lots of questions about where the piece came from. Provenance is very important when answering questions you might have about the condition. It also can increase the value of an object if it turns out the piece came from a notable collection. Also, if you are curious, ask why the piece is more expensive than another similar one in the showroom or with another dealer or at an auction.

Finally, when you have decided to purchase, ALWAYS ask for a condition report, both from dealers and from the auction houses. Once you have this formal report you’re not only safeguarding your piece, but also protecting your investment. If it’s a case piece made with a top and base, check to make sure that both sections appear to have been made together. Check that the construction is consistent with each section (see dovetails), the grain of the wood is similar, the veneer is the same thickness. If one or more of these do not match you have a marriage, which will greatly diminish the value of your piece.

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Condition Significance in Collectible Coins

BY SARAH MILLER

When we happen upon a pile of old coins in an estate’s closet or safe, usually our first reaction is to look for the oldest coins in the cache. It may be counterintuitive however, that age is not always the biggest determinant of value. While coins minted in the mid 20th century and forward tend to be fairly common, even such pieces can become fairly expensive in higher grades. In other words, another main factor driving the value of a collectible coin is its condition.

Graded on a numerical scale from 1 to 70, assessing the condition of a numismatic item goes beyond simply saying something is in “good” or “fair” condition. In fact, terms such as “fine” and “very good” have been ascribed to specific numerical conditions on the coin grading scale. For example, the “fine” category includes grades 12 and 15 on the scale. Uncirculated and mint condition coins can range from a grade of 60 to 70. Cleaning, damage, or other problems are also taken into account, all of which are harmful to a given coin’s appearance, grade, and value.

Perhaps even more important to executors and heirs dealing with collectible coins are the nuances of the grading scale, but how this will affect their complete asset portfolio, including the tangible assets that may, at first glance, not appear to have value. This gives you the opportunity to review new products on the market and include any “hidden” assets that may be viable sources of liquidity or secured investment. Many clients fail to consider items that are languishing in safe deposit boxes, such as coins and jewelry, for their investments or estate plans. This is often due to outdated appraisals and misconceptions of real market values. With this in mind, Heritage Auctions offers a unique concierge-style service called “Valuations in the Vault,” providing one-on-one private verbal appraisals, free of charge to your clients.

Heritage will produce a professional invitation for you to mail to your clients for free verbal appraisals right in their own bank vault. During appointments over the course of a day or two, Heritage’s knowledgeable appraisers will meet with your clients to discuss an accurate and current valuation for their coins, currency, jewelry, timepieces and other related items, providing professional appraisals for insurance or tax purposes be requested, we will provide the costs and timeline for delivering the necessary USPAP and IRS compliant documents.

All valuations can be done in a private, confidential manner at the bank so that property does not need to be transferred or ever taken out of the security of their own trusted bank. This unique service will assist your clients in their financial and estate planning and be a great benefit that you can offer with minimal expense. Heritage is willing to provide our expert appraisers for appointments in major cities throughout the United States and we will also produce the stylish mailing with the specific details of your personalized event. The only expense for you will be the postage for the confidential mailing of the invitation to your clients.

For more information on offering a “Valuations in the Vault” event or to schedule a private appointment for one of your clients with our experts, please contact Mark Prendergast (713) 899-8364 or Carolyn Mani (310) 492-8614.

Encouraging more acceptance in the realm of international commerce; facilitating trade especially with countries located in Western Europe. After 15 “originals” were made in 1879, from Charles Barber’s Flowing Hair design, an additional 400 to 700 pieces were struck of the same type and dated 1879 (Numismatic Guaranty Corporation). The discrepancy is often dramatic. As such, they are fairly scarce and are quite popular among collectors. In addition to this rarity, though, one of the main determinants of their value is condition. In August 2014, Heritage sold a lightly circulated and damaged 1879 Stella for only $47,000 including the buyer’s premium. This piece was considered a more affordable example due to the condition issues that were present on the surfaces due to wear and mishandling – though it still graded as “Extra Fine” – around 40-45. By comparison, just two months later, Heritage Auctions sold another 1879 Stella, this time in far nicer condition (graded a Proof 64), for the notable sum of $165,675 including the buyer’s premium. This lovely piece commanded a strong premium for its excellent condition and appearance.

With this example in mind, remember to seek expert advice in assessing the condition of a coin collection rather than simply considering age. This can include seeking an evaluation from an expert numismatist or utilizing the services of the rare coin industry’s two most trusted grading companies, PCGS (Professional Coin Grading Service) or NGC (Numismatic Guaranty Corporation). The difference in a few points on the grading scale can produce a significant differential in value among scarcer pieces, which is part of the thrill of the hunt.
LICHTENSTEIN TOPS MODERN & CONTEMPORARY ART AUCTION AT HERITAGE

A mini-retrospective of 45 prints by pop artist Roy Lichtenstein sold in the Modern & Contemporary Art Signature® Auction in Dallas on November 8th – spanning the artist’s career from the 1960’s to 1990’s and realizing prices from $6,250 to $341,000 – totaling over $2.2 million!

- Sweet Dreams, Baby, 1965 – $93,750
- Still Life with Figurine, 1974 – $15,000
- View from the Window, 1985 – $87,500

THE SPECIAL EXECUTOR FOR ART AND COLLECTIBLES

BY LESLEY HOGAN, J.D., LLM

Art and collectibles as an investment and as a significant asset class is at the forefront of media attention once again. With an overall strong market extending to higher prices being realized for art and collectibles, the specialized holdings of portfolios and estates must be individually considered for their specific markets, valuations and unique challenges.

Diversification requirements even have some fiduciaries investing in art as an asset class despite the possible complicating factors of dealing with such distinct assets. From authentication and liquidity issues to storage and insurance, the added considerations require a particular knowledge or access to qualified advisors. Educated purchases from large auction houses and well-respected dealers prove to remain the best course for assuring quality acquisitions, while increased availability and acceptance of title insurance for works of art removes some of the potential risks. But still, knowing what to buy, what to sell and when takes intimate knowledge of that precise market.

Appointing a family member, close friend or corporate trustee as the personal representative/executive of an estate with significant works of art is not usually wise. They may lack the requisite knowledge, experience or interest to dispose of the works properly – and for the highest value. It is now not uncommon for collectors to appoint a special fiduciary to administer certain assets, such as copyrights, patents, works of art or collectibles. This art executor will be responsible for marshaling the works, authenticating them, appraising them, insuring and securing them, marketing and promoting them, determining what should be held and what should be sold at auction or otherwise.

The trust or will needs to clarify that this special executor has the power to act in all matters relating to collectible assets (while also defining what those collections encompass). It may provide direction as to how a collection is to be appraised or sold and offer suggestions of resources and contacts. Also, issues of compensation; possible conflicts of interest; existing contractual relationships with agents, galleries, dealers and licensors; all need to be addressed in the estate planning for a collection. A dedicated executor with the proper knowledge and qualifications to handle the unique challenges of dealing with art or collectibles is important in achieving the wishes and goals of a collector.

Lesley S. Hogan has practiced in Florida for over twenty years in the areas of tax and estate planning for individuals and succession planning for family businesses, as well as probate and trust administration, litigation and guardianship. Admitted to practice before the U.S. Supreme Court and the U.S. Tax Court, she has also been appointed to the Probate Rules Committee of the Florida Bar and serves on the Probate Committees of the Palm Beach County Bar Association. Ms. Hogan is currently the First Vice-President of the East Coast Estate Planning Council and an adjunct faculty member of Palm Beach State College, where she teaches estate planning and probate administration.

Specialty assets require special knowledge from executors and fiduciaries. The only known copy of the U.S. release one sheet from the 1927 lost cinema classic, London After Midnight (MGM, 1927) sold Nov. 22 for $478,000 in Heritage Auctions’ $2.35 million Vintage Movie Posters Signature® Auction.
LUXURY REAL ESTATE AUCTIONS PROVIDE SELLERS OF PROPERTIES VALUED AT $2 MILLION AND ABOVE THE PERFECT ALTERNATIVE TO TRADITIONAL METHODS OF SELLING HIGH-END HOMES AND ESTATES.

As interest in real estate auctions increases, the benefits of buying and selling homes at auction are becoming clearer. Our experts have detailed below some of the overlooked benefits of buying and selling at auction.

Auctions are beneficial for tactful and savvy sellers and buyers alike. Our method offers buyers access to one of a kind properties and enables sellers to enjoy the most efficient and financially rewarding approach to selling their property.

Competitive bidding achieves true market value. Unlike traditional listings, auctions capture the market for a property that may not be available on the primary market. Our experts have detailed below some of the overlooked benefits of buying and selling luxury real estate with Heritage Auctions.

Real Estate Auctions with Heritage are simple, efficient and transparent. From start to finish, the luxury real estate team will work with both buyers and sellers to ensure they experience none of the stress and complications that often come with traditional home sales. Our team provides due diligence packages, which include fully detailed information on the property from third party expert inspection reports to tax records, all the way down to architect’s drawings. We pride ourselves on the transparency of our bidding procedures and we work with each buyer individually to make sure they understand the value of the property.

Do your clients have a one-of-a-kind luxury property they need to sell? Are they interested in purchasing a specific type of property that may not be available on the primary market? Contact us today to learn more about buying and selling luxury real estate with Heritage Auctions.

Call 855.261.0573 or email LuxuryEstates@HA.com. For a free evaluation of your client’s luxury property, visit MA.com/SellHome.

ALL ABOUT APPRAISALS: IMPORTANT LEGISLATION FOR AUTHENTICATORS

BY MEREDITH MEUWLY

As prominent organizations, such as the Warhol Foundation, the Basquiat Authentication Committee, and the Keith Haring Foundation, have ceased authenticating works due to concerns over lawsuits, there is a strong need for legislation to protect experts from increased liability and allow them to practice their jobs with confidence. The opinions of experts are vital to the establishment of a value for an artwork. These opinions often mean the difference between a sale of tens of millions of dollars and nothing. Many qualified experts have ceased to give their opinions due to the extreme risk of claims of defamation, fraud, or negligence. Although the experts tend to prevail in the end, they do so only at great expense in their defense.

To safeguard experts from frivolous legal action, there is pending legislation in the State of New York that would allow experts to provide statements on authenticity while protecting themselves from “nuisance” lawsuits. The proposed legislation has three main features. First, any lawsuit filed against authenticators would need to be supported by facts. The plaintiff must also demonstrate clear and convincing evidence that the art expert acted in bad faith when rendering an opinion. Both of these points demand a greater burden of proof for the claimant than had previously been in effect. And importantly, the authenticator would be able to recover legal fees if his or her case prevailed.

Currently, the legislation as written has hit a snag with the New York State Trial Attorneys association, but there is confidence on all sides that a deal over minor details will be worked out that will enable the bill to pass. This is great news for appraisers as we rely on the opinions of experts for authentication. Without their willingness to provide expertise openly, we cannot properly do our jobs to value works of art.

For more information about current legislation affecting appraisers, or to discuss your appraisal needs, please contact Meredith Meuwly, Director of Heritage Auctions Appraisal Services, Inc. at MeredithM@HA.com or tel. 214-409-1631.

To order a free copy of The Collector’s Handbook, contact Meredith at MeredithM@HA.com or call 214-409-1631.

THE COLLECTOR’S HANDBOOK
The 8th Edition is newly revised and updated with related stories from Heritage experts and new chapters.

Do you or your client own a significant collection of art, antiques, coins or collectibles? The Collector’s Handbook is an award winning, step-by-step guide to estate planning for collectors. From record keeping and taxes to the best methods for maximizing proceeds, this beneficial primer provides a comprehensive overview of the logistical elements related to the assembly, maintenance, and dispersal of collections. Certain chapters also have “Tips for Hairs” sections to aid non-collectors in avoiding common pitfalls after inheriting a collection.

Email your contact information to Estates@HA.com and we will mail you up to 10 free copies of The Collector’s Handbook (value $15 each), which you can use for your own reference or give to your clients with collections.

Sunrise Falls, a Catskills New York Estate, recently sold through Heritage Luxury Real Estate auctions for $3,410,000.
**ACTION COMICS #1 BRINGS $310,700 IN $7.17 MILLION HERITAGE COMICS AUCTION**

NOV. 20-22, 2014, BEVERLY HILLS AUCTION IS THE THIRD-HIGHEST GROSSING COMICS AUCTION IN HISTORY; VINTAGE COMICS DOMINATE, FRANK FRAZETTA ORIGINAL ART BRINGS $179,250

An unrestored copy of Action Comics #1 (DC, 1938) – the most desirable comic book in the hobby – graded for condition as just a 3.0 on the 10-point industry standard scale was snapped up for $310,700 as the top lot in Heritage Auctions’ $7.17 million Nov. 20-22 Comics & Comics Art Signature® Auction. The copy of the fabled comic book came to auction via The Prospect Mountain Collection, which, in and of itself, totaled just more than $1 million.

“High-end, vintage comic books across the board continue to show incredible market durability,” said Ed Jaster, Senior Vice President at Heritage Auctions. “The auction total, at $7.17 million, is the third-highest grossing comics auction in history, period.”

On the original comic art side of the auction, several strong prices were realized, including the $179,250 for Frank Frazetta’s original paperback book cover painting for Jongor-Fights Back (1967), an absolute classic fantasy image showcasing the things for which Frazetta is most beloved: warriors, women and monsters.

The Loveland Collection of Silver Age Comic Books, another featured grouping in Beverly Hills, performed very well, with a total just shy of $500,000, led by a CGC-graded 9.4 copy of Journey Into Mystery #83 (1962), which realized an impressive $179,250 for famous first appearance of the mighty Thor.

A CGC-Graded 7.0 copy of Plop Comics #22 (1941), the finest copy of the first appearance of Archie Andrews that Heritage has ever offered, realized $143,400, while a 6.5 CGC-graded copy of Captain America Comics #1 (1941) smashed pre-auction estimates to bring $179,250.

Bill Everett’s original cover art for Strange Tales #152 (1967), one of the few covers that the artist penciled in the 1960s, brought spirited bidding and a final price of $71,700, while Ron Wilson and John Romita, Sr.’s original cover art for Avengers #118 (1973), featuring a host of famous Marvel characters, rounded out the top original comic art offerings with a final price realized of $65,725.

Two comic book offerings of a CGC-graded 5.5 copy of All Star Comics #8 (1942), the first appearance of Wonder Woman, which realized $44,813, more than triple the guide value, and a CGC-graded 3.5 copy of More Fun Comics #73 (1941), featuring the debut of Aquaman, brought a premium at $38,838, more than 10 times the guide price for the book. "Anticipation of Wonder Woman and Aquaman being in the new Batman-Superman movie spurred these comics to their high prices,” said Jaster, “showing that the continued appearance of more and more characters in mainstream vehicles is leading to higher prices realized for their original appearances.”

**WE ARE PACKING OUR BIRKINS AND HEADING TO ORLANDO!**

Hermès 25cm Himalayan Nilo Croc Birkin brings $121,875 to lead $2.88 million Heritage Luxury Accessories Holiday Auction in December.

**HERITAGE IS A PROUD SPONSOR OF THE 48TH ANNUAL HECKERLING INSTITUTE ON ESTATE PLANNING.**

**JOIN US FOR A WELCOMING COCKTAIL RECEPTION ON SUNDAY, JANUARY 11 FROM 2-6 PM IN THE CONFERENCE CENTER ATRIUM – AND VISIT US AT OUR BOOTH!**
**NOV. 14-15, 2014 AT HERITAGE AUCTIONS IN NEW YORK; 1794 SILVER DOLLAR TOPS THE BILL AT $470,000; 1776 CONTINENTAL DOLLAR BRINGS $440,625**

NEW YORK – Eric P. Newman’s outstanding 1794 silver dollar AU50 NGC. Ex: “Col” E.H.R. Green was the undisputed star of the evening, bringing $470,000 in spirited bidding to install the Newman Collection, NGC. Ex: “Col” E.H.R. Green was the outstanding 1794 silver dollar AU50.

Further highlights include, but are not limited to:

- 1776 $1 Continental Dollar, E.G. FECIT, Pewter MS66 NGC: Realized $305,500.
- 1776 $1 Continental Dollar, CURRENCY, Dotted Rings, Brass AU50 NGC: Realized $282,000.
- 1879 $4 Flowing Hair PR65 NGC: Realized $182,125.
- 1776 Continental Dollar Brass MS62 NGC: Realized $58,750.

All lots in the auction were from the extensive collection of Eric P. Newman Numismatic Education Society for public purposes.

Further, the Newman Collection proved important not only for the spectacular prices realized on the amazing coins,” said Greg Rohan, President of Heritage Auctions, “but also because it represents, once again, another auction where every single coin found a new home. This is as much about the rarity of the coins as it is about Mr. Newman’s acclaimed scholarship and stellar reputation.

A close second in the final bidding, with a price realized of $440,625, was Newman’s 1776 Continental Dollar MS62 NGC, in brass, while his 1776 Continental Dollar, CURRENCY, Pewter MS63 NGC, Plain Edge, the finest of four known and one of the auction’s most followed coins for more than 20 years of appraising experience and several television shows to his credit, has joined Heritage Auctions’ growing Trusts & Estates Division. Elyse will assist executors, advisors and fiduciary professionals with their client’s needs for estate evaluations, appraisals and asset divestiture. She will represent Heritage Auctions from its New York office, 445 Park Ave. (at 57th Street).

“Elyse’s accomplishments in the field of fine art and collectibles could fill two careers,” said Greg Rohan, President of Heritage Auctions. “She is incredibly knowledgeable and her unique perspective and notable accomplishments brings a wealth of experience our clients can trust. She is a wonderful addition to the array of services we offer in New York.”

Elyse served as the department head of Collectibles for Christie’s for more than 10 years after earning a degree in art history from New Orleans’ Tulane University. Since then she has collaborated and consulted with a number of specialty auction houses, handling high-profile auctions ranging from antique toys to sports collectibles and fine wine. The roster of important private collections she has managed include the archives of Lucas Films, DreamWorks, Fox Studios, Chuck Jones’ personal collection, Jimi Hendrix, Muhammad Ali, Eric Clapton, Marilyn Monroe, and Mickey Mantle.

Elyse is also the nationally-recognized host of numerous television programs on collectibles, such as HGTV’s “If Walls Could Talk” and “The Longest Yard Sale,” as an appraiser on PBS’s “Antiques Roadshow” and as a permanent cast member of its popular “History Detectives.” She quickly earned roles as host of “Collection Intervention” on the Syfy network, “Treasure Seekers” on VOOM!, and as a collectibles expert on “The Nate Berkus Show” and “Clean House NY!” as well as several appearances on morning television programs. She is also an author, speaker and a licensed auctioneer in New York.

A member of the Appraisers Association of America, Elyse is a USPAP-certified appraiser of Entertainment memorabilia and a preferred appraiser for both the Chubb Group of Insurance Companies and Encompass Insurance.

“Elyse’s outstanding expertise in arts and collectibles, coupled with her diverse experiences on television, as an author and popular auctioneer, will be an instant asset to Heritage’s presence in the Trusts & Estates community,” said Mark Prendergast, Director of Trusts & Estates at Heritage.

To be based in New York, Elyse joins a team under the leadership of Prendergast and will work closely with Karl Chiao, Trusts & Estates Representative in Dallas; Michelle Castro, Consignment Director and Trusts & Estates Representative in Dallas; as well as Carolyn Marx, Consignment Director and Trusts & Estates in Beverly Hills. Elyse may be reached at 212-486-3504 or ElyseL@HA.com.
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<td>January 7, 2015</td>
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<td>New York</td>
<td>April 8-9, 2015</td>
<td>February 16, 2015</td>
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<td>Space</td>
<td>Dallas</td>
<td>May 22, 2015</td>
<td>March 31, 2015</td>
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<td>Civil War</td>
<td>Dallas</td>
<td>June 13, 2015</td>
<td>April 22, 2015</td>
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<tr>
<td>Arms &amp; Armor</td>
<td>Dallas</td>
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<th>Consignment Deadline</th>
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<td>Fine &amp; Rare Wine</td>
<td>Beverly Hills</td>
<td>March 6, 2015</td>
<td>February 2, 2015</td>
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<td>Fine Jewelry</td>
<td>New York</td>
<td>May 4-6, 2015</td>
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<th>Domain Names</th>
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<tr>
<td>Domain Names</td>
<td>Dallas</td>
<td>February 9, 2015</td>
<td>Closed</td>
</tr>
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</table>
Items you presently collect or have collected in the past (check all that apply):

- Americana & Political
- American Indian Art
- Arms & Armor
- Automobilia
- Civil War & Militaria
- Comicon & Comic Art
- Domain Names & Intellectual Property
- Entertainment & Music Memorabilia
- Fine & Decorative Arts
- Fine & Rare Wines
- Fine Jewelry & Timemieces
- Luxury Accessories
- Luxury Real Estate
- Modern & Contemporary Art
- Nature & Science
- Rare Books & Manuscripts
- Rare Coins & Currency
- Silver & Vertu
- Space Exploration
- Sports Collectibles
- Texasana
- Vintage Guitars & Musical Instruments
- Vintage Movie Posters
- Other (Please List)

Items you have considered collecting but never have (check all that apply):

- Americana & Political
- American Indian Art
- Arms & Armor
- Automobilia
- Civil War & Militaria
- Comicon & Comic Art
- Domain Names & Intellectual Property
- Entertainment & Music Memorabilia
- Fine & Decorative Arts
- Fine & Rare Wines
- Fine Jewelry & Timemieces
- Luxury Accessories
- Luxury Real Estate
- Modern & Contemporary Art
- Nature & Science
- Rare Books & Manuscripts
- Rare Coins & Currency
- Silver & Vertu
- Space Exploration
- Sports Collectibles
- Texasana
- Vintage Guitars & Musical Instruments
- Vintage Movie Posters
- Other (Please List)

What is the nature of your practice?
- Attorney
- Bank/Trust Officer
- Financial Advisor
- Collections Manager/Advisor
- Other (Specify) ________________

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- Yes
- No

Would you like further information about Heritage Appraisal Services?
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- No

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- Under 35
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