

WHYTE'S
SINCE 1783



CLIENT SERVICES

Leo Whelan 1911

THE ART OF SELLING AT WHYTE'S

Whyte's - Ireland's Leading Auction House for Fine Art and Collectibles

Whyte & Sons was founded in Dublin in 1783 and in the past three centuries the Whyte family business has expanded and evolved with the times from specialising in exquisite glass and china to rare stamps and postal history, historical artefacts, coins, medals, manuscripts, maps, ephemera, memorabilia and a wide range of other collectibles. The main business today is in Irish art from the great masters to the best of Ireland's emerging contemporaries.

Under the direction of Ian Whyte, this longstanding family business is firmly established as an art and collectibles auction house of immense reputation, both in Ireland and internationally. Coupled with the enthusiastic adoption of modern technology, Whyte's offers all the advantages and old world civility of a 'bricks and mortar' auction house with the convenience of instant worldwide electronic commerce.



Whyte's auction at the Royal Dublin Society

In six to eight carefully planned sales a year we offer an unrivalled range of Irish art and collectibles. Our main art sales are held at the Royal Dublin Society, in the exclusive south

Dublin suburb of Ballsbridge. Our other sales – including our famous History, Literature and Collectibles sales - take place in Molesworth Street with viewing in our galleries and the auctions across the street at the historic Freemasons Hall.

Whyte's city centre offices and galleries are located in the last intact terrace of Georgian shopfronts in Dublin, completed in 1831, near the famous landmarks of St. Stephen's Green, Trinity College, Leinster House and the fashionable shopping area of Grafton Street.

You can also view art, bid live and research current prices all from your Smartphone or Mobile Device with Whyte's App. Available for free download.

Cover: **Leo Whelan**, *The Mirror*, 1912, €24,000

WHYTE'S

SINCE 1783

38 Molesworth Street Dublin D02 KF80 Tel: 01 676 2888

Email: info@whytes.ie www.whytes.com

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*Whyte's Galleries,
38 Molesworth Street*



RDS, Ballsbridge, Dublin



All Whyte's auctions are expertly hung, superbly presented and lit to maximum effect



Whyte's App



WHYTE'S SPECIALISTS



Ian Whyte has been handling the sale of collectibles since the mid 1960s and became a licensed auctioneer in 1975. He has in the last four decades handled not only fine art but also specialised sales of a great variety of collectibles including antiquarian books, autographs, banknotes, cigarette cards, coins, ephemera, medals, manuscripts, maps, militaria, photographs, pop and rock memorabilia, posters, postage stamps and postal history, postcards, toys, to mention but a few! He has made many appearances on television and radio and in printed media, both national and international.



Adelle Hughes BA MA, holds a first class honours Masters degree in Arts Management and Cultural Policy from University College Dublin as well as an honours BA International degree in Art History, having spent one of the four year course in Universidad Complutense, Madrid. Adelle has worked on a variety of arts and cultural projects both in the private and public sector in Ireland, Europe and the United States. Adelle joined Whyte's in November 2008 and was appointed Associate Director in 2011. She is responsible for valuations as well as compiling and editing the critically acclaimed catalogues produced by Whyte's.



Peter Whyte, eighth generation of the Whyte business family, joined the company in 2007. He recently completed a three year course in Art & The Art Market administered by the Royal Institute of Chartered Surveyors at Kingston University, Surrey, where he was awarded a Bachelor of Arts (Hons.) degree. Peter has been appointed an Associate Director and is working on cataloguing art and collectibles and assisting at valuations.



Stuart Purcell BA is Head of Collectibles at Whyte's. He has over 15 years experience in the business, having previously worked in Adams Saleroom in Dublin, Thomas Adam in Blackrock and lately as a director of Orr & Company, Delgany. He has extensive knowledge of antiques and collectibles and acts as a valuer and advisor to several major corporate clients and loss adjusters as well as collectors. Stuart presents "Cash or Trash" on TV3 in which he appraises collectibles submitted by viewers.

WHY WHYTE'S?

- A reputation for integrity since 1783
- Courteous and discreet client service
- Experienced and highly qualified valuers and consultants
- Superbly produced printed catalogue distributed worldwide
- On-line catalogue published on seven international websites
- Intensive marketing and advertising campaigns
- Professional publicity promotion – *Whyte's regularly make news headlines*
- All sales broadcast live with on-line bidding
- Auction App with catalogues, live bidding and search facility
- Whyte's discerning clientele – 20,000 collectors in over 100 countries

SELLING AT WHYTE'S – a step by step guide

- **Receive a COMPLIMENTARY valuation**

Call to our galleries, 10am-5pm Monday to Friday, or telephone 01 676 2888 for an appointment to meet a specialist or write to us with details and photos by email or post. We can also call to inspect large collections at homes or offices. Whyte's experts regularly visit most parts of Ireland and Great Britain and often travel elsewhere in the world to value art and collectibles.

- **Once you have decided to sell...**

We will work together with you to decide on an auction estimate and a reserve. An estimate is what the item is expected to fetch and a reserve is the price below which the item may not be sold without your permission.

- **Agree fees/expenses**

Commission varies according to the value of the art or collectibles consigned – usually 10% to 15% of the price achieved. Reduced rates apply to extremely valuable consignments. A small entry fee is charged and insurance against all risks can be provided at low cost.

- **Arrange collection and delivery to Whyte's**

Whyte's can arrange to have art and collectibles shipped securely and fully insured from any part of the world.

- **Consign**

Upon consignment you will be given a receipt which details each item consigned with agreed estimate and reserve. This receipt is a contract between Whyte's and the vendor and clearly states the conditions and charges relating to the consignment.

- **Receive the catalogue**

A copy of the printed catalogue will be posted to you along with a report listing your entries in the sale.

- **Watch the auction**

You are welcome to attend the auction. Alternatively you can watch the sale live on the Internet or with Whyte's App on your Smartphone or Mobile Device.

- **After the auction**

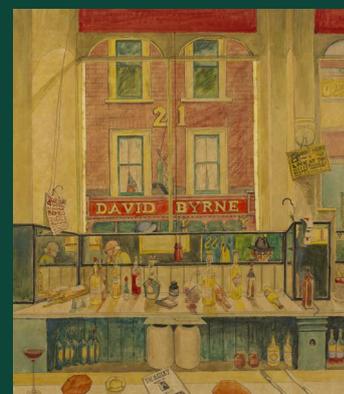
You will receive a report of the results and details of commission and expenses deducted. Settlement takes place 30 days after the date of sale. Payment may be made in any currency to any country. Unsold lots are often purchased immediately after the auction or may be re-offered at a later date.

- **Taxation**

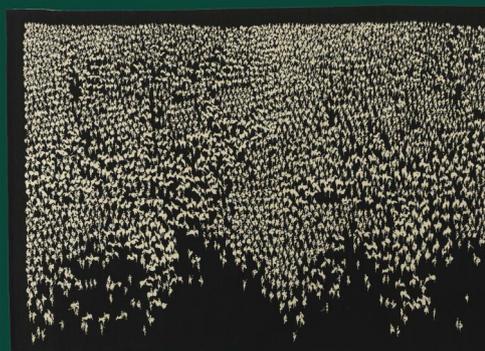
The sale of art and collectibles may be subject to Capital Gains Tax for residents in the Republic of Ireland. However, there are significant allowances and often these sales incur little or no taxation. Whyte's will be pleased to advise on this and to provide valuations for tax purposes.



Tony O'Malley €38,000



Harry Kernoff €29,000



Louis le Brocqy €245,000



Sir William Orpen €175,000



Gerard Dillon €60,000



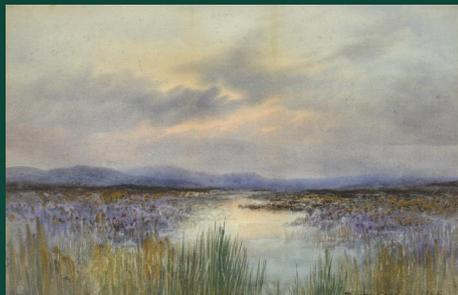
William Conor €20,000



Sean Scully €92,000 – an Irish record



Robert Ballagh €96,000 – a world record



Percy French €9,500



Walter Frederick Osborne €69,000



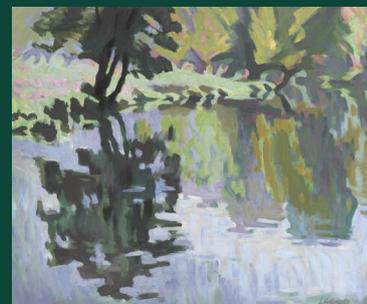
William Crozier €26,000



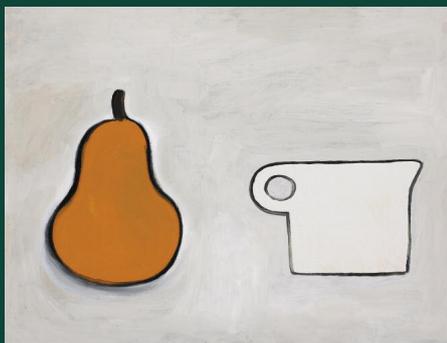
Frank McKelvey €35,000



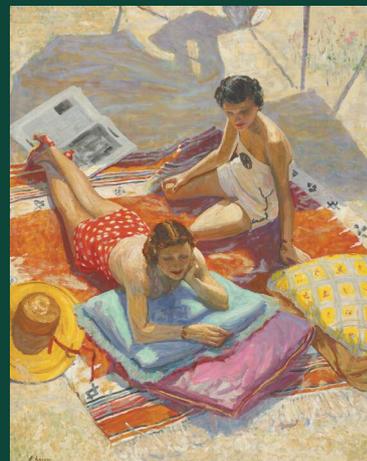
Daniel O'Neill €46,000



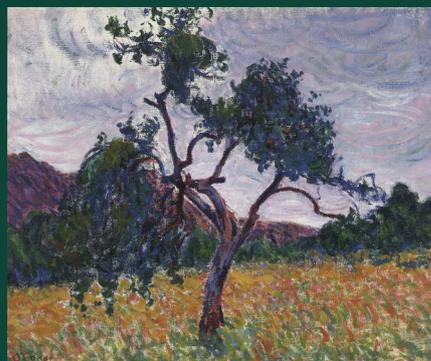
William John Leech €24,000



William Scott €97,000 – an Irish record



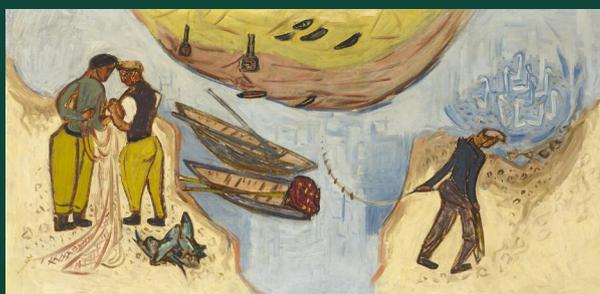
Sir John Lavery €240,000



Roderic O'Connor €240,000



Harry Clarke €15,500



Nano Reid €24,000



Walter Frederick Osborne €65,000

WRITTEN VALUATIONS FOR INSURANCE, PROBATE & DIVISION

Whyte's offer professional valuations for Sale, Probate, Family Division, Insurance and other purposes.

All our valuers are experienced and are fully insured for professional indemnity.

Your valuation will be dealt with in the strictest confidence and in a friendly and efficient manner.

Valuation fees are usually charged at a half per cent of value, with a minimum fee based on an hourly charge.

Valuation fees may be waived in the event of the item or items valued being consigned for auction within six months of the date of valuation. At our discretion we may give informal and approximate estimates of value free of charge to prospective sellers.

Among our institutional clients for valuations are: National Library of Ireland, National Museum of Ireland, The Hunt Museum, Limerick, The Royal Irish Academy (RIA), National University of Ireland, University College Cork, National University of Ireland, Galway, University of Limerick, Revenue Commissioners, C oras Iompair  ireann (CI ), several city and county councils, courts of law in both the Republic of Ireland and Northern Ireland. We also act for major banks and insurance companies, law firms, accountants, liquidators and receivers.

TAX ADVISORY SERVICES

Whyte's can arrange professional advice on taxation in relation to selling art or collectibles, loaning and gifting to the State and the area of Capital Gains Tax.

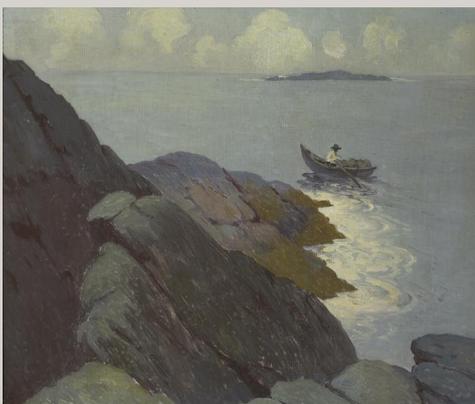
We have worked with Ireland's leading accountants and taxation advisors and have advised private clients, artists and businesses in relation to taxation of art and collectibles.



Mary Swanzy  180,000 – a world record



Mainie Jellett  32,000



Paul Henry  145,000



Jack Butler Yeats  240,000

BUYING AT WHYTE'S – a step by step guide

- **Join our collectors' invitation list**

Go to www.whytes.com and register your email address for notifications of Whyte's auctions, invitations to receptions and other events. Or you can telephone or post your details. A small subscription is charged for catalogues by post – this is waived for regular buyers.

- **View the sale**

Try to attend the pre-sale exhibition, but if this is not possible, email or telephone us for details of the items you are interested in – we are happy to act as your "eyes" and will give impartial advice on quality and condition of any lot in our sales.

- **Bidding in the room**

Register to bid on the day – you will receive a paddle (number) to be identified by the auctioneer when bidding.

- **Bid live online...**

From our website or via Whyte's Auction App. All our auctions are broadcast live in streaming audio and video so you can see and hear the auction as you bid – it's the next best thing to being there!

- **Cannot make the auction?**

Leave an Absentee Bid.

This is where you leave a bid with us and we bid on your behalf at the auction.

You can phone, fax, email or post this bid to us in advance of the auction. Lots are purchased as reasonably as possible, other bids allowing.

- **Arrange a telephone bid**

This is where a Whyte's staff member calls you during the auction and bids live on your behalf for the lot you are interested in. This facility is only available for lots of a certain value – usually in excess of €1,000 – and must be arranged at least 24 hours prior to the auction.

SOURCING IRISH ART & COLLECTIBLES

Whyte's can also assist in sourcing works of art or other collectibles at galleries and auction houses worldwide. Our specialists comb auctions and exhibitions throughout the world – both printed and on-line – to find rare and beautiful objects for our discerning clientele. We also have offers of art and collectibles for sale by private treaty. We regularly represent and bid on behalf of clients at auction houses and galleries around the world.

WHYTE'S GIFT CERTIFICATES

The ideal choice for Weddings, Birthdays, Anniversaries, Christmas, Retirements and any special occasion. Each certificate is personalised and beautifully presented in a hand tied gift box. Includes a complimentary full year's subscription to Whyte's catalogues and invitations to Whyte's Private Preview exhibitions. Enquire at our galleries today.

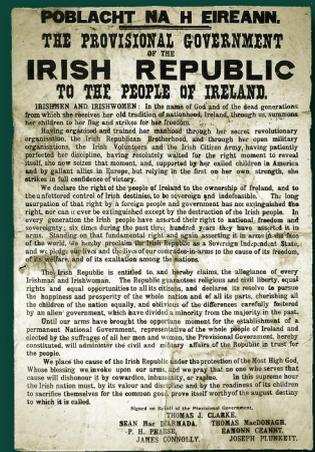




1867 Fenian Rising flag €52,000



The McCarry Collection of Cigarette Cards €200,000+ - a world record



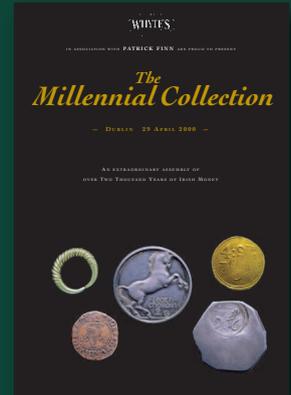
1916 Proclamation of The Irish Republic €185,000



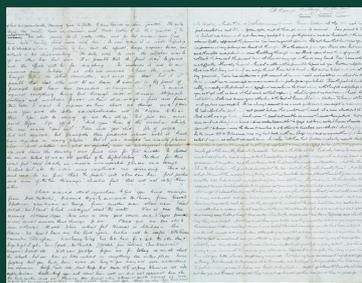
Robert Emmet's 1803 Proclamation €25,000



Irish Iron Age stone head €26,000



The Millennial Collection of Irish Coinage €300,000+ - a world record



Michael Collins' letters €260,000



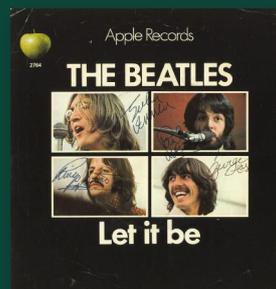
Viking silver penny, Dublin €12,000



Ten pounds "Ploughman" banknote €14,000



GAA 1895 medal €9,500



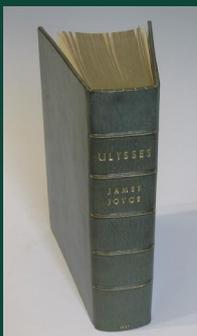
The Beatles autographs €4,300



Sir Edward Carson uniform €42,000



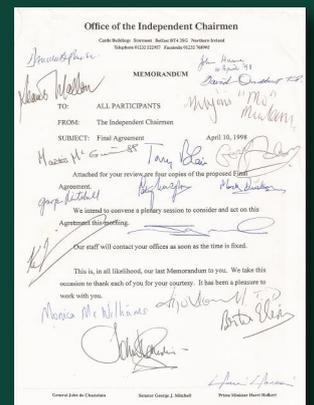
Michael Collins' revolver €72,000



James Joyce Ulysses €23,000



Thomas Ashe's 1916 medal €30,000



Signed Good Friday Agreement €9,000