

LEH

LESLIE HINDMAN
AUCTIONEERS























What You Need to Know When Working with an Auction House:

- Overview of Firms
- Estate or Downsizing Situations
- Authentication
- Negotiating
- Determining value
- What Hot's and What's Not
- Other Resources

Sotheby's and Christies

Sotheby's: Founded in 1744

NYSE: BID

Christies: Founded in 1766

Privately owned by Francois Pinault

2014 Combined Sales: \$13.7 Billion

2015 Combined Sales: \$12.5 Billion

Middle Market

- Doyle
- Skinner
- Freeman
- Bonhams
- Heritage
- Rago
- Leslie Hindman Auctioneers

Lower Market

- Estate Liquidators
- Small Regional Auction Houses
- Consignment Stores
- Flea Market/Antique Malls

When is an Auction House Needed?

- During the Estate Planning Period
- Avoid Family Disputes
- Values are Subjective and Confusing

Authenticity: is the artwork right?

- Expert Opinion
- Provenance
- Catalogue Raisonne
- Artist Estates and Foundations





Richmond, Va.
Aug. 13. 1861

My dear girl,

I have stated to Major
Zou that you wish for a larger
proportion of 10th Knives
and he says he can make you
six per bush and more than
as made; but there is great
difficulty in supplying him.
Please send me a statement
of the number & value of
your good - distinguishing be-
tween smooth horn & ruffled, also
the number of Knives. This in-
formation has been needed in
the preparation of accounts.
It is well to send me the
accounts - say smooth horn or ruffled
the accounts - say smooth horn or ruffled
the accounts, but not both kinds.





BLACKBOARDS
CORK BULLETIN
BOARDS
CABINET BULLETIN
BOARDS
OAK AND ALUMINUM
FRAMING
ACCESSORIES

363/555

ORGANIZATION FOR DIR OF DEMOCRACY

NOISELESS BLACKBOARD ERASER

INFORMATION CENTER

4 DUSSELDORF

NEW YORK BLACKBOARD, INC.

139 SPRING STREET, NEW YORK, N. Y.

Telephone: 966-0555



Special section
THE WAY FOR THE FUTURE

the long exodus from Wrigley Field to Rogers Park
the Crane's ruinous race for the presidency
contemporary classics: the Chicago look in fall fashions

Chicago

SEPTEMBER 1979

CHICAGO DISGRACE: WARE INTO TERMINAL

THE WAY FOR THE FUTURE

AM

36-948

CDG

OFFLEIDIR
DELANDIC

REK

SNN

AM

INFO

A TV

TRIP

ORC
Orlando

Christo
7/30



Marketing



Online Marketing



CATALOGUES

AUCTIONS

[SELLING](#)

[BUYING](#)

[LHLIVE](#)

[SCHEDULE](#)

[SERVICES](#)

[SHIPPING / PACKING](#)

[RESULTS](#)

FEATURED AUCTIONS



Modern and Contemporary Art

Thursday, May 15 | 10am CST

Chicago

[Exhibition Times](#)

[View Lots Online](#)

[Browse Virtual Catalogue](#)

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[Order Print Catalogue](#)



Fine Prints

Thursday, May 15 | 3pm CST

Chicago

[Exhibition Times](#)

[View Lots Online](#)

[Browse Virtual Catalogue](#)

[Download](#)

[Order Print Catalogue](#)



American and European Art

Friday, May 16 | 10am CST

Chicago

[Exhibition Times](#)

[View Lots Online](#)

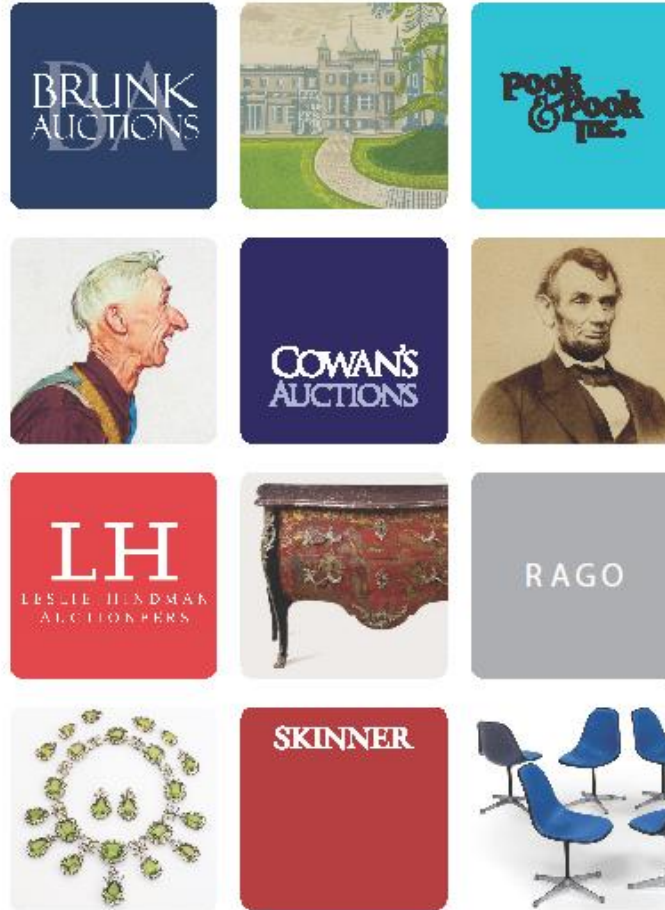
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INTRODUCING

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Commission

Seller's Commission: 10 and 25% per item

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The 3 D's

Death, Divorce & Debt

The 4 D's

**Death, Divorce, Debt
& DOWNSIZING**

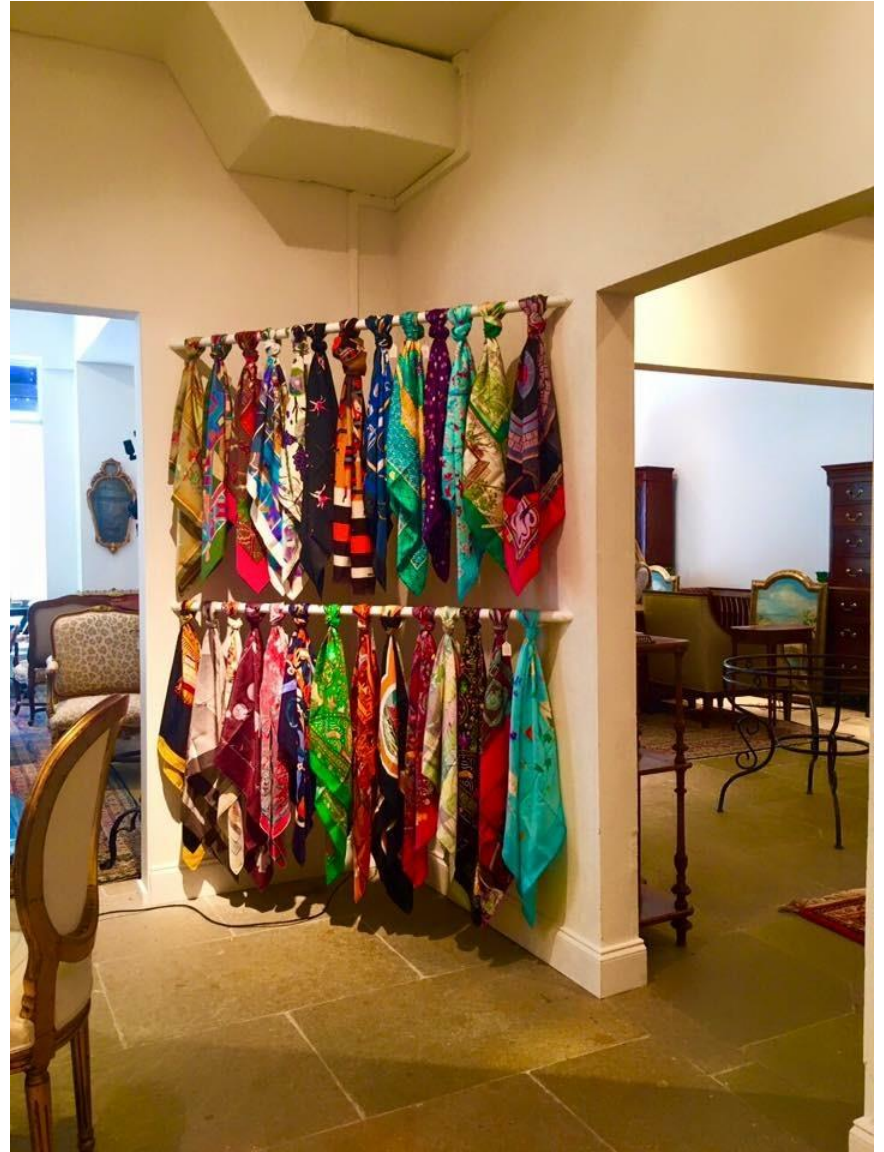
Negotiating with Auction Houses

- Standard Fee vs. Flat Rate Commissions
- Illustration & Marketing Fees
- Insurance Fee
- Packing & Shipping Fee
- Buy-In Fee
- Appraisal Fee

Negotiating with Auction Houses

- Advertising & Marketing
- Traveling Exhibitions
- Catalogue Placement
- Auctioneer
- Single-Owner Auction







The Estate of Rita Dee Hassenfeld

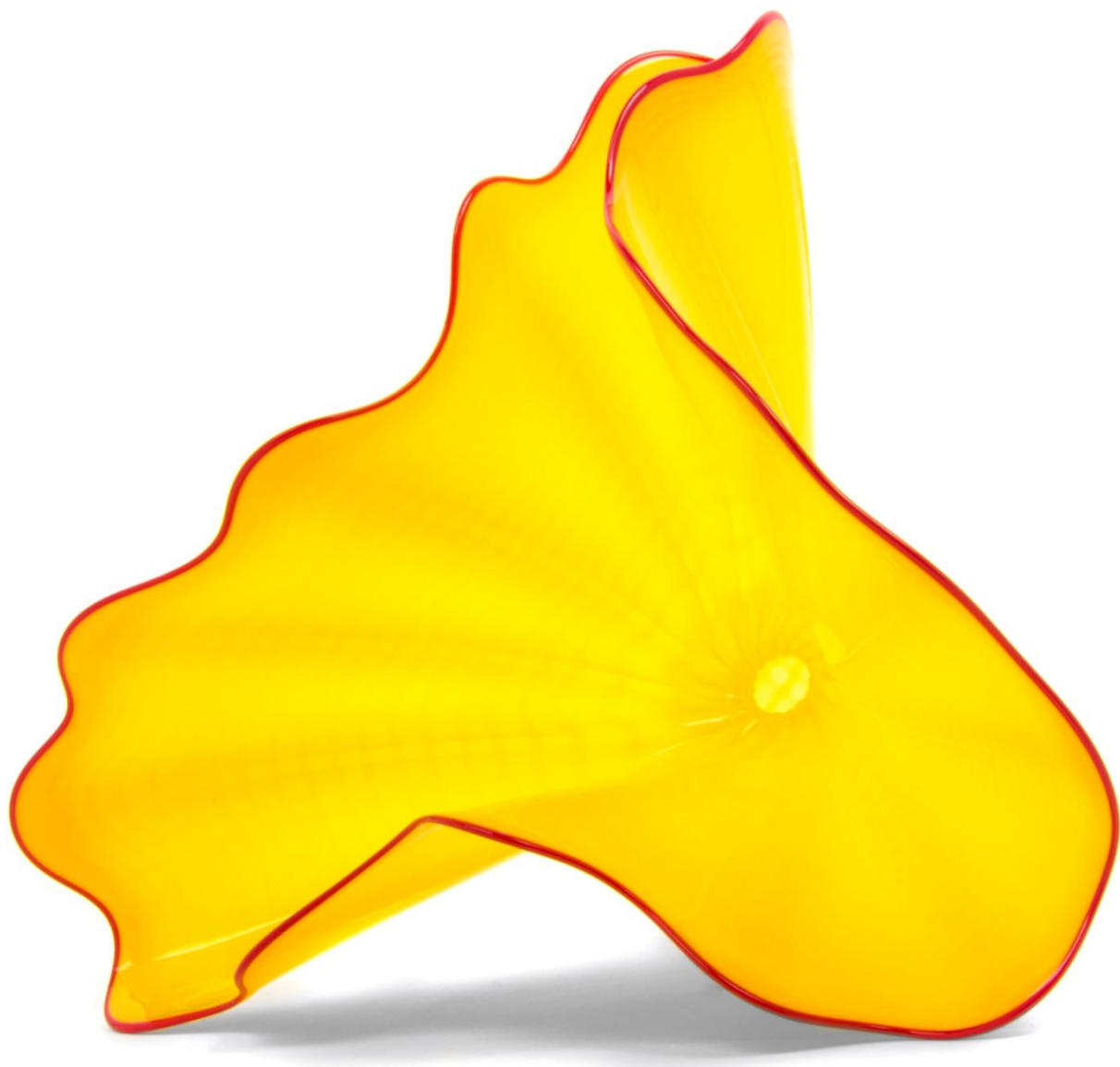












What's Not Hot?



AD













1

Pierre Soulages
 Title: Eau-Forte IX
 Description: Etching with aquatint printed in colours, 1957, on watermarked BFK Rives, signed and number
 Medium: color etching w/aquatint
 Year of Work: 1957
 Size: Height 25.7 in.; Width 19.6 in. / Height 65.2 cm.; Width 49.8 cm.
 Edition: 66/100
 Cat. Rais.: Riviere
 Misc.: Signed, Stamped
 Sale of: Bonhams London: Tuesday, December 9, 2014 [Lot 00083]
 Prints & Multiples
 Estimate: 2,000 - 3,000 GBP (3,139 - 4,708 USD)
 Sold For: 6,000 GBP (9,417 USD) Premium [Currency Converter](#)



2

Pierre Soulages
 Title: Eau-forte IX
 Description: Pierre SOULAGES(né en 1919)EAU-FORTE IX, 1957Eau-forte en noir et ro
 Medium: etching
 Year of Work: 1957
 Size: Height 25.8 in.; Width 19.7 in. / Height 65.5 cm.; Width 50 cm.
 Edition: EA
 Misc.: Signed, Inscribed
 Sale of: Artcurial - Briest- Poulain - F.Tajan: Tuesday, December 6, 2011 [Lot 00291]
 Estampes, multiples et livres illustrés
 Estimate: 3,000 - 3,500 EUR (4,019 - 4,689 USD)
 Sold For: 5,738 EUR (7,687 USD) Premium [Currency Converter](#)



3

Pierre Soulages
 Title: Eau-forte IX
 Medium: etching
 Year of Work: 1957
 Size: Height 25.8 in.; Width 19.7 in. / Height 65.5 cm.; Width 50 cm.
 Edition: EA aside from ed.100
 Misc.: Signed
 Sale of: Artcurial - Briest- Poulain - F.Tajan: Monday, May 31, 2010 [Lot 00207]
 Estampes, livres illustrés et multiples
 Estimate: 2,800 - 3,200 EUR (3,441 - 3,932 USD)
 Sold For: 6,375 EUR (7,834 USD) Premium [Currency Converter](#)

Resources for Collectors

Artnet.com

Askart.com

BidSquare.com

ArtDaily.org

ArtInfo.com

ArtMoniker.com

Artloss.com

ArtMarketResearch.com

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