

# HERITAGE<sup>®</sup>

## TRUSTS & ESTATES JOURNAL

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## IN THE SPIRIT OF THE OLYMPIC GAMES

BY MEREDITH MEUWLY, ISA CAPP

It's time to start counting down until the XXXI Summer Olympiad, which will be held in Rio de Janeiro August 5th-21st. Are you ready? I am!

The Olympics will always hold a special place in my heart. In 1996, I was invited to dance in the Opening Ceremonies of the Centennial Summer Olympics held in Atlanta. Yes, I was a giant pink butterfly, and I loved every minute of performing in the "Summertime" showcase, which told the tale of Atlanta and the Old South before and after the American Civil War. I remember that we all cried when Muhammad Ali lit the torch, as it was such a special moment in that stadium with 83,000 athletes, world dignitaries, and fans in attendance. The identity of who would light the torch was a huge secret, and even we performers had no idea until it happened.

The Olympics, both Summer and Winter Games, are a time when the world comes together to compete. Miracles can happen! Who can forget the 1980 US Men's Hockey Team beating Russia 4-3 on their way to winning the gold medal over Finland? And historical moments are achieved in the blink of an eye. Remember when Michael Phelps won a gold medal by one hundredth of a second in the 100 meter butterfly on his way to a record eight gold medals in Beijing 2008? It is these



1980 Mike Eruzione "The Miracle on Ice" Game Worn USA Olympic Hockey Jersey, Sold for: \$657,250



1960 Rome Summer Olympics Final Torch of the Flame Relay, Sold for: \$28,680

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moments that collectors cherish, making Olympic memorabilia a passionate collecting field.

So what's valuable in Olympic memorabilia? Vintage items associated with medal-winners are always highly sought after by collectors; the rarer and more historically significant the items are, the higher the value. Interestingly, the items don't always have to be vintage in order to be rare or command significant collector interest. As game-worn jerseys and autographed equipment from current athletes are often as sought after by collectors with the same passion as vintage memorabilia. Without a doubt, the gold, silver or bronze medals that represent what man and woman can achieve are the most cherished items most collectors only dream they can add to their collection.

In 2013, Heritage had the privilege to sell the Mike Eruzione Collection, including his game-worn hockey jersey from the "Miracle on Ice" Gold Medal round in the 1980 Winter Games. This key artifact from the greatest underdog story ever told sold for \$657,250. Along with his jersey, his hockey stick, gloves, pants, shoulder pads, socks, equipment bag, player credentials, practice uniforms, Opening Ceremonies clothes, presentation awards and mementos were all sold to adoring fans of the game.

In February 2016, Heritage offered personal property from the father and son Olympic Gold Medal winners Bill and Dave Christian. Bill Christian won Ice Hockey gold with Team USA

in 1960, and Dave Christian won with Team USA in 1980 as part of the "Miracle on Ice" team. Both father and son were key figures in two of the most dramatic underdog tales in the history of American athletics, and collectors responded with vigorous bidding. Their collections sold for a combined total in excess of \$270,000, as part of the \$9.3 million Platinum Night Sports Collectibles auction in New York.

In addition to personal memorabilia, medals are the most important collecting category of Olympic memorabilia. Gold Medals are highly desirable, as evidenced when Mark Wells' 1980 U.S. Hockey "Miracle on Ice" Gold Medal soared to a final selling price of \$310,700 at Heritage in November 2010. Although Gold Medals achieve the greatest prices, Silver, Bronze, and Participation Medals can be valuable too. For example,

Andrés Aldama's Silver Medal for Light Welterweight Boxing from the 1976 Montreal Summer Games sold at Heritage in May 2013 for \$26,290. The star Cuban fighter was dominant throughout the games, only to face future Hall of Famer Sugar Ray Leonard in the Gold Medal match, where he was defeated five to nothing. The "Holy Grail" of Participation Medals is unquestionably the 1904 St. Louis Summer Olympics Participation Medal, on cover which is highly sought after by collectors for its rarity, as only 651 athletes from 12 countries



*1980 U.S. Hockey "Miracle on Ice" Olympic Gold Medal Presented to Mark Wells Sold for: \$310,700*



*1980 Dave Christian Gold Medal Game Worn USA Olympic Hockey Team Jersey, Sold for: \$31,070*



*1960 Bill Christian Game Worn USA Olympic Hockey Team Jersey, Sold for: \$31,070*

were in attendance at these Games.

One of the most iconic events of the modern Olympic Games is the torch relay. The first Olympic torch relay occurred at the 1936 Berlin Summer Olympic Games, but did not appear for a Winter Games until 1952 in Oslo. A specially-designed torch is lit in Olympia, Greece, site of the ancient Olympic Games. Although Olympia ignites the flames for both Olympic Games today, the torch relay for the first three Winter Games began in Morgeidal, Norway. After the lighting ceremony, the torch then travels through multiple countries by various runners and transportation methods announcing the coming of the Games to as many people as possible. The relay ends at the host city, when the last runner lights the cauldron during the Opening Ceremonies to open the games. The final torchbearer and the lighting of the cauldron is typically a closely-guarded secret until the moment it occurs.

The number of torchbearers varies from Olympics to Olympics, thus some are exceedingly rare – like the 1952 Oslo Winter Games torch of which only 95 were made. This torch was carried by Oscar Gjøslien, a decorated Norwegian cross country skier, and sold at Heritage in February 2015 for \$71,700. Most recently in February 2016, Heritage sold the 1960 Rome Summer Olympics final torch on cover that was carried by nineteen-year old Italian cross country runner Giancarlo Peris for \$28,680. This Olympics ranks among the most celebrated in the history of the Games, best remembered for the Gold Medal performance of Cassius

Clay in the Light Heavyweight Boxing division, the debut on the world’s stage of a man who would become the three-time Heavyweight World Champion Muhammad Ali.

Yes, we’ve come full circle to The Greatest – Muhammad Ali. On winning his gold medal in Rome in 1960, Cassius Clay said: To make America the greatest is my goal, so I beat the Russian and I beat the Pole. And for the U.S.A. won the medal of gold. The Greeks said, 'You're better than the Cassius of old.'

Reminders of these iconic moments appear on the auction market frequently. Heritage will often present wonderful items with fascinating stories in its thrice-yearly Sports Collectibles catalog auctions. If you would like to become part of this passionate group of collectors, have any questions on valuing Olympic memorabilia, or wish to consign, please contact us today at Sports@HA.com or 877-HERITAGE (437-4824).



For formal appraisal requests, please contact Meredith Meuwly, Director of Appraisal Services at MeredithM@HA.com or 214-409-1631. As the leading auctioneer of Sports Collectibles, with more world-class expert graders and traders on call than any other firm, we would love to connect you with one these priceless pieces of memorabilia, and help you become part of the story for a rare piece of our history.



1976 Montreal Olympics Light Welterweight Boxing Silver Medal Won by Andrés Aldama, Sold for: \$26,290

1984 Los Angeles Olympics Torch Carried by Caitlyn (Bruce) Jenner. Sold for \$23,900



1952 Oslo Winter Olympics Torch, Sold for: \$71,700

# WESTERN ART TREASURE COMING TO AUCTION

BY MICHELLE CASTRO AND MARY ADAIR DOCKERY

Heritage Auctions is thrilled to present a stellar painting by William Robinson Leigh entitled *Indian Rider* with an auction estimate of \$400,000 to \$600,000 in the May 7, 2016 Signature American and Western Art Auction in Dallas. The attorney representing the Fort Worth, Texas family collection approached Heritage's Trusts & Estates Department with a need for advance estate planning as there were multiple heirs entitled to inherit the assets of the parent's estate. When it comes to significantly valuable tangible property and possessions, it is often difficult to divide the physical property equitably among the heirs – especially when one piece is far more valuable than others. Doing the right kind of advance estate planning can help avoid complications down the road – in this case by holding an open discussion with the family members regarding the potential value of the painting after consulting with Heritage Auction experts, they decided to sell the painting thus removing it from the taxable estate and supporting other family interests.

With its high-octane snapshot of an Indian on horseback racing through the light-suffused desert, *Indian Rider* epitomizes the work of Western genre painter William Robinson Leigh. Here, a Plains Indian -- identified by his beaded moccasins and feather hair decoration – clutches his rifle and leans into his pinto, urging him onward as they flee from a posse on the horizon. Leigh utilizes his famous pastel palette to render the sagebrush, rocks, and background mesa of the arid landscape, and he further underscores the "heat" of the action through elements in motion – dust swirling, horse legs pounding, and hair, mane, and leather pants streaming. Painted in 1918, *Indian Rider* is one of Leigh's earliest paintings to feature what would become his most commercial compositional formula: an up-close image of a single cowboy or Indian on a leaping horse in the middle of a sun-drenched canyon or desert. His

biographer June DuBois described the immediacy of these paintings: "So vivid and realistic is Leigh's rendering of flashing hooves and flying and distorted bodies, both equine and human, that the viewer feels his own perch on the top rail should be abandoned for a view through the knothole."

For Leigh, the relationship between man and nature extended beyond animals to the land itself, and ultimately what distinguished him among Western genre painters were his exquisite Impressionist landscapes. Particularly after visiting the Arizona desert in 1912, Leigh adopted a vibrant palette of pinks, oranges, blues, and greens to render rock strata against bright skies. At the time, his colors both delighted and shocked critics, who variously wrote, "there are not many American painters who can so glorify in paint the radiance of key on which he sets his brave palette," or "yet he has sound reasons for 'all these queer, impossible hues.'" A skilled draftsman from his days

as an illustrator, Leigh drew his compositions with charcoal and then painted directly over this medium with oil glazes to effect luminescence. He also juxtaposed areas of linear detail with broader, Impressionistic brushwork. *Indian Rider* foregrounds these hallmark techniques. The precisely rendered, earth-toned Indian on horseback bursts forth from the whitewashed land, where dashes of pink, salmon, sage green, and purple crystallize into rocks, brush, and shadows. *Indian Rider* is beauty and drama, life and death in one. It is Leigh at his best.

William Robinson Leigh's masterful *Indian Rider* of 1918, featured in Heritage's Signature American & Western Art Auction on May 7th.

*dust swirling,  
horse legs  
pounding, and  
hair, mane, and  
leather pants  
streaming*



# \$53+ MILLION IN COINS AND CURRENCY SOLD IN JANUARY IN FLORIDA AND NEW YORK AUCTIONS.

HERITAGE FLORIDA UNITED NUMISMATISTS (FUN) CONVENTION AUCTIONS IN TAMPA, FL ACHIEVE \$34+ MILLION IN US COINS AND \$7.6+ MILLION IN US AND WORLD CURRENCY ON JAN. 6-12, 2016

NEW YORK INTERNATIONAL NUMISMATIC CONVENTION (NYINC) WORLD & ANCIENT COIN AUCTIONS BRING \$11.6+ MILLION ON JAN. 3-13, 2016

A wide variety of coins and currency, in the form of U.S., World and Ancient rarities, realized more than \$50 million for Heritage Auctions across the first two weeks of 2016.

The sell-through rates posted in the US Coins auctions at FUN bolster the solid results, checking in at more than 91% by total value and more than 98% by total number of lots.

"Prices were solid, bidding was strong and sell-through was strong," said Greg Rohan, President of Heritage Auctions. "The results, overall, exceeded our expectations, topped by the fact that the media interest in the \$1.99 million 1894-S Barber Dime showed that the coin captured the attention of the general public like no other coin, or coin story, has in the last year."

Indeed the top lot in the auctions was the stunning 1894-S Barber Dime, Branch Mint PR66 PCGS CAC, the finest known, which realized \$1,997,500 as the centerpiece of the FUN Tampa Platinum Night offerings on Jan. 7, 2016. It was sold to an experienced collector, who was one of 16 different collectors vying for the piece.

Further U.S. Coin highlights at FUN included an 1849-C G\$1 Open Wreath MS62 PCGS Secure, Ex: Richmond Collection, the finest-known specimen of this rare gold series, which realized \$528,750 when it crossed the block, an 1851 \$50 RE Humbert \$50 Reeded Edge MS63 PCGS Secure CAC was an important highlight, drawing \$381,875 on the day, while a 1792 P1C One Cent VF35 PCGS Secure. AC, Ex: Simpson reached \$352,500. The total price realized of \$505,250 for the second finest known BD-1 Variety 1804 Quarter Eagle, 13 Stars Reverse, AU55 PCGS Secure CAC set an auction price record for the date.

In the \$11.6+ million NYINC World & Ancient Coins auction, Jan. 3-13, 2016, it was British Commonwealth coins that proved the most popular with collectors, particularly an 1852-dated Type 1 Adelaide Pound from South Australia, which realized \$99,875. This

British Colony issue was struck without the approval of the English government, so few were minted, making any example truly rare. At AU58, this example is the finest of two certified by PCGS.



*The 1852 Adelaide Australian Pound - sold for \$99,875.*

British India was represented in the auction by a superb four coin proof set of 1862 silver type coins struck in gold from The Formosa Collection, which brought \$88,125. Of the four coins, the ¼ Rupee, ½ Rupee and one Rupee are the only examples struck in gold to ever have been offered at auction. A 1951 Czech Republic gold 10 Dukatu MS66 PCGS, one of a minuscule mintage of 100 pieces presented one of the classic rarities in the 20th century gold type series to a collector who bid \$76,375 to take it home, while an exceptional 1831 Louis Philippe I gold & silver "Rouen Mint Visit" Specimen Pattern 5 Francs Presentation Set, a spectacular presentation of the highest rarity, combining the exceedingly rare gold striking of the "Rouen Mint Visit" pattern with the scarce silver issue, was the subject of intense collector interest on its way to realizing \$76,375.

The top ancient coin in this auction, realizing \$56,400, was a superb Augustus (27 BC-AD 14) AV aureus, with an exceptional high-relief portrait and crisp striking detail.

Currency continued performing well at FUN in Tampa, with a unique signed and issued 1847 Washington, DC \$500 Treasury Note Hessler X110C, a newly discovered note of the utmost rarity and desirability, which realized \$199,750 as the top note in the event. The most glamorous note of the auction came in the form of a Choice Uncirculated Binion Pedigreed \$10000 Green Seal Fr. 2231-B Federal Reserve Note PMG Choice Uncirculated 64, from the famous Binion hoard, long on display at Binion's Horseshoe Casino in Las Vegas. The note did not disappoint, realizing an impressive \$188,000 final price realized.



The 1951 Czech Republic 10 Dukatu - sold for \$76,375.



The Binion's Horseshoe Casino \$10,000 1934 Federal Note - sold for \$188,000.

The \$1.99 million dollar dime!



# MINTING MISTAKES: ERROR COINS AND THEIR COLLECTABILITY

BY SARAH MILLER

A basic understanding of coin collecting reveals that condition, date, and scarcity are all key components of what makes a coin collectible. One area of collecting, however, focuses on mistakes made by the mint, or “error coins.” Even if a coin is an otherwise common year, it may be a valuable piece if simply produced incorrectly by the mint that struck it. Error coins are often pieces that are collectible not because of when or where they were produced but due to their faulty production and thus scarcity and “cool” factor. In addition, collectors have been fascinated for generations by how such coins managed to go unnoticed by any quality control verification before the botched coinage left the mint.



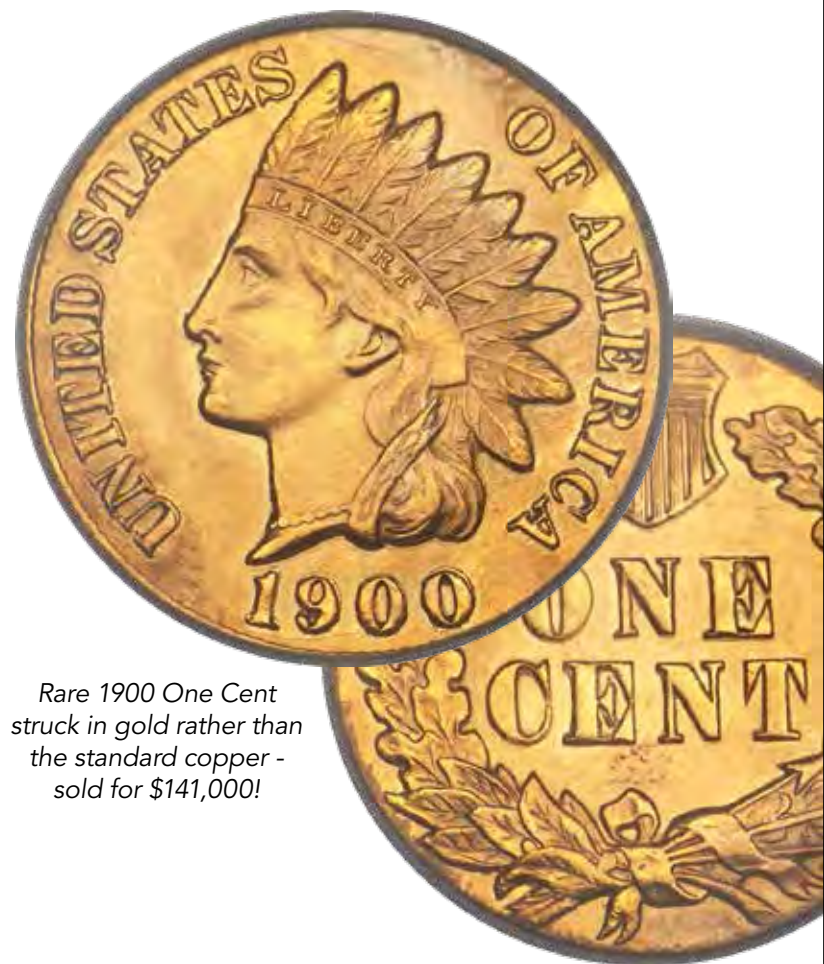
Although error coins are very popular with collectors and tend to be worth more than face value, the range of values for errors can vary wildly. For example, Heritage Auctions recently offered a 1983 Jefferson Nickel that had been struck twice—the second time wildly off center to the bottom—for only \$69 in an internet auction. While this figure was well more

than the coin's \$0.05 face value, this is actually a relatively inexpensive error.

On the other end of the spectrum is a fascinating off-metal striking, where a normally-copper Indian Cent from 1900 was actually struck on a gold coin blank intended for a \$2 ½ gold piece! This produced a hybrid coin that had the design of a cent but was on a gold “planchet,” or coin blank that weighed much more and was of an entirely different color than a normal cent. This major error sold at a Heritage sale in 2015 for the grand total of \$141,000. The standard copper penny of 1900 in the same condition grade sells for under \$1,000!

As seen by these two examples, errors can occur in a variety of ways. They can be struck twice or incorrectly, be struck on the wrong planchet (ie the aforementioned gold instead of copper cent), have clipped planchets that become cut during the minting process, or even be struck without the protective collar that keeps coins from spreading out like a pancake

when produced. These errors are just some of the production quirks that may accidentally leave the US Mint or other coin production facilities to escape into everyday commerce and numismatists' collections. Given the wide array of values for error coins, it behooves an executor of an estate that contains possible error coins to have them reviewed by an expert for evaluation. Perhaps the next time you see a strange-looking coin, it will be a scarce error that adds collectible value, so check your pocket change, your desk drawers, and more to enjoy the thrill of the hunt!



*Rare 1900 One Cent struck in gold rather than the standard copper - sold for \$141,000!*



Sarah Miller serves as Director of Numismatics in Heritage Auction's New York Office located at 445 Park Avenue. Sarah can be contacted at SarahM@HA.com.



# IAN DORIN JOINS HERITAGE AUCTIONS AS NEW YORK DIRECTOR OF FINE WINE

BRINGS MORE THAN 16 YEARS OF EXPERIENCE IN THE FINE WINE COLLECTOR AND RETAIL MARKETS

Heritage Auctions has announced that Ian Dorin, a noted expert on the fine wine collector and retail markets, has joined the firm as the New York Director of Fine Wine. Dorin will assist clients in valuing, selling, and assembling wine collections from Heritage Auctions' New York office.

"Ian knows the east coast wine market better than anyone," said Frank Martell, Director of Fine Wine at Heritage Auctions. "He's skilled in market analysis of fine and rare wines and he'll make an excellent addition to the growing list of luxury experts Heritage has recruited to serve its rapidly expanding clientele."

Prior to joining Heritage, Dorin has spent 16 years in the retail segment of the wine industry, and the last 14 years as Wine Director of a major wine company. He was instrumental in their growth, and was the backbone of the wine program. His work was recognized by The Wall Street Journal, where he is frequently interviewed and was recently the subject of a profile feature on his career in the wine market.

"With its bidding transparency and reputation for sourcing wine from the best collections and vineyards, Heritage has

established itself as an important leader in the fine wine auction category in just three short years," Dorin said. "It's a team I want to work with to help clients build distinctive and diversified collections as well as help collectors bring their wine to market."

Ian Dorin, Heritage Auctions' New York Director of Fine Wine, may be reached at 877-HERITAGE (437-4824) ext. 1805 or [IDorin@HA.com](mailto:IDorin@HA.com).



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*Heritage's Fine & Rare Wine category recently set a world auction record for a case of 1985 Ponsot Clos de la Roche, which realized \$91,500 - more than twice its pre-auction estimate.*



# ALL ABOUT APPRAISALS:

## MODERN PRINTS, PHOTOGRAPHS, AND MULTIPLES

BY MEREDITH MEUWLY, ISA CAPP  
DIRECTOR, HERITAGE AUCTIONS APPRAISAL SERVICES INC

Ever wanted to know more about appraising Modern & Contemporary prints, photographs, and multiples? Now you can! I am teaching a three-day course June 13-15 in Naperville, Illinois (outside of Chicago) this summer through the International Society of Appraisers. Two days of fun-filled classroom lectures will feature an in-depth look at editioned works of art with special focus on identification, condition, authentication, and common legal issues. The third day is a class trip to the Art Institute of Chicago and the Museum of Contemporary Photography for a closer look at top-tier artworks. For more information, including how to register, please contact me at MeredithM@HA.com or 214-409-1631 to discuss. Enrollment is limited, so reserve your spot today!



**Andy Warhol (1928-1987)**  
**\$ (9), 1982**

Unique screenprint in colors on Lenox Museum Board. 40 x 32 inches (sheet)  
Ed. 12/35 (from the edition of unique color variants)

Signed and numbered in pencil lower left with the blindstamp of the printer

Published by Andy Warhol, New York

Printed by Rupert Jasen Smith, New York

**Estimated at \$80,000 to \$120,000 in Heritage's May 24th Auction of Modern & Contemporary Prints & Multiples in Dallas.**

# BEATLEMANIA IN 2016

A substantial **lock of John Lennon's Beatles Mop Top hair**— cut off in preparation for his role as Private Gripweed in the 1966 film "How I Won the War" well out achieved its \$10,000 estimate when it **sold for \$35,000** in Heritage Auctions' February 20th Entertainment & Music Memorabilia Auction in Dallas. The extraordinary, 4-inch lock was offered amidst 100 important examples of Beatles memorabilia, including what's been called "likely the greatest signed Beatles photograph known to exist."

"This is the largest lock of John Lennon's hair ever offered at auction," said Garry Shrum, Director of Music Memorabilia at Heritage. "It comes from a very important time in his career and the provenance is impeccable."

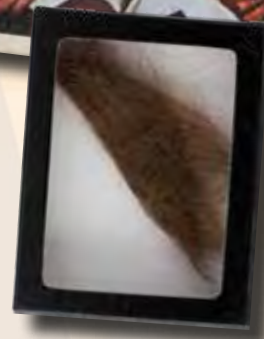
The lock was from the private collection of Klaus Baruck, the hairdresser who trimmed Lennon's famous hair in Hamburg, Germany, just before his starring role as in Richard Lester's dark comedy about a fictional British army troop and their misadventures in World War II. The keepsake is accompanied by a newspaper clipping and a photo showing Baruck's hand holding the lock of John's hair and is captioned: "Immediately picked up and tucked away: a clump of hair that had been John Lennon's, cut yesterday."

Another rare Beatles discovery is an **8 x 10 Black and White Glossy Photograph of the band by Dezo Hoffman, boldly signed by all four members on Dec. 17, 1963.** The photo is accompanied by two letters of authenticity from Beatles experts Frank Caiazzo and Perry Cox suggesting that this photograph is very likely the greatest Beatles signed photograph known to exist — which explains the final **\$42,500 sale price!**

The true stunner of the auction was **A Gem Mint 10 Sealed Copy of The Beatles Yesterday and Today "Butcher Cover" from 1966.** "This is by far one of the finest copies of the very limited number of "first state" albums that were released to a small audience," Shrum said. "This copy is a worthy addition to the most advanced Beatle collections."

The controversial cover image was quickly recalled from distributors by the band's record label with an explanatory letter (included with the lot) that included the reason "'The original cover, created in England, was intended as 'pop art' satire. However, a sampling of public opinion in the United States indicates that the cover design is subject to misinterpretation. For this reason, and to avoid any possible controversy or undeserved harm to The Beatles' image or reputation, Capitol has chosen to withdraw the LP and substitute a more generally acceptable design."

Collector's appreciated the rarity and importance this example of the record when the bidding soared from the \$19,000 opening bid, well past its \$38,000 estimate to see a **final sale price of an amazing \$125,000!**



# HERITAGE<sup>®</sup>

## LUXURY REAL ESTATE AUCTIONS

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, an auction captures the market for a given property and buyers determine the selling price. Our wide-reaching marketing campaigns bring together an interested pool of international buyers and sellers based on the qualities of each individual property. Sellers will know they have captured the market and left no stone unturned and buyers understand they will

pay the best value possible when bidding against a group of qualified buyers.

**The auction process offers a timely and cost effective way to sell your property.**

While a luxury property listing remains on the current market an average of 3 to 5 years, the auction process produces much faster results. From consignment to closing, the property will be sold within 90 days. Auctions are also more cost effective than traditional real estate transactions, enabling us to offer attractive referral incentives.

**Realtors are part of the process.** Agents are encouraged to participate, with no loss or sacrifice of commission structure on their part. Informed agents are integral to the Heritage process. Experienced agents can help interested buyers understand the process and evaluate the property. Heritage's Directors have fostered many broker relationships and share their wealth of knowledge and expertise with their sellers and buyers.

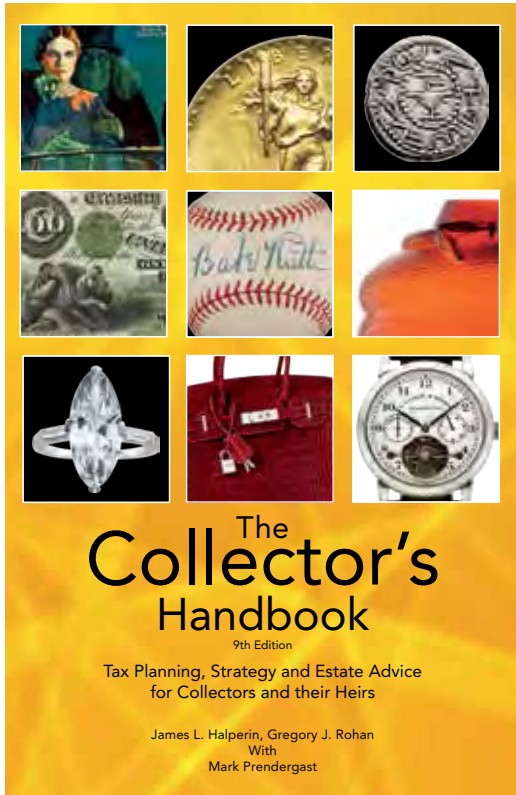
**Real Estate Auctions with Heritage are simple, efficient and transparent.** From start to finish, the luxury real estate team will work with both buyers and sellers to ensure they experience none of the stress and complications that often come with traditional home sales. Our team provides due diligence 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.



Luxuriously surrounded by tall trees and mountainous terrain, this exquisite, private Park City, Utah ski property with bountiful resort-style amenities **sold for \$4,400,000** on March 1st, 2016 through Heritage's Luxury Real Estate Auctions.

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



## THE COLLECTOR'S HANDBOOK

The 9th Edition is newly revised and updated with related stories from Heritage experts and new sections.

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 Heirs" sections to aid non-collectors in avoiding common pitfalls after inheriting a collection.

Email your contact information to [Estates@HA.com](mailto: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.



## VALUATIONS - IN THE - VAULT WITH HERITAGE AUCTIONS

We encourage all trust officers, estate professionals and wealth managers to take the opportunity to review with your clients their complete asset portfolio, including the tangible assets that may, at first glance, not appear to have value.. This gives you the opportunity to discuss 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 safety deposit boxes, such as coins and jewelry, for their investments or estate plans. This is often due to outdated appraisals and misconceptions of true 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 experts will meet with your clients to discuss an accurate and current valuation for their coins, currency, jewelry, timepieces and other related items. Should written appraisals for insurance or tax purposes be requested, we will provide the costs and timeline for delivering the necessary USPAP and IRS complaint 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.**

# Upcoming Auctions

| <b>Numismatic Auctions</b>   | <b>Location</b> | <b>Auction Dates</b>       | <b>Consignment Deadline</b> |
|--|-----------------|----------------------------|-----------------------------|
| World Coins (CICF)   | Chicago         | April 14-15 & 17-18, 2016  | Closed                      |
| U.S. Coins and U.S. & World Currency (CSNS)                        | Chicago         | April 27-May 3, 2016       | Closed                      |
| U.S. Coins   | Long Beach      | June 8-13, 2016            | April 25, 2016              |
| World Coins & Currency   | Hong Kong       | June 22-24, 2016           | May 2, 2016                 |
| U.S. Currency (ANA)  | Anaheim         | August 10-12 & 15-16, 2016 | June 20, 2016               |
| U.S. Coins (ANA)   | Anaheim         | August 10-15, 2016         | June 27, 2016               |
| World & Ancient Coins (ANA)  | Anaheim         | August 10-15, 2016         | June 20, 2016               |
| <b>Fine &amp; Decorative Arts Auctions</b>                         | <b>Location</b> | <b>Auction Dates</b>       | <b>Consignment Deadline</b> |
| Fine Silver & Objects Of Vertu                                     | Dallas          | April 12, 2016             | Closed                      |
| Illustration Art   | Dallas          | April 26, 2016             | Closed                      |
| Photographs  | New York        | April 17, 2016             | Closed                      |
| Modern & Contemporary Art  | New York        | May 2, 2016                | Closed                      |
| American Art   | Dallas          | May 7, 2016                | Closed                      |
| The Viktor Schreckengost Collection                                | Dallas          | May 13, 2016               | Closed                      |
| 20th & 21st Century Design   | Beverly Hills   | May 17, 2016               | Closed                      |
| Texas Art  | Dallas          | May 21, 2016               | Closed                      |
| Modern & Contemporary Prints & Multiples                           | Dallas          | May 24, 2016               | Closed                      |
| Nature & Science   | Dallas          | June 2, 2016               | Closed                      |
| American Indian Art  | Dallas          | July 8, 2016               | May 3, 2016                 |
| European Art   | Dallas          | June 24, 2016              | April 18, 2015              |
| Fine & Decorative Arts including Estates                           | Dallas          | June 25, 2016              | April 18, 2016              |
| Decorative Art   | Dallas          | September 17-18, 2016      | July 11, 2016               |
| Illustration Art   |                 | October 10, 2016           | August 3, 2016              |
| Fine Silver & Objects of Vertu                                     | Dallas          | October 18, 2016           | August 16, 2016             |
| Photographs  | Dallas          | October 24, 2016           | August 17, 2016             |
| American Art   |                 | November 14, 2016          | September 7, 2016           |
| Lalique & Art Glass  | Dallas          | November 21, 2016          | September 14, 2016          |
| <b>Memorabilia &amp; Collectibles Auctions</b>                     | <b>Location</b> | <b>Auction Dates</b>       | <b>Consignment Deadline</b> |
| Sports Collectibles - 1933 Goudey PSA Set Registry Catalog Auction | Dallas          | April 14, 2016             | Closed                      |
| Vintage Movie Posters  | Dallas          | March 26-27, 2016          | Closed                      |
| Guitars & Musical Instruments                                      | Beverly Hills   | March 26, 2016             | Closed                      |
| Musical Instruments - Rudolf Rock Collection Catalog Auction       | Dallas          | May 6, 2016                | Closed                      |
| Knotts Berry Farm Animation Art                                    | Anaheim         | May 12, 2016               | March 29, 2016              |
| Sports Collectibles Catalog Auction                                | Dallas          | May 12-14, 2016            | March 21, 2016              |
| Comics & Original Comic Art  | New York        | May 13, 2016               | March 30, 2016              |
| Animation Art  | Dallas          | June 11, 2016              | April 28, 2016              |
| Entertainment & Music  | Dallas          | June 25, 2016              | May 4, 2016                 |
| Vintage Movie Posters  | Dallas          | July 30-31, 2016           | June 7, 2016                |
| <b>Historical Collectibles Auctions</b>                            | <b>Location</b> | <b>Auction Dates</b>       | <b>Consignment Deadline</b> |
| Rare Books & Historical Manuscripts                                | New York        | April 5-6, 2016            | Closed                      |
| Americana & Political  | Dallas          | May 14, 2016               | March 23, 2016              |
| Space Exploration  | Dallas          | May 20, 2016               | March 29, 2016              |
| Arms & Armor, Civil War & Militaria                                | Dallas          | June 11-12, 2016           | April 20, 2016              |
| Legends of the West  | Dallas          | June 12, 2016              | April 21, 2016              |
| Rare Books & Historical Manuscripts                                | Dallas          | Fall 2016                  | August 1, 2016              |
| Texana   | Dallas          | Fall 2016                  | August 1, 2016              |
| <b>Luxury Lifestyle Auctions</b>                                   | <b>Location</b> | <b>Auction Dates</b>       | <b>Consignment Deadline</b> |
| Fine & Rare Wine   | Beverly Hills   | April 1, 2016              | Closed                      |
| Fine Jewelry & Luxury Accessories                                  | New York        | April 18-19, 2016          | Closed                      |
| Timepieces   | New York        | May 26, 2016               | March 25, 2016              |
| Fine & Rare Wine   | Beverly Hills   | June 3-4, 2016             | May 2, 2016                 |
| Fine Jewelry & Luxury Accessories                                  | Beverly Hills   | September 26-28, 2016      | July 26, 2016               |
| Luxury Real Estate   | TBD             | Fall 2016                  | August 1, 2016              |
| <b>Domain Names</b>  | <b>Location</b> | <b>Auction Dates</b>       | <b>Consignment Deadline</b> |
| Domain Names   | San Francisco   | April 19, 2016             | Closed                      |
| Domain Names   | Dallas          | Fall 2016                  | August 1, 2016              |

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**Movie Posters** - 6PM CT Sundays  
**Sports** - 10PM CT Sundays (Extended Bidding)  
**U.S. Coins** - 7PM CT Sundays & Tuesdays  
**Currency** – 7PM CT Tuesdays  
**Timepieces & Jewelry** – 8PM CT Tuesdays

**Nature & Science** - 10PM CT Thursdays  
**Rare Books & Autographs** – 8PM CT Thursdays  
**World Coins** - 8PM CT Thursdays  
**Wine** - 10PM CT 2nd Thursdays  
**Monthly World Coins** - 8PM CT final Sundays

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American Heart Association  
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New York, NY  
HEART.org

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Marriott Tampa Waterside Hotel  
Tampa, FL  
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## Estate Planners Day

Estate Planning Council of New York City  
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The Union League Club  
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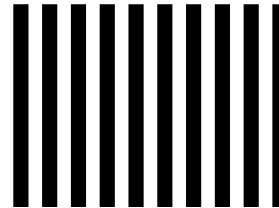
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| Americana & Political                 | <input type="checkbox"/> | <input type="checkbox"/> |
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| Arms & Armor                          | <input type="checkbox"/> | <input type="checkbox"/> |
| Automobilia                           | <input type="checkbox"/> | <input type="checkbox"/> |
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| Comics & Comic Art                    | <input type="checkbox"/> | <input type="checkbox"/> |
| Domain Names & Intellectual Property  | <input type="checkbox"/> | <input type="checkbox"/> |
| Entertainment & Music Memorabilia     | <input type="checkbox"/> | <input type="checkbox"/> |
| Fine & Decorative Arts                | <input type="checkbox"/> | <input type="checkbox"/> |
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| Fine Jewelry & Timepieces             | <input type="checkbox"/> | <input type="checkbox"/> |
| Luxury Accessories                    | <input type="checkbox"/> | <input type="checkbox"/> |
| Luxury Real Estate                    | <input type="checkbox"/> | <input type="checkbox"/> |
| Modern & Contemporary Art             | <input type="checkbox"/> | <input type="checkbox"/> |
| Nature & Science                      | <input type="checkbox"/> | <input type="checkbox"/> |
| Rare Books & Manuscripts              | <input type="checkbox"/> | <input type="checkbox"/> |
| Rare Coins & Currency                 | <input type="checkbox"/> | <input type="checkbox"/> |
| Silver & Vertu                        | <input type="checkbox"/> | <input type="checkbox"/> |
| Space Exploration                     | <input type="checkbox"/> | <input type="checkbox"/> |
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| Texana                                | <input type="checkbox"/> | <input type="checkbox"/> |
| Vintage Guitars & Musical Instruments | <input type="checkbox"/> | <input type="checkbox"/> |
| Vintage Movie Posters                 | <input type="checkbox"/> | <input type="checkbox"/> |
| Other <i>(Please List)</i>            | <input type="checkbox"/> | <input type="checkbox"/> |
|                                       | <input type="checkbox"/> | <input type="checkbox"/> |
|                                       | <input type="checkbox"/> | <input type="checkbox"/> |
|                                       | <input type="checkbox"/> | <input type="checkbox"/> |

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