"With malice toward none; with charity for all; with firmness in the right, as God gives us to see the right, let us strive on to finish the work we are waging; to bring up the nations among women; to care for him who shall have borne the battle, and for his widows, and his orphans—to do all which may achieve, and cherish, not a fleeting peace among ourselves, and with all nations."

Abraham Lincoln
Cover images:

1. Abraham Lincoln Autograph Manuscript Signed, the Last Paragraph of His Second Inaugural Address, Circa March 1865. Found on the second blank leaf of a 170-page autograph book belonging to Linton J. Usher, the son of Lincoln’s secretary of the interior, John Palmer Usher. SOLD for $2,213,000 November 2015


4. Andrew Jackson Autograph Letter Signed as justice of the Tennessee Supreme Court. One page with additional address leaf, 7.75” x 9.25”; [Knoxville], 1803, challenging the governor of Tennessee, John Sevier, to a duel. SOLD for $77,675 April 2013

Francis H. C. Crick Nobel Prize Medal and Nobel Diploma. Awarded in 1962 for his work with DNA. SOLD for $2,270,500 April 2013

Neal Cassady. The Joan Anderson Letter, Denver, CO: 17 December 1950. Typed letter with additions in autograph written to Jack Kerouac. Eighteen pages, comprised of approximately 16,000 words. Described by Kerouac as “the greatest piece of writing I ever saw” and served as the stylistic inspiration for On the Road, his breakout novel and the high-watermark of beat literature. SOLD for $206,250 March 2017
WHY CONSIGN YOUR COLLECTION TO HERITAGE AUCTIONS?

As the largest auction house founded in America, Heritage Auctions will ensure that you maximize the return on the sale of your material. Whether you have spent decades assembling your library, or have recently inherited an autograph or extensive archive, our specialists will work with you to determine the best strategy in bringing your items to auction.

Heritage combines a strong internet presence with brick and mortar galleries across the United States and worldwide to ensure your items reach to the largest audience possible. With more than 3.1 million collectors in our database, our audience grows every day.

YOUR CONSIGNMENT DECISION

Heritage Auctions knows you have many options in selling your collection. We believe that by providing you with accurate information about the values for your material and the current market we are giving you the tools you need to make an educated decision. We strive to present our potential buyers with the same information. The result is a transparent market with confident buyers that know we stand by the material that we sell. Our reputation and expertise allows us to continually achieve some of the highest prices in the marketplace. Put our experience to work for you.

Your consignment is welcome, no matter the size, whether it is an extensive library or a single valuable piece. We will answer your questions, provide practical options, and help you decide which items are most appropriate for our various auction venues. In order to maximize your profits, we develop the best sales strategy for your collection, from estimating and researching your book or manuscript, to presenting it to the right buyers. Our offices and galleries in Dallas, New York, Beverly Hills and Chicago allow for advertising and promotion in America’s largest and richest markets.

WHAT SETS HERITAGE APART?

OUR MISSION

Our mission is to be the world’s most trusted and efficient marketplace and information resource serving owners of fine art, vintage collectibles, and other precious objects.

Our knowledgeable staff and suite of auction tools help our clients assemble the best collections possible using the latest technological advancements – far and away the best in the business – that ultimately enhance the personal and financial well-being of our consignors.

EXPERIENCE

Heritage Auctions has presented more than 9,300 successful auctions, selling more than $10 billion since 1976. More than 336,000 consignments have been sold successfully, with full, timely payment to every consignor. More than 85,000 bidders have used our unique and patented HERITAGE Live® online bidding platform, winning more than 1,199,016 lots valued well in excess of $1.8 billion in recent years.

1 U.S. Patent No. 9,064,282
STRONG PRICES REALIZED

Heritage continues to exceed expectations in prices realized for Rare Books and Manuscripts. Rare Books has enjoyed success in all areas including early American imprints, illustrated and color-plate books, genre fiction including fantasy and science fiction, and important works in science, travels and voyages, and fine press books. Evidence of this can be seen in the successful sale of rarities such as the first edition of *The Federalist*, the most famous and influential political work in American History (sold for $262,900), the 1687 first edition of Sir Isaac Newton’s *Philosophiae naturalis principia mathematica* (sold for $191,200), and William Morris’s magnificent Kelmscott Press edition of *Chaucer’s Works* in the exceedingly rare pigskin binding (sold for $161,325).

We have had the pleasure of working with many fresh to the market archives and collections of manuscripts. Most notably, the last paragraph of Abraham Lincoln’s second inaugural address which sold for $2.2 million dollars in November 2015. Many other fine examples are shown on these pages. We look forward to attaining similarly impressive results for your pieces.

EXPERT CATALOGING AND PRESENTATION

Heritage Auctions understands that presentation is a key factor to generating demand. Our experts describe each of your consigned items to maximize its appeal while maintaining strict standards for accuracy. But presentation doesn’t end with the catalog. Our experts work closely with our public relations team to develop story placements with mainstream media outlets.

Our award-winning catalogs produced for each of our Signature® auctions are both aesthetically pleasing as well as replete with detailed information. They are collectible in their own right, and are treasured reference works for all collectors. Additionally, our auction archives ensure that your legacy is preserved for the ages.

Heritage Rare Books and Historical Manuscripts has had the pleasure to feature many single-owner collections through the years. Most notably: the Ventura Collection of Science Fiction, the Larry McMurtry Collection of H.G. Wells, the Donald Kaufmann Collection of Modern Literature, the Professor John Ralph Willis Collection of Rare Africana, Maude Ballou’s papers from her years as Dr. Martin Luther King’s personal secretary, and Francis Crick’s Nobel Medal and related papers. Pedigreed collections add substance and gravity to the auction experience; they also create a permanent record of the collection for the consignor. Your name and collection could be featured on the cover of one of our award-winning catalogs!

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**Chou En-lai Typed Letter Signed.** One page; Office of Chinese Communist Delegation, 263, Chun San Road, Chungking; April 14, 1946. A letter to Colonel John Hart Caughey sending thanks and condolences. **SOLD for $17,500** May 2017

**John Gould. The Birds of Europe.** London: Richard and John E. Taylor, [1832-]1837. First edition, comprised of 448 lithographed plates, sixty-eight of which being by Edward Lear, marking the artist’s debut. **SOLD for $80,500** April 2012
WORLDWIDE MARKETING REACH

Our auctions are events watched by the world. Previous auctions have generated national and international press coverage on major TV, radio, newspaper and Internet news outlets. Every year we spend $20+ million dollars marketing our consignors’ items to a worldwide audience.

Marketing campaigns begin with press releases to a variety of news organizations announcing important consignments and significant highlights, followed by advertisements in trade publications and mainstream press such as *Antique Week, Antiques & the Arts Weekly, Fine Books & Collections, Maine Antique Digest, Manuscript Society, Firsts Magazine, American History,* and *The Journal of Antiques and Collectibles*. Updates and targeted messaging are also regularly distributed to interested buyers. Heritage Auctions boasts more than 3.1 million collectors in our customer database, more than 1.5 million of which – in 195 countries worldwide – are online bidder-members on HA.com. All of this exposure means more money for each piece you consign!

Heritage Auctions Rare Books and Historical Manuscripts have had much success in securing coverage of our auction offerings by major media organizations world-wide, including by the Associated Press, Reuters and CNN. A clear example of this is the international media response to our sale of J.K. Rowling’s *Harry Potter* chair, which became the single largest and most successful PR story in Heritage Auctions’ history. The story received more than 4,500 mainstream media hits, reached 90 plus countries and all 50 states in the US, and all news aggregator sites. Print media reached a total circulation of more than 292 million, and there were more than 15.6 billion unique visitors to the websites carrying the articles. Some of the high profile outlets carrying the story included Sina-China, MSN News, Yahoo! News, Associated Press, Reuters, BBC, and CNN. Needless to say, the news publicity “ad value” was substantial, and helped garner attention for all of our consignors’ lots in that auction and subsequent auctions.

Video lot description on HA.com for the Harry S. Truman Press Release Announcing the Bombing of Hiroshima. Sold in October, 2010 for $77,675!

APPRAISAL SERVICES

Heritage Auctions’ appraisal services department produces formal fair market value and retail replacement appraisals for estate tax, gift tax, financial planning, insurance, and charitable donation purposes. Working with our experts, you will receive thorough, illustrated appraisal reports written in compliance with all IRS, USPAP, and Insurance standards. Should you later decide to sell your property listed in a Heritage appraisal, all fees will be rebated in full or on a prorated basis against the seller’s commissions. Heritage Auctions employs the top talent in the appraisal business to give you the best possible information on the value of your collection.
MULTIPLE VENUES TO ACCOMMODATE YOUR ENTIRE COLLECTION

We realize that most collections include a variety of material, from the rare and valuable to the more common. For this reason, Heritage Auctions has established multiple selling venues, several with low lot minimums, so that we can likely handle the entirety of your consignment, rather than “cherry picking” the best material and leaving you with the rest, as many auction houses are renowned for doing.

Heritage’s Signature® auctions are for the most valuable material in your collection. These items are spotlighted in our full-color illustrated catalogs, which are sent to our best buyers. Signature® auctions consist of exciting live floor sessions in which bidders from all over the world compete for your treasures in person, over the phone and through HERITAGE Live®.

Some of your lesser-valued pieces may be featured in a Showcase Auction, in which bidders participate via mail, fax, Internet and HERITAGE Live®. By establishing different venues for different types of material, Heritage Auctions maximizes the price realized on every piece in your consignment.

PROFESSIONALISM

Heritage Auctions’ fine reputation is not a matter of chance. It reflects our relentless drive to always improve our services. Innovation is a Heritage trademark, seen in every element of our auction process from policy to technology. We combine this with a strong corporate ethic, uncompromising integrity, transparency and old-fashioned customer service. That’s why we are the largest auction house founded in America with more than $10 billion sold since 1976. We’ve sold and fully settled more than 336,000 consignments, on time and in full.

Geoffrey Chaucer. The Works of Geoffrey Chaucer. [Hammeramth: Printed by me William Morris at the Kelmscott Press, 1896]. Kelmscott edition, one of approximately fifty copies in the publisher’s original elaborately-tooled pigskin by the Doves Bindery, from a total limitation of just 438. One of the most beautiful books ever produced.

SOLD for $161,325
February 2010

The Declaration of Independence: Rare July 1776 Broadside Printing by Ezekiel Russell of Salem, Massachusetts-Bay. The eleventh broadside printing overall. One page on laid paper, 15.5” x 19.5” untrimmed, docketed on verso: “To the Revd Mr. Frisbie/ Ipswich”.

SOLD for $514,000
April 2016
INTERNET AND TECHNOLOGY LEADERSHIP

Heritage Auctions is a leader in the field when it comes to cutting-edge technological innovation. We are one of the first major auction houses to embrace the Internet. On average, more than 75,000 unique collectors visit our website each day – by far the highest web traffic of any auction house. (Source: SimilarWeb.com).

Heritage maximizes the number of participants in our auctions through two proprietary user-friendly Internet bidding systems. The first one enables the buyers to place bids in the weeks leading up to the auction. This generates millions of dollars in bids from around the globe, pushing prices higher and higher prior to the live auction sessions. With the second proprietary platform, HERITAGE Live!, we bring the live auction floor to the buyer (no matter where they might be) enabling them to watch the auctioneer and participate in real time with the floor bidders. As the consignor, our technology brings you demand and participation from around the world and top prices for your materials!

The Heritage Auctions website offers an extensive set of tools for both buyers and sellers. The Auction Archives, a record of virtually every lot Heritage has auctioned over the last decade – more than 5.5 million lots across all our auction categories, complete with full-color, enlargeable images, thorough catalog descriptions and auction results – is one of the premier tools available exclusively to Heritage members. No other auction house offers this level of information to its clients. By accessing the archives, potential buyers can easily research pricing trends over several years, making them more confident bidders. More confident bidders equal higher prices.

In addition to the Auction Archives, Heritage makes it possible for collectors to enter items they’re seeking into MyWantList®. When an item you’ve consigned matches an item on a collector’s MyWantList®, that collector is automatically sent an email notification inviting them to bid on your piece. If that collector is subsequently outbid on a lot, they are invited to bid again. In this way, Heritage maximizes the results for all of your consigned items.

Heritage Auctions utilizes today’s social media platforms to further market your consignment. Our social media specialists are dedicated to posting auction news and creating buzz for auction highlights on social media platforms. Video highlights are uploaded to YouTube, to be viewed and shared by dealers and collectors worldwide.

The HERITAGE Live!® online bidding platform, with streaming audio and video of the Live auction, also facilitates Mobile bidding so collectors can view, track, bid and win from virtually anywhere.
AN OUTSTANDING AUCTION TEAM

Heritage Auctions employs industry leaders in all phases of our operations, from our Consignment Directors – your closest point of contact – who will help you through the entire auction process, to our highly skilled catalogers, talented photographers using state-of-the-art digital imagery, cutting-edge IT staff, award-winning Marketing department, and more.

All work together to ensure your items bring top dollar at auction. A global firm, Heritage Auctions maintains offices across the United States and the world, facilitating important international client demand for your consignment, regardless of a bidder’s location.

MANAGEMENT STABILITY

Since conducting our first auction in 1976, Heritage has flourished under the continuous leadership of its executive team. You can enjoy the confidence that comes from knowing the commitment of our principals.

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The Proceedings of the Convention of Delegates... In the Colony of Virginia, on Monday the 6th of May, 1776. [With:] Ordinances Passed at a General Convention of Delegates... Williamsburg: Printed by Alexander Purdie, [1776]. First editions, belonging to the last President of the Continental Congress, Cyrus Griffin, with his ownership signature on the title-page of The Proceedings... Two volumes in one, a record of Virginia’s Fifth Revolutionary Convention.

SOLD for $197,000
April 2014


SOLD for $262,900
June 2008

A. R. Roessler’s Latest Map of the State of Texas
Exhibiting Mineral-and Agricultural Districts, Post Offices & Mailroutes, Railroads Projected and Finished, Timber, Prairie, Swamp Lands, etc. etc. etc. New York: Edw. Welcke, 1874.

SOLD for $35,000
March 2017
UNQUESTIONED FINANCIAL STABILITY AND TIMELY PAYMENT

Nothing matters more than financial stability when your check is due, and Heritage Auctions delivers like no other auction house.

Heritage enjoys $50 million in equity and owners’ capital. With more than $873 million in 2020 sales, Heritage is the auction firm you can count on; a firm with consistent, demonstrated leadership from the management team, and an unbroken record of timely payment to all consignors.

Assembling your collection over a period of many years – even decades – may have been a matter of passion for you, but when the time to sell arrives, you want to be compensated without delays or surprises. Under our management team, 336,000 consignments have been sold and fully settled since 1976.

Francisco “Pancho” Villa Typed Letter Signed to Emiliano Zapata. Two pages on imprinted letterhead, 8.5” x 11”. Torreon, Coahuila; September, 3, 1915.
SOLD for $11,875
April 2016

SOLD for $21,250
October 2012

SOLD for $191,200
February 2010

RYAN CARROLL, Director of Numismatics
PAUL MINSHULL, Chief Operating Officer
GREG ROHAN, President
STEVE IVY, Co-Chairman and CEO
JIM HALPERIN, Co-Chairman
CRISTIANO BIERRENBACH, Executive Vice President
TODD IMHOF, Executive Vice President
WHAT OUR CLIENTS SAY

The real measure of any business’s success is what their customers say about them. Here are just a few comments from past Heritage clients:

Dear James,

“Both of us want to thank you enormously for your guidance, expertise and professionalism throughout the consignment and auction process. As this was our first auction experience, we appreciated your timeliness and patience in answering our many questions. The explanations were thorough and comprehensible and the feedback that you gave us regarding many of our books was extremely helpful. The research that went into each book and the descriptions given were both fulsome and succinct. The catalog is both fantastic, and beautiful, and is something that we will treasure. It will serve as a memory for the wonderful collection of the books that we had, and serve as a reminder that those treasured items have found new homes. The breadth and depth of the knowledge of the Heritage team is impressive.”

Working with you has been a pleasure in all ways.

Doug and Penny D.

Greetings Greg,

“I am extremely impressed with how the Heritage Auction family handled mother’s historic collection. Sandra, Noah, Bryan, David...I can’t begin to sing their praises enough! They are all jewels and you are fortunate to have them on board. I’m particularly pleased with Sandra’s knowledge of and respect for the documents. I could go on and on, but I know you are a busy man.”

I hope our paths cross again and I wish you all the best.

Sincerely, HB

“I’ve given a lot of thought to the underlying events that led up to the successful sale of the Declaration of Independence at Heritage earlier this month. The final sale price was delicious, and considerably more than I expected, but having said that, the result ratifies my feeling that Heritage as an outlet for items like this is unparalleled in getting the result that actually occurred. That you persevered in getting me to put it up speaks well for your tenacity and also for your belief that it would actually sell at a reasonable price.

I have disposed of quite a number of items over the years, using Swann and Sothebys. I’ve also used Heritage in the past and have been very satisfied with the results. I’ve been around the track enough times to realize you look at the overall success of an auction house, and not a particular item.

The deciding factor in giving Heritage the Dec was the auction platform you have developed. You reach a customer base that is in many ways completely unknown to the major auction houses, and your marketing to this base is as professional as one could hope for. As I continue to wind down my holdings, I have every intention of using Heritage to assist in the disposal of my collections.”

Best regards,

Michael Z.

“I especially want to thank you for your help in auctioning the collections of first editions and books from the libraries of the Presidents of the United States. I never would have thought of auctioning the books individually, as you suggested, as opposed to presenting them as a collection. Thanks to your experience and professionalism, the results of the auction far exceeded my expectations. In fact, every step in the process from evaluation, packing, shipping, marketing, and constant follow up was exceptional.”

Sincerely, Peter P.
"I’m writing to tell you how pleased I am that I chose Heritage to auction several of my collectibles. From first contact to the remarkable results, the HA staff was professional and personable at each stage of the process. You made it clear that you were very interested in what I had to sell and helped me realize prices beyond my expectations. I consigned material in five different categories, and each item was given what I considered special treatment. Thanks again and I will certainly recommend Heritage to others who are seeking an auction venue."

Sincerely, PR

Hi James

"I thank you and your excellent team for everything. You did say that you expected J.K. Rowling’s Harry Potter Chair to go for higher than $150,000 and you were right. Brilliant catalog cover and the presentation on your website was meticulous. I am still getting messages from a variety of people I have not spoken to for a long time and the UK local newspapers are still running the story. I can assure you of my intention with all of those people that matter, I will be promoting Heritage.

Once again, thanks for your belief and endeavor."

Kind regards
Gerald G.

Dear James and Tom

“We would like to thank you both, as well as the entire team at Heritage, for a very successful auction. From the time we first made contact with you everyone was professional and easy to work with. Your research into the documents, the rare books we were selling, and the Washington artifacts, revealed numerous things that no one in our family had previously known. The two catalogs our items appeared in were beautiful and we have proudly shown them to numerous people. We had no idea that so much effort would go into each catalog.

We really value the marketing effort Heritage took charge of. It was multipronged and very effective. The information you supplied to the New York Times and other publications, in addition to that supplied by family members, stirred up considerable interest. We felt like we were working together as a team and the results show the value of such coordination. Your online presence was powerful also and getting emails out to people who were interested in our types of items had a huge impact.

You kept us apprised each step of the way and that was reassuring as we went through this once in a lifetime experience. We’re glad we were referred to you and we will gladly recommend Heritage to anyone who could benefit from a high quality auction house."

Sincerely,
Tom W., Sarah, and the entire family

FOR ALL THESE REASONS, HERITAGE IS YOUR VERY BEST CHOICE

To discuss your consignment for an upcoming auction in greater detail, please contact us today at 877-HERITAGE (437-4824). We look forward to hearing from you.

Sandra Palomino
Director, Historical Manuscripts and Texana
Ext. 1107
SandraP@HA.com

James Gannon
Director, Rare Books
Ext. 1609
JamesG@HA.com

Pair of Hermès 3000 Typewriters.
[Yverdon, Switzerland: E. Paillard, circa 1963-1970]. Larry McMurtry’s typewriters, one stationed in Archer City, Texas, and the other in Washington, D. C., both used to write the author’s magnum opus, Lonesome Dove.

SOLD for $37,500
March 2017


SOLD for $27,500
November 2015

George Washington Franking Signature on a Cover Addressed to Thomas Jefferson. Unfolded to an overall size of 13.5” x 8.25”. Signed “Go: Washington” in the lower left corner.

SOLD for $45,000
November 2015
Wederstrandt Family Archive of Correspondence, Documents, and Plantation Ledgers Regarding Their Ownership of Three Plantations in Louisiana. Over 200 letters and documents, along with 6 ledgers that chronicles the rise of the Wederstrandt family as members of the elite Southern Planter Society during the first half of the 19th Century.

SOLD for $118,750
November 2015

Chair Used by J. K. Rowling while Writing the First Two Harry Potter Books. (Manufactured circa 1930). Made of oak with a replacement seat cushion, this was the most comfortable of four mismatched chairs supplied by the government to furnish Rowling's council flat in 1995. Hand-painted and signed by Rowling upon donation in 2002 with a note of provenance by Owl Post.

SOLD for $394,000
November 2015