



**Mark Prendergast**  
 Director of Trusts & Estates  
 Toll Free (800) 872-6467, ext. 1632  
 Direct (214) 409-1632  
 MPrendergast@HA.com



**Meredith Meuwly**  
 Director of Appraisal Services  
 Toll Free (800) 872-6467, ext. 1631  
 Direct (214) 409-1631  
 MeredithM@HA.com

Heritage Auctions  
 3500 Maple Avenue  
 17th Floor, Dallas, Texas  
 75219-3941 • HA.com  
 800-872-6467



Annual Sales Exceed \$800 Million • 750,000+ Online Bidder-Members  
 DALLAS | NEW YORK | BEVERLY HILLS | SAN FRANCISCO | PARIS | GENEVA



**Karl Chiao**  
 Trusts & Estates  
 Toll Free (800) 872-6467, ext. 1958  
 Direct (214) 409-1958  
 KarlC@HA.com



**Carolyn Mani**  
 Trusts & Estates, Beverly Hills  
 Toll Free (800) 872-6467, ext. 1677  
 Direct (310) 492-8614  
 CarolynM@HA.com



**Michael Grassia**  
 Trusts & Estates, San Francisco  
 Toll Free (800) 872-6467, ext. 1892  
 MGrassia@HA.com



**Kathleen Guzman**  
 Trusts & Estates, New York  
 Toll Free (800) 872-6467, ext. 1672  
 Kathleen@HA.com

Receive *The Collector's Handbook* + free catalog in any category (\$65 value) online at HA.com/DM22972 or call 866-835-3243 and reference DM22972

CUT HERE

Items you presently collect or have collected in the past  
*(check all that apply):*

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

Fine Art	<input type="radio"/>	<input type="radio"/>
Decorative Art, Silver & Vertu	<input type="radio"/>	<input type="radio"/>
20th Century Art & Design	<input type="radio"/>	<input type="radio"/>
Modern & Contemporary Art	<input type="radio"/>	<input type="radio"/>
Illustration Art	<input type="radio"/>	<input type="radio"/>
Texas / Western Art	<input type="radio"/>	<input type="radio"/>
American Indian Art	<input type="radio"/>	<input type="radio"/>
African Tribal & Pre-Columbian Art	<input type="radio"/>	<input type="radio"/>
Sculpture	<input type="radio"/>	<input type="radio"/>
Photographs	<input type="radio"/>	<input type="radio"/>
United States Coins	<input type="radio"/>	<input type="radio"/>
World & Ancient Coins	<input type="radio"/>	<input type="radio"/>
Currency / Paper Money	<input type="radio"/>	<input type="radio"/>
Historical / Americana	<input type="radio"/>	<input type="radio"/>
Texana	<input type="radio"/>	<input type="radio"/>
Civil War	<input type="radio"/>	<input type="radio"/>
Political	<input type="radio"/>	<input type="radio"/>
Space Exploration	<input type="radio"/>	<input type="radio"/>
Historical Maps	<input type="radio"/>	<input type="radio"/>
Historical Manuscripts	<input type="radio"/>	<input type="radio"/>
Rare Books	<input type="radio"/>	<input type="radio"/>
Autographs	<input type="radio"/>	<input type="radio"/>
Comics & Comic Art	<input type="radio"/>	<input type="radio"/>
Movie Posters	<input type="radio"/>	<input type="radio"/>
Music & Entertainment Memorabilia	<input type="radio"/>	<input type="radio"/>
Pop Culture	<input type="radio"/>	<input type="radio"/>
Sports Collectibles	<input type="radio"/>	<input type="radio"/>
Vintage & Classic Automobiles	<input type="radio"/>	<input type="radio"/>
Fine & Rare Wine	<input type="radio"/>	<input type="radio"/>
Jewelry	<input type="radio"/>	<input type="radio"/>
Watches & Timepieces	<input type="radio"/>	<input type="radio"/>
Natural History	<input type="radio"/>	<input type="radio"/>
Luxury Accessories	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>
Other (Please List)	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>
None	<input type="radio"/>	<input type="radio"/>

**What is the nature of your practice?**

- Attorney       Bank Officer  
 Financial Advisor       Collections Manager/Advisor  
 Other (Specify) \_\_\_\_\_

**Do you have clients with pending or potential estate tangible property to sell and would like a Heritage sale proposal?** \_\_\_\_\_

**Would you like further information about Heritage Appraisal Services?**

- Yes     No

**Tell us about your typical client:**

- Age group:**  
 Under 35       50-65  
 35-50       65+

**Have you worked with Heritage or another auction house in the past?**

- Yes     No

**IMPORTANT:** To qualify, provide the information requested.

- Yes!** I want to receive a **FREE** subscription to **HERITAGE TRUSTS & ESTATES NEWSLETTER.**

Signature \_\_\_\_\_

Date \_\_\_\_\_

Name \_\_\_\_\_

Company \_\_\_\_\_

Street \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_ ZIP \_\_\_\_\_

Telephone # \_\_\_\_\_

E-mail address \_\_\_\_\_

## *Purpose to Your Passion - The End Game To Collecting*

By Karl Chiao

So let's say that you or your client has spent a lifetime (or maybe just the past 5-10 years) building a collection of things in which they have a passionate interest. Though amassed with dedication and possibly at significant expense, the collection might or might not actually be valuable. Regardless, have they given a thought as to what will happen to that collection as they get up in age, or as interests shift and life changes happen? It is never too early to at least think about an "exit strategy" as it pertains to a collection. The following are some things to consider in determining how the story plays out towards the culmination of a life of collecting.

The first and most difficult thing for the collector to do is to take a detached and unbiased look at the collection and to ask themselves "what is it that I am collecting, and is this something that others will want?" The answer to this question is generally determined by a myriad of factors, including the focus of the collection and individual items' rarity, value, condition, desirability, and overall collectability. Are we talking about something that's inherently valuable, such as gold coins (which have a very wide market), or something as esoteric and personal as a beloved shot glass collection? Are the items in excellent condition and purchased from high-end auctions or dealers, or are they items usually acquired from thrift shops or on ebay? Is the collection of a category with a well defined market where there are price guidebooks due to a large collector base - like sport cards or comic books - or is it something more unusual and not generally collected such as old railroad ties or vintage eyeglasses? The answers to those type questions will go a long way to figuring out what do to with the collection down the road. Appraisers, dealers and auction houses can be an invaluable source for understanding the true market for all types of collections.

Once it is determined whether there is a true and viable market for the collection, then one can move on to the next step of figuring out what to do with that collection, and when is the most prudent time to do it. The options as to what a collector can do with their collection is pretty straight forward : a) sell or give the collection away during their lifetime, b) leave the collection in their estate and have their heirs/executor deal with it after they are gone, or c) donate the collection to charity upon their death. The analysis that follows should be "Which action should be taken, and why?"

If the collection is something that has been coveted by members of the family and they do not only share interest in the collection, but would also like to own some or all of the collection, then the best course of action would be for the collector to start giving away the collection (or parts of the collection) during their lifetime. This way, there will be no misunderstandings of who gets what, and there also could be some tax advantages as it pertains to annual tax-free gift allowances and reducing the assets of the estate.

If the collection is determined to be of some value but is not of any great interest to the heirs, then the best thing to do may be to sell the collection under the collector's guidance and leave the heirs the cash equivalent. Because the collector has the express knowledge of the collection (versus the disinterested family members), the collector is much more likely to not only have a better understanding of the market value, but also know of the best methods and venues for maximizing the value of the collection. We often hear stories about family members who inherit something and the first thing they do is take it to a pawn shop or local antique shop and sell it, leaving thousands of dollars on the table in the process. To keep that from happening, a collector may want to consider overseeing the sale of their collection during their lifetime.



A passion for legal history and judicial proceedings created The Elton Hyder III Collection. See article on page 3.

### in this issue:

Purpose to Your Passion .....	1
Auction Schedule .....	2
Estate Auction .....	3
A Western Focus .....	4
Your Next Step.....	5
Valuations in the Vault.....	5
Remington Bronzes .....	6
Black Swamp Find.....	6
Upcoming Events.....	7

From the "Black Swamp Find" of  
Baseball Cards - Article on Page 6



1910 E98 "Set of 30" Honus Wagner PSA  
Gem MT 10 - The Finest Example Known!  
Sold For: \$239,000  
HA.com/7057\*80002

# Upcoming Auctions

<b>U.S. Rare Coin Auctions</b>	<b>Location</b>	<b>Auction Dates</b>	<b>Consignment Deadline</b>
U.S. Rare Coins	Dallas	October 18-21, 2012	Closed
U.S. Rare Coins	Houston	Nov. 29-Dec. 2, 2012	October 16, 2012
<b>World &amp; Ancient Coin Auctions</b>	<b>Location</b>	<b>Auction Dates</b>	<b>Consignment Deadline</b>
World Coins	New York	January 6-7, 2013	November 16, 2012
<b>Rare Currency Auctions</b>	<b>Location</b>	<b>Auction Dates</b>	<b>Consignment Deadline</b>
Currency	Dallas	October 18-22, 2012	Closed
Currency	Orlando	January 9-15, 2012	November 19, 2012
<b>Fine &amp; Decorative Arts Auctions</b>	<b>Location</b>	<b>Auction Dates</b>	<b>Consignment Deadline</b>
The Estate Auction	Dallas	September 12-13, 2012	Closed
Fine Silver & Vertu	Dallas	September 25, 2012	Closed
Illustration Art	New York	October 13-14, 2012	Closed
Modern & Contemporary Art	Dallas	October 23, 2012	Closed
Maritime & Ship Models	Annapolis	October 27, 2012	Closed
Western & California Art	Dallas	November 10, 2012	Closed
American Indian Art	Dallas	November 10, 2012	Closed
Texas Art	Dallas	November 15, 2012	Closed
Fine European & American Art	Dallas	November 15, 2012	Closed
Tiffany, Lalique & Art Glass	New York	November 17, 2012	September 10, 2012
Photographs	New York	November 17, 2012	September 10, 2012
Fine Silver & Vertu	Dallas	December 5, 2012	October 3, 2012
Decorative Arts	Dallas	December 6, 2012	September 29, 2012
The Estate Auction	Dallas	February 19, 2013	December 13, 2012
Illustration Art	Beverly Hills	March 7, 2013	December 29, 2013
Texas Art	Dallas	May 4, 2013	February 25, 2013
Western & California Art	Dallas	May 4, 2013	February 25, 2013
American Indian Art	Dallas	May 4, 2013	February 25, 2013
Fine European & American Art	Dallas	May 7, 2013	February 28, 2013
Modern & Contemporary Art	Dallas	May 22, 2013	March 15, 2013
<b>Jewelry, Timepieces &amp; Luxury Accessory Auctions</b>	<b>Location</b>	<b>Auction Dates</b>	<b>Consignment Deadline</b>
Timepieces	New York	November 18, 2012	September 17, 2012
Fine Jewelry	Dallas	December 3, 2012	September 14, 2012
Handbags & Luxury Accessories	Dallas	December 4, 2012	September 27, 2012
<b>Vintage Movie Posters Auctions</b>	<b>Location</b>	<b>Auction Dates</b>	<b>Consignment Deadline</b>
Vintage Movie Posters	Dallas	November 29-30, 2012	October 8, 2012
Vintage Movie Posters	Dallas	March 22-23, 2013	January 28, 2013
<b>Comics Auctions</b>	<b>Location</b>	<b>Auction Dates</b>	<b>Consignment Deadline</b>
Comics & Original Comic Art	Dallas	November 15-16, 2012	October 2, 2012
Comics & Original Comic Art	New York	February 21-22 2013	January 8, 2013
<b>Entertainment &amp; Music Memorabilia Auctions</b>	<b>Location</b>	<b>Auction Dates</b>	<b>Consignment Deadline</b>
Vintage Guitars & Musical Instruments	Beverly Hills	October 26-27, 2012	Closed
Entertainment & Music Memorabilia	Dallas	December 15, 2012	October 24, 2012
Vintage Guitars & Musical Instruments	Dallas	February, 2013	December 1, 2012
<b>Historical Grand Format Auctions</b>	<b>Location</b>	<b>Auction Dates</b>	<b>Consignment Deadline</b>
Historical Manuscripts	Beverly Hills	October 4-5, 2012	Closed
Rare Books	Beverly Hills	October 4-5, 2012	Closed
Space Exploration	Dallas	November 2, 2012	September 11, 2012
Americana & Political	Dallas	November 3, 2012	September 12, 2012
Militaria	Dallas	December 8, 2012	October 17, 2012
Arms & Armor	Dallas	December 9, 2012	October 18, 2012
Texana	Ft. Worth	March 1, 2013	January 8, 2013
Historical Manuscripts	Dallas	April 10-11, 2013	February 17, 2013
Rare Books	Dallas	April 10-11, 2013	February 17, 2013
Space Exploration	Dallas	April 18, 2013	February 17, 2013
Americana	Dallas	April 19, 2013	February 26, 2013
<b>Vintage Sports Collectibles Auctions</b>	<b>Location</b>	<b>Auction Dates</b>	<b>Consignment Deadline</b>
Vintage Sports Collectibles	Dallas	October 25-26, 2012	Closed
Vintage Sports Collectibles - Platinum Night	New York	February 23, 2013	January 2, 2013
<b>Natural History &amp; Fine Minerals Auctions</b>	<b>Location</b>	<b>Auction Dates</b>	<b>Consignment Deadline</b>
Meteorites	New York	October 14, 2012	Closed
Fine Minerals	Dallas	April 20, 2013	February 23, 2013
Natural History	Dallas	May 19, 2013	February 1, 2012
<b>Fine &amp; Rare Wine</b>	<b>Location</b>	<b>Auction Dates</b>	<b>Consignment Deadline</b>
Fine & Rare Wine	Beverly Hills	September 28-29, 2012	Closed
Fine & Rare Wine	Beverly Hills	December 7-8, 2012	October 25, 2012

HA.com/Consign • Consignment Hotline 800-872-6467 • All dates and auctions subject to change after press time. Go to HA.com for updates. 8-27-2012

## HERITAGE INTERNET-ONLY AUCTIONS AT 10PM CT:

- Comics** – Sundays
- Movie Posters** – Sundays
- Sports** – Sundays
- U.S. Coins** – Sundays & Tuesdays
- Currency** – Tuesdays
- Luxury Accessories** – Tuesdays
- Timepiece & Jewelry** – Tuesdays
- Modern Coins** – Thursdays
- Rare Books & Autographs** – Thursdays
- Vintage Guitars** – Thursdays
- World Coins** – 1st Tuesdays
- Wine** – 2nd Thursdays

Auctioneers: Samuel Foose: TX 11727; CA Bond #RSB2004178; FL AU3244; GA AUNR3029; IL 441001482; NC 8373; OH 2006000048; MA 03015; PA AU005443; TN 6093; WI 2230-052; NY 0952360; Denver 1021450; Phoenix 07006332; Robert Korver: TX 13754; CA Bond #RSB2004179; FL AU2916; GA AUNR03023; IL 441001421; MA 03014; NC 8363; OH 2006000049; TN 6439; WI 2412-52; Phoenix 07102049; NYC 1096338; Denver 1021446; Teia Baber: TX 16624; CA Bond #RSB200525; Ed Beardsley: TX Associate 16632; NYC 1183220; Nicholas Dawes: NYC 1304724; Marsha Dixey: TX 16493; Chris Dykstra: TX 16601; FL AU4069; WI 2566-052; TN 6463; IL 441001788; CA #RSB2005738; Jeff Engelen: CA Bond #RSB2004180; Alissa Ford: CA Bond #RSB2005920; NYC 1094963; Kathleen Guzman: NYC 0762165; Stewart Huckaby: TX 16590; Cindy Isenock, participating auctioneer: Baltimore Auctioneer license #AU10; Carolyn Mani: CA Bond #RSB2005661; Bob Merrill: TX 13408; MA 03022; WI 2557-052; FL AU4043; IL 441001683; CA Bond #RSB2004177; Cori Mikeals: TX 16582; CA #RSB2005645; Scott Peterson: TX 13256; NYC 1306933; IL 441001659; WI 2431-052; CA Bond #RSB2005395; Tim Rigdon: TX 16519; Michael J. Sadler: TX 16129; WI AU3795; IL 441001478; MA 03021; TN 6487; WI 2581-052; NYC 1304630; CA Bond #RSB2005412; yAndrea Voss: TX 16406; FL AU4034; MA 03019; WI 2576-052; CA Bond #RSB2004676; NYC #1320558; Jacob Walker: TX 16413; FL AU4031; WI 2567-052; IL 441001677; CA Bond #RSB2005394. (Rev.7-12)

# Upcoming Conferences

## November 7-9

National Assoc. of Estate Planners & Councils  
48th Annual Conference  
Orlando, Florida  
naepc.org/convention.web

## November 9

38th Annual Trust and Estate Conference  
USC Gould School of Law  
Millennium Biltmore Hotel  
Los Angeles, California  
lawweb.usc.edu

## November 9

NYU – SCPS Art Law Day  
Lipton Hall, NYU Law School  
New York, New York  
scps.nyu.edu

## November 10-11

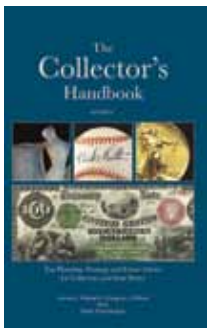
Appraisers Association of America  
2012 National Conference  
New York Athletic Club  
New York, New York  
appraisersassoc.org

## January 14-18

47th Annual Heckerling Institute  
on Estate Planning  
Orlando World Center Marriott  
Convention Center  
Orlando, Florida  
law.miami.edu/heckerling



WILLIAM HERBERT DUNTON (American, 1878-1936)  
Prairie Courtship  
Estimate: \$100,000-\$150,000  
HA.com/5116-39061



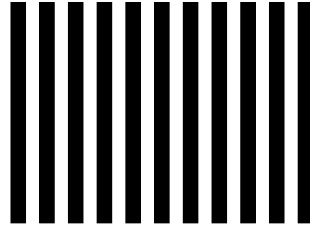
## The Collector's Handbook

Do you or your client own a significant collection of art, antiques, coins or collectibles? *The Collector's Handbook* is a step-by-step guide to estate planning for collectors. From record keeping to taxes and tax planning to the best methods for maximizing proceeds, this beneficial primer cuts right to the chase. Pertinent chapters also have "Tips for Heirs" sections to aid non-collectors in avoiding common pitfalls after inheriting a collection. Its convenient size makes it perfect for inclusion alongside the collection in a bank vault, safe deposit box or collection files – so the heirs have this valuable resource right at hand.

Email your contact information to [Estates@HA.com](mailto:Estates@HA.com) and we'll mail you up to 10 free copies of *The Collector's Handbook* (value \$15 each) which you can give as a benefit to your clients with collections.

CUT HERE

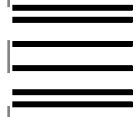
NO POSTAGE  
NECESSARY  
IF MAILED  
IN THE  
UNITED STATES



## FREE subscription card

for HERITAGE

TRUSTS & ESTATES NEWSLETTER

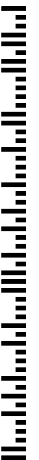


FOLD AND SEAL

**BUSINESS REPLY MAIL**  
FIRST-CLASS MAIL PERMIT NO. 1481 DALLAS TX

POSTAGE WILL BE PAID BY ADDRESSEE

HERITAGE AUCTIONS  
3500 MAPLE AVE STE 1700  
DALLAS TX 75219-9731



# A Western Focus

Three major collections of Western American Art are coming to market at Heritage's Western & California Art Signature® Auction on November 10th.

Two corporate collections and an estate collection make up the backbone of what may prove to be a historic auction. Rarely are such important works by masters of the Western genre offered to bidders all at one time. This "perfect storm" of an auction includes examples of the biggest names in Western Art and also more contemporary artists of Western imagery. The interest in Western subjects is widespread, and the quality of the artistry is always heavily scrutinized by the vivacious collector market.

"The Weider Health and Fitness Collection is a breathtaking mix of traditional Western Art and works by modern masters of the Western Art genre," says Heritage Senior Vice President Ed Jaster. "The works by Thomas Hill and William Keith embody the romance and wonder America felt for its Western states and territories before the days of air travel and interstate highways. In the post-atomic era, American painters and sculptors rediscovered the world of cowboys and Indians. Howard Terpning and John Clymer brought their considerable talents as realist painters to the field of Western painting, and the result was masterpiece-quality works."

Many selections from the Weider Health and Fitness collection are being sold due to a pending relocation to new offices for

the company. The move has instigated the decision to sell some of the more monumental paintings and sculptures that would not have been afforded adequate space to be properly displayed in the new location.

The Hogan Family Collection is a lovingly amassed trove of Western Art that took a whole family to assemble over many years. With the passing of their parents, the Hogan siblings faced the difficult decision of deciding what to keep and what to sell. Heritage was very pleased to assist with simplifying the decision process and provided a comprehensive valuation listing of the collection with images and description of each piece.

The art from the Hogan Family Collection meshes very well with the other offerings in the November auctions and adds important works by artists that are not already represented. Major paintings included in the collection are by Ernest Leonard Blumenschein, E.I. Couse, Herbert "Buc" Dunton, Thomas Moran, Nikolai Fechin, W.R. Leigh, Tom Lovell and a gorgeous winter scene by "Grandma" Moses (to be offered in the American Art auction on November 13th).



HOWARD A. TERPNING (American, b. 1927)  
*Plunder From Sonora, 1982*  
Estimate: \$500,000-\$700,000  
HA.com/5116-15001  
From the Weider Health & Fitness Collection

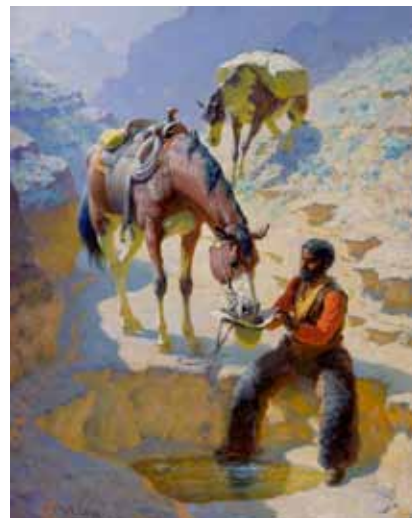


ERNEST LEONARD BLUMENSCHNEIN  
(American, 1874-1960)  
*Taos Valley Reflections*  
Estimate: \$150,000-\$250,000  
HA.com/5116-39066  
From the Hogan Family Collection

## Auction Highlights



EANGER IRVING COUSE (American, 1866-1936)  
*Prayer to the Rain God*  
Estimate: \$200,000-\$300,000  
HA.com/5116-39060  
From the Hogan Family Collection



WILLIAM ROBINSON LEIGH (American, 1866-1955)  
*One Good Turn Deserves Another, 1944*  
Estimate: \$150,000-\$250,000  
HA.com/5116-39062  
From the Hogan Family Collection

# Your Next Step – The Art of Downsizing

By Carolyn Mani

With overall market difficulties and an aging baby boomer generation, many of us in the auction business are seeing an increase in clients seeking to reduce their collections and personal possessions. When individuals are faced with the prospect of thinning the herd after years of accumulating objects, the process can seem overwhelming and daunting. Younger generations are living with a “less is more” mentality, and the inheritance of property from previous generations is no longer the welcome family treasure trove it once was. The next generation does not seem to be enthralled with keeping things from the previous generation that clash with their preferential modern, simple and uncluttered spaces and lifestyles.

Downsizing can occur for a lot of reasons: selling a larger home to go to a smaller home; moving a great distance; elderly relatives moving to assisted living; change in lifestyles; empty nesters; or even just redecorating. It is our hope that this article will provide a guide for you and your clients in ensuring their affairs are in order.

1. An honest determination as to what you actually have. Usually this would be the time to sort through the belongings to see what is of value and what is not. Old insurance appraisals or purchase receipts can help as a guide initially when identifying items with the most potential value. We recommend to all of our clients to maintain an updated appraisal or inventory of their collection. Once items can be identified and vetted it makes the downsizing process much easier. There are number of collection inventory programs that can be used to facilitate the inventor process - some even have online access and storage capabilities. Heritage Auction's "My Collection" is a free inventory platform available to registered clients through the website – HA.com.
2. Sorting through the property. Documents and old paperwork should be reviewed, shredded or stored if absolutely necessary. Electronic scanning and storage is advisable for important documents so that they are accessible if needed. A good comprehensive overview of a collection can shed some light on the focus and direction of the collector. There

is occasionally a fine line between collector and hoarder! Patterns of quality, type and volume can be seen and will help with the next step – making decisions.

3. Deciding on what to keep and what you can part with. This is probably the most difficult step because sentimental attachment and value can often cloud our judgment. This is where an objective third party can help in making clear choices. If downsizing is due to a move, it is suggested that you create a layout of the new quarters to ensure that all items will fit before making your final list. If items such as art or smaller collectibles are going to be boxed and stored in closets in the new location, these may become obvious choices for sale. You could also start by ask family and friends what they may want to take off of your hands.
4. Dispose of the items you are not going to keep. You can either give them away or sell them. Items of little or no value should be donated to thrift stores or gifted to friends and family. Donations usually result in some form of a tax deduction - be sure you donate to a non-profit charitable entity with 501(c)(3) tax exemption status. Many of these places will arrange pick up and provide a receipt.

Some items produced for the collector market, such as limited edition porcelain and Franklin Mint collectibles, have a market only in the online realm through online auctions or resale listing sites (i.e. eBay or Craigslist). More valuable items may be appropriate for the regional or national auction market, a gallery or dealer. Heritage Auctions has 33 auction categories with in-house expertise that can assist with identifying the best market for different types of items. The archives online at HA.com can also provide a great starting place to seek information on the value of many collectibles, coins, comics, sports memorabilia, art and more.

A lightened load provides a renewed sense of well being. Now that there is less on your mind and in your home, you can enjoy the items you've decided to keep. Plus, it may give you an excuse to start collecting again!

## 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 be a bit off the normal radar. This gives you the opportunity to discuss new products on the market and include any “hidden” assets which 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 their own trusted bank. This unique service will assist your clients in their financial and estate planning, and it's 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.

# *All About Appraisals* Remington Bronzes – Real or Reproduction?

By Meredith Meuwly



FREDERIC SACKRIDER REMINGTON  
(American, 1861-1909)  
*Bronco Buster* #16, 1895  
Bronze with patina  
To be sold in the Western & California  
Art Auction on November 10.

My first experience with fakes and reproductions was with a Remington bronze. Years ago, I was a summer intern at an auction house in New York. My fellow interns and I were sitting in a gallery looking at two seemingly identical bronze sculptures. The specialist invited us to examine the sculptures closely and determine which one was authentic and which one was fake. To me, they were exactly the same. Same size, same details, same color. Finally, the specialist gave us a hint....look at the signature. That's when we noticed that the one on the left had that artist's name misspelled. FREDERICK REMINGTON rather than the correct FREDERIC REMINGTON. I learned many lessons that summer on evaluating artwork, but I have never forgotten to check first that the artist's name is spelled correctly.

Because of Remington's popularity – in his lifetime as well as after his death – the artist's bronzes are always in demand. When the copyrights on his works expired, creative entrepreneurs began mass producing his works in every shape, size, and color. In fact, it seems like every family in Texas has at least one in their home or office! At Heritage, we receive daily inquiries from clients wanting to sell their "Remington" bronze. And why would they not want to sell when his sculptures can command several hundred thousand dollars at auction! Well, authentic casts can sell for that amount. Reproductions sell for significantly less – perhaps only a few hundred dollars as a decorative item inspired by the original.

So how do you know if you have a real Remington bronze? Let's ask ourselves a couple of questions.

1. Is it on a marble base? Marble bases almost always indicate a reproduction, as authentic Remington bronzes were not set on bases.
2. What is it made of? If your piece is made of silver rather than bronze, it's a reproduction. The artist only worked in bronze – first with the Henry Bonnard Bronze Co. Founders in New York, and later with Roman Bronze Works, also in New York.
3. How big is it? Take measurements exactly. Even a few millimeters in size discrepancy can be the difference from an original cast and a recast.
4. What is the quality? Are the details in your bronze crisp or very dull and indistinct? Is the patina a very rich color, or does it look like a melted Hershey bar?
5. And last, but not least, is the artist's name spelled correctly?

The above questions and answers are just a few helpful hints for when looking at Remington bronzes, but are by no means the only definitive characteristics. Provenance, edition numbers, foundry marks, and literature/exhibition citations are also key factors in determining authenticity and value. To know for sure if your Remington is authentic, always consult a recognized specialist in the artist's work, and don't forget to check out *Bronco Buster* #16 to be sold in Heritage's Western & California Art Auction in Dallas on November 10th. It is a stunning example of one of the artist's most famous works!

## *Baseball cards found in attic and Babe Ruth top \$4.5+ million at Heritage Sports Platinum Night® event*

First 37 cards from historic find of 1910 E98s bring \$566,000+; Babe Ruth's 1927 baseball bat and finest known signed baseball combine for \$776,750 to lead the auction in Baltimore's Camden Yards

The first offerings from a historic trove of 1910 E98 baseball cards – the best near "Set of 30" ever found (realized: \$286,800), the finest known Honus Wagner card of its kind (realized: \$239,000) and the color variations set (realized: \$40,332) – brought \$566,132 combined on Aug. 2 as part of Heritage Auctions' Platinum Night® Sports auction at Camden Yards. All prices include Buyer's Premium.

The complete grouping of more than 700 well-preserved, century-old baseball cards – discovered in the attic of a Defiance, Ohio house earlier this year by cousins Karl Kissner and Karla Hensch, and nicknamed "The Black Swamp Find" for the area of northern Ohio where Defiance is located – captured national attention this summer and drew a slew of media and well-wishers to the auction floor to see the beginning of the sale of this historic collection.

"You can't ask for a more exciting atmosphere in an auction room," said Chris Ivy, Director of Sports Auctions at Heritage. "The place was packed, there was a buzz in the air and the excitement was palpable."

Not to be outdone, however, it was none other than the legendary Babe Ruth who quietly stole the show, as the finest Babe Ruth Single Signed Baseball Known, PSA/DNA Mint+ 9.5 and the only 1927 Babe Ruth Game Used Bat in private hands, PSA/DNA GU 10 both realized \$388,375 each.

"The Babe is still the gold-standard in the hobby," said Ivy. "It's not surprising that these pieces would bring such a premium. They're among the ultimate Ruth artifacts."

If the collection is not sold prior to death, specific estate planning is so very important to address the asset of the collection, whether it be putting it into a trust prior to death, or having some provision in the will that will address the collection after your death – with directives and guidance for the disposition. Hopefully it will make the lives of the heirs a whole lot easier, as often they are dealing with the grief of losing a loved one and just do not have the capacity to deal with the vast quantity of possessions of a serious collector. Just make sure you have an idea of who wants what, as the last thing you want to do is create tension for your heirs if you leave “little Johnny’s favorite taxidermy piece” to little Suzy.

Lastly, if the collector is planning on leaving their collection to a charity or non-profit, you must make sure that the organization is not only allowed to receive such items, but also WANTS to receive it. In order to receive the full tax benefits of a charitable donation, the charitable institution must have “related or like use” of the gift. The Smithsonian is often the beneficiary of collections left to them by generous collectors. However, rarely is it something that the Smithsonian wants, needs or can accept. What they (and most charities) really need is cash for unrestricted uses, most often for operations. With that in mind, it might be better to sell the actual items (once again, you are the best person to sell your collection) and leave the cash proceeds to whatever organization you had planned on making the original bequeath. Just make sure you talk to the organization first (and get acceptance of gifts in writing) so that everyone is on the same page – just in case you don’t sell off that last piece of a collection that the organization has been hunting for the past 10 years!

A lifetime of collecting carries a responsibility to the collection and to the beneficiaries of that collection. We encourage our clients to fully explore the estate plan for their collection. We have time and time again seen the benefits and personal pride a collector achieves by overseeing the sale of their collection through a much lauded and publicized auction. Others prefer an anonymous sale under their supervision and control. Either way, the proper disposition of a collection to maximize the value through the best possible market place is the ultimate end game to many a collector.

## *The Estate Auction to Include The Hyder Collection*

Two day Estate Auction will include everything from furniture to fine art with a focus on legal history.

The Elton Hyder III Collection, formerly at the University of Texas School of Law, features over 500 items once on loan to the expansive library. Among the choice items being auctioned as part of The Estate Auction September 12th and 13th are a working Continental Cannon, a framed display containing seventeen 19th Century English Truncheons, a large oil painting, “George Washington” after a Gilbert Stuart original, and a “William III” portrait with a crown pediment, all of which decorated the halls of the Law Library for years.

The majority of The Hyder Collection is based around historical prints and manuscripts, which exhibit judicial proceedings and ideas. One example is an exquisite framed print “Queen Anne Illuminated Manuscript in Latin on Parchment, Exemplification of a Recovery, Buckinghamshire, 1708”. Another highlight is “George the Fifth by the Grace of God, Illuminated Manuscript with Royal Seal”. The Collection also includes a large compilation of Vanity Fair Chromolithographs from the early 19th century featuring judicial figures.

There are a number of stately pieces of furniture, from the early 17th to late 19th century, appropriate for a library, whether institutional or private. Star lots include a 17th century Italian Renaissance Style Walnut, Glass and Iron Bookcase, a Spanish Baroque wood and Ivory Vargueno and Tranquillo, and a stunning Italian Renaissance Style Painted Wood Bench.

Among the judicial offerings are four English Barristers Wigs with provenance linking them to established judges. One such example belonged to Charles Dickson Esq. with an archival photograph displayed with the wig under a Plexiglas case.

Beyond the Hyder collection, Heritage’s Estate Auction is a semi-annual event that provides a high-end auction venue for items from private collections and estates that do not necessarily fit within one of Heritage’s 33 category-specific Signature auctions. The two-day auction of over 1,400 lots allows Heritage to be the full service sale venue for all levels of property – which is always a key challenge for large estates and private collections.



“George the Fifth by the Grace of God”,  
Legal Document  
Estimate: \$2,500-\$3,500  
HA.com/5101\*870335101107642



AFTER GILBERT STUART (American,  
1755-1828)  
The Lansdowne Portrait of George  
Washington  
Estimate: \$10,000-\$15,000  
HA.com/5101\*87047