



SCHMITT HORAN & CO.

Consigning Your Collection



**Sold \$141,600
October 21, 2017**

Charles Fasoldt, Rome, N.Y.,
30 day hanging regulator
with escapement constructed
to the specifications of his 1859 patent.

Since 1979



The Country's Leading Horological Auctioneer

Offering our clients personal attention at a New England style
auction with worldwide exposure and big business results.

A Message From The Company President

Thank you for considering Schmitt Horan & Co. for your consignment needs. Bob Schmitt founded the company in 1979 with an unsurpassed dedication to his clients and an intense passion for horology. We are part of the second generation at Schmitt Horan & Co. and we continue to honor Bob Schmitt's legacy by always putting our clients first and sharing his enthusiasm for fine clocks and watches.

We understand that each item in a collection brings with it a flood of memories and many connections. Each piece reminds us of what first drew us to the timepiece, perhaps the beauty of the design or the fascinating mechanics of the movement. When we help sell your collection, we want to capture this experience for you and to pass it on to those buyers who will be the future custodians of your collection.

For many people selling through auction can seem like a daunting process. Our goal is to eliminate that stress. Our foremost priorities are honesty, transparency and communication. You will be speaking to me directly about all major details regarding your collection and I will be available by e-mail or phone to answer any questions that you may have during the process.

Auction is often an option for clients disposing of collections and the status of the current market is a big factor. Our goal is to align expectations with current market conditions so you may have total confidence in us and are well pleased with the results. We shall then set our sights on achieving top prices realized.

We look forward to working with you and sharing your passion.

Sincerely,

Daniel Horan



**A. Lange & Söhne, Glashutte
rose gold, ref. 403.031
"Datograph" wrist chronograph
Sold \$31,860 May 19th, 2019**

Benefits of Consigning with Schmitt Horan & Co.

- ✓ World Renowned Horological Auction Company with 40 Years of Experience
- ✓ No Sales Tax and Competitive Buyer's Premium Rates
- ✓ Competitive Seller's Commission Rates
- ✓ Two Online Venues for Live Bidding: Invaluable & Schmitt Horan Online
- ✓ Competitive Bidding Environment: Attendees, Telephone, Absentee, Vetted Agents, Live Online
- ✓ Our Own Proprietary Inventory, Clerking and Bidding Software
- ✓ Active Digital Presence on www.schmitt-horan.com and Facebook, Instagram, Youtube and Twitter
- ✓ High Quality Printed and Online Catalogs with Detailed Descriptions and Professional Grade Photography
- ✓ Business Members and Preferred Advertisers of the National Association of Watch and Clock Collectors
- ✓ Extensive Direct Mailing and E-mailing List of over 10,000 Customers
- ✓ Advertising Exposure in Major Antiques and European Journals
- ✓ Fully Insured with Lloyd's of London Fine Arts Policy
- ✓ Hassle Free Supervised Transportation and Pickup Options for Collection
- ✓ Personal Attention of a Specialized Auction House

Patek Philippe Regulator Dial

Sold \$18,880 May 15th, 2015



8 Basic Steps to the Consignment Process

Step 1: Auction Valuation

We will ask you to send photos of your collection to us by e-mail or USPS or to arrange a personal visit if warranted.

Step 2: Consultation

Once we have reviewed your information, you will be contacted by one of our representatives, at which time you will be provided preliminary estimates. You will have an opportunity to ask questions. The terms of consignment will also be discussed. We value any information and expertise you have regarding your collection.

Step 3: Contract Development

If you decide to sell your collection through Schmitt Horan & Co. a contract will be drawn up based on the conditions discussed during the consultation. There are no hidden fees. This contract will be sent to you for review before you sign.

Step 4: Transfer of Items

Once the contract is received we will work with you on transporting your items to our secure location in Windham, New Hampshire. Some items may be transported directly by our trained staff, who may also assist in the packing process. Other items may be shipped or delivered by a specialized third party courier. We will assist in finding a trusted company with experience, if necessary. Shipping and transportation fees and details will all be determined during the consultation process.

Step 5: Marketing Your Collection

Once we receive your items our team of experts will begin working to ensure that we market your collection in a manner that will maximize prices realized. Our experts are some of the most trusted and qualified in the field and our presentation is second to none. We advertise nationally and internationally and all auction items are featured on our own website, Schmitt Horan online, and Invaluable, the largest a conglomeration of auctioneers in the world.

Step 6: Published Printed Catalog

You will receive a free copy of the high quality glossy printed catalog with your items featured in it. This is a lasting reference and record of your collection.

Step 7: Auction Weekend

We maximize the number of bidders by offering numerous methods of bidding including bidding onsite in person the day of the sale, leaving absentee bids, telephone bidding and live online bidding through invaluable.com, and Schmitt Horan Online, our own proprietary live bidding software. Bidders include national and international clientele including a growing market in Asia. If you cannot personally attend the auction, which we encourage you to do, you may watch the auction live on our website.

Step 8: Consignor Payments

After the auction, prices realized are available upon request within a week. We immediately begin collecting from buyers so that we can remunerate your proceeds in a timely fashion. Proceeds are mailed out 45 days after the auction with a detailed accounting of your consignment.

Sample Consignment Form

Daniel Horan, Auctioneer
New Hampshire License #5160



PO Box 162 • Windham NH, 03087-0162 • Telephone: (603) 432-2237 • Fax: (603) 432-2271 • sales@schmitt-horan.com • www.schmitt-horan.com

Consignor Code: _____ Date: _____ SH&Co. Rep: _____
Last Name: _____ First Name: _____
Business / Organizational Name: _____
Mailing Address: (Proceeds Sent to This Address) _____
State: _____ Zip: _____ Country: _____ E-Mail: _____
Home Phone: _____ Cell Phone: _____ Fax: _____
Commission Rate: _____ Transportation / Delivery Fee: _____ 1% Insurance Fee: Yes / No
Special Instructions: _____

Consignment Agreement

This Consignment Agreement sets forth all terms between Schmitt Horan & Co. (SH&Co) and the Consignor respecting the business relationship and personal property listed on any inventory list either attached to this agreement or executed separately and identified as being subject to this agreement.

1. The Consignor declares and warrants that he / she is the owner of the listed goods or the lawful agent of the owner or estate and that the goods are and will remain free of any liens or encumbrances through to transfer of purchases to the buyer. SH&Co is acting as an agent in this endeavor and ownership will remain with the consignor until the item is paid for and released to the purchaser.
2. The Consignor grants SH&Co the exclusive right to sell his/her listed property at public auction, live or online. SH&Co is the final authority regarding description, condition and estimate of any consigned item. SH&Co shall determine at which auction the property will be sold. SH&Co reserves the right to combine property in the consignment into one or more separate lots. SH&Co shall notify the Consignor in writing no later than 10 days prior the auction in which consignor property shall be sold.
3. Reserves: Reasonable reserves will only be considered on important property. If SH&Co and the Consignor agree to a reasonable reserve, the reserve cannot be raised by the Consignor once the property is in the possession of SH&Co. SH&Co reserves the right to alter / adjust any reserve prices after consultation with the Consignor. A fee up to 25% of the reserve price may be charged if an item does not meet reserve.
4. Payment: SH&Co charges a buyer's premium of 20%. The charges listed on this form and any other charges agreed upon hereafter in writing will be deducted from the final "hammer price" resulting in net proceeds paid to the consignor. Proceeds shall be mailed or delivered no later than **45 days** after the date of sale.
5. A fee of 30% of the low estimate shall be charged for any items withdrawn by the Consignor after the signing of this agreement. SH&Co

reserves the right to withdraw items at any time from the auction based on suspicion regarding authenticity, misrepresentation and/or breach of contract. Items withdrawn at SH&Co's request shall not be subject to the 30% fee.

6. SH&Co does not guarantee that the "hammer price" realized at auction shall be equal to or greater than the provided estimates. SH&Co may cancel any sale due to non-payment or default by buyer and in such circumstances SH&Co shall not be obligated to legally pursue payment. Consignee may sell any unpaid property within 45 days outside of auction to the underbidder at the underbid price or to anyone else for any amount exceeding the low estimate.
7. Consignor is responsible for contacting SH&Co within 30 days after an auction when items offered for sale remain unsold to indicate their wishes. Consigned items must be retrieved at the Consignor's expense or relisted in a future auction with possible adjustments to estimate, etc. Consignor shall reclaim any and all unsold properties no later than 60 days after the last day of the sale or a storage fee penalty of \$25 per item per week shall be charged and must be settled before property is released.
8. Insurance against fire, damage, loss or theft on Consignor property is available under our Fine Arts Insurance Policy for an additional fee of 1% of the final "hammer price". In the event of a loss prior to the auction, evaluation for any claim shall be based on the low estimate or some percentage of low estimate, provided to the Consignor. The Consignor agrees that if the 1% optional insurance is refused, they are responsible for providing insurance on their items in possession of SH&Co and release SH&Co from all liability involving fire, damage, loss or theft.
9. The above commission rate and fees include all costs associated with photography, advertisement, marketing, third party software and online bidding, pre-auction storage and all other fees not specifically listed.
10. This agreement is governed by the laws of the State of NH and any and all disputes regarding this agreement shall be settled in NH. The parties shall submit all their disputes arising out of or in connection with this Agreement to the exclusive jurisdiction of the Courts of the State of New Hampshire.

Consignor: _____
Date: ____/____/____

Auctioneer/Rep: _____
Date: ____/____/____



SCHMITT HORAN & CO.

Since 1979



**Sold \$106,200
May 18th, 2019**

Synchronome Co. Ltd., London
a Shortt- Synchronome
sidereal free pendulum master clock
with slave

PO Box 162 Windham, NH 03087
www.schmitt-horan.com facebook.com/schmittthoran
sales@schmitt-horan.com
P: 603.432.2237 F: 603.432.2271