



Tarisio

FINE INSTRUMENTS & BOWS

Consignor Prospectus

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NEW YORK

tarisio.com



Tarisio

FINE INSTRUMENTS & BOWS

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Tarisio

FINE INSTRUMENTS & BOWS

Tarisio is the leading international venue for fine instruments and bows. Launched in 1999, Tarisio revolutionized the market by combining first-class expertise, the efficiency of online bidding, and a firm commitment to ethics and professionalism. Our goal is to make buying and selling instruments increasingly accessible for musicians, patrons, dealers and collectors.

With offices in New York and London, Tarisio conducts six auctions per year of fine instruments and bows and year-round bespoke Private Sales of high-value items, selling more than 3,000 fine instruments and bows annually to a truly global market.

New York Auctions → February, May, October

London Auctions → March, June, October

T2 AUCTIONS FOR THE VIOLIN TRADE

T2, a division of Tarisio, focuses on instruments and bows that have uncertain attributions, are in need of restoration, or are from a trade workshop.

Held every two months in New York, T2 auctions are administered under the direction of Tarisio's specialists and are designed for both the trade and musicians.

The 'Primrose'
Guarneri of 1697



About Tarisio

Services

Evaluations
Sales
Public & Private Viewings
Restoration & Sound Adjustments
Dendrochronology
Photography
Vaulted Storage

Expertise

Tarisio's internationally renowned expertise is led by Jason Price, Tarisio's Founder, Director and Expert. Responsible for over 3,000 attributions per year, Jason believes in a conservative and transparent approach to expertise.

Our specialists in both New York and London have an unrivaled knowledge of the market, and travel extensively to uncover the finest instruments, ensuring Tarisio's auctions always have a wide variety of instruments and bows that are fresh to the market.

What our consignors are saying

"From my first phone call through the last bids, I sensed Tarisio cared about my violin as much as I did. That made for a happy parting with an instrument I cherished for 40 years."

- *Consignor of a Voller Brothers violin*

"Dealing with Tarisio is a pleasure. Their representatives are highly professional. If you are considering selling a string instrument, I highly recommend this firm."

- *Consignor of a Nicolò Amati violin*

"Selling our mother's violin through Tarisio was a top experience. They were responsive to our desires, tasteful in their marketing, and they set up the violin so it sounded its best. All of this produced a satisfying sale."

- *Consignor of the 'Berkova' Guadagnini of 1755*

"Tarisio's singular expertise with quality instruments and ability to generate interest gave us the confidence to part with our violin. The auction validated that decision."

- *Consignor of a Jean Baptiste Vuillaume violin*

New York & London

New York and London are the most important centers of trade in a global market for fine instruments, and Tarisio is unique in establishing long-term offices in both cities. Our dual presence and online format makes us the most efficient and successful venue for buyers and sellers. Together, our offices sell more than 3,000 lots each year to clients around the world.



Why Tarisio?

Dedicated to Instruments & Bows

As a specialized firm with leading expertise, Tarisio is built around the needs of musicians, providing a dynamic and professional marketplace wholly dedicated to the requirements of fine instruments and bows.

Over the past few years, Sotheby's, Christie's and Bonham's have closed down their fine instrument departments, as Tarisio has led the trend towards independent, specialised auction houses. Tarisio now holds over 54% of the international market share in sales of fine instruments.

Online Bidding, Wider Reach

Tarisio's sales are globally accessible through our live online bidding platform. This ensures an extensive international reach with bidders from over 143 countries, while the guarantee of anonymity encourages competitive bidding.

Current Customers

Having successfully sold many high-profile instruments, Tarisio has an excellent reputation with today's top musicians, collectors and patrons. Consignors benefit from this ever-widening pool of prospective customers, both at auction and private sale.

Transparency

Tarisio is known for transparency in an often intimidating market. Bidders enjoy free and instant access to condition reports, certificates, bidding histories, high-resolution photographs and cataloging expertise. Consignors benefit from the openness of online sales, watching results in real time, and the security of pre-vetted bidders.

The 'Lady Blunt'
Stradivarius of 1721



Why Auctions?

Responsibility to the Seller

As an auction house, Tarisio acts as an agent for the consignor. Our consignment agreement establishes a fiduciary responsibility to maximize proceeds, and our incentive to achieve the best possible result is aligned with yours.

Opportunities to Sell

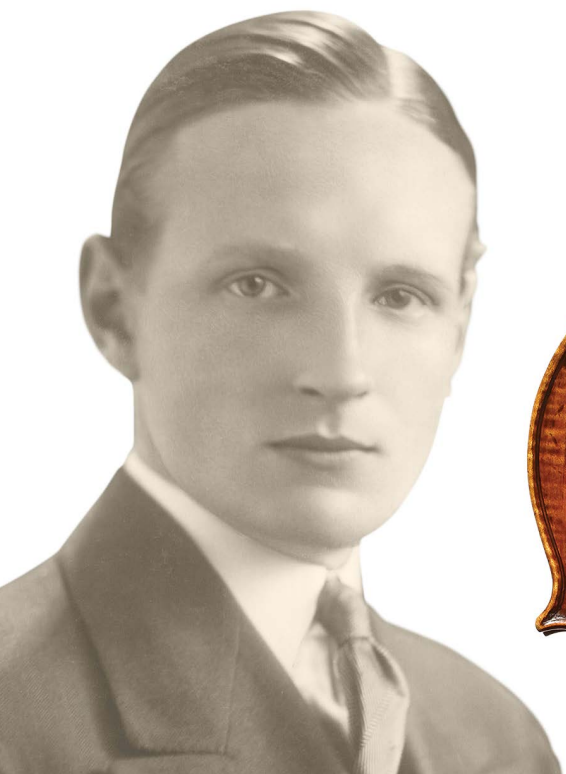
With 12 annual auctions, Tarisio and T2 make it convenient and easy to consign. Consignors have more opportunities to sell and in more places, than with any other auction house.

Assured Results

Tarisio averages an 80-90% sale rate in each auction, by far the strongest of our competitors, and we have set 442 world record prices in the last 3 years. With results like these, consignors have every fair expectation of a sale.

a world-record price
sold for \$15.9 million

Notable Sales



The Moennig Sale

In June 2010 Tarisio sold the contents of the William Moennig Son firm. This sale included over 600 lots of instruments, bows, photographs, books, ephemera, and tonewood with a remarkable 100% of lots sold. Topping the list of historical instruments in the sale was a pristine 18th-century viola d'amore by Ferdinand Gagliano, which sold for \$60,000, and a fine James Tubbs viola bow, which sold for \$27,600.



The 'Primrose' Guarneri of 1697

Sold for over \$4 million

In 2012 Tarisio was asked to sell one of the world's most famous violas: the 'Primrose' Guarneri; the main concert instrument of Scottish violist William Primrose for 20 years. The viola sold for over \$4 million, the highest price paid for a Guarneri family instrument at auction and the highest publicly recorded price for a viola of any type.

The 'ex-Havemeyer' Guadagnini of c. 1743

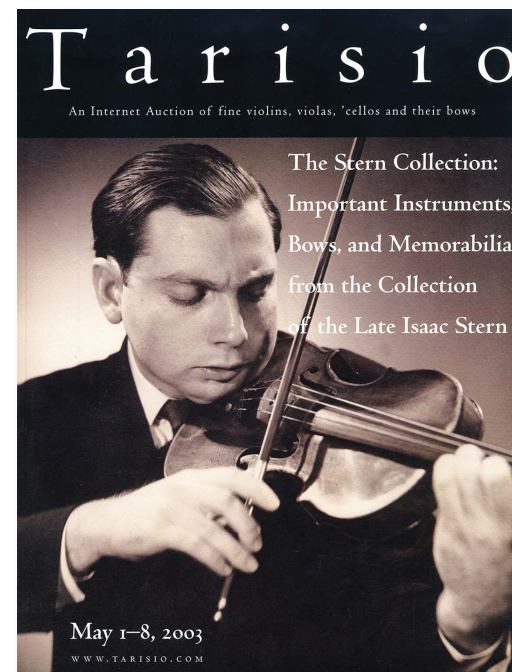
Sold for \$1.505 million

Tarisio's sale of the 'Havemeyer' cello by Giovanni Battista Guadagnini set two world records; one for the highest price paid for a Guadagnini cello at auction, and one for the highest price a cello has ever sold for at auction. Previously belonging to the American industrialist and entrepreneur, the cello is now played by a leading US soloist.



The Stern Sale

The estate of Isaac Stern sold his collection of instruments, bows and musical ephemera through Tarisio in 2003. The landmark auction attracted collectors from around the world.



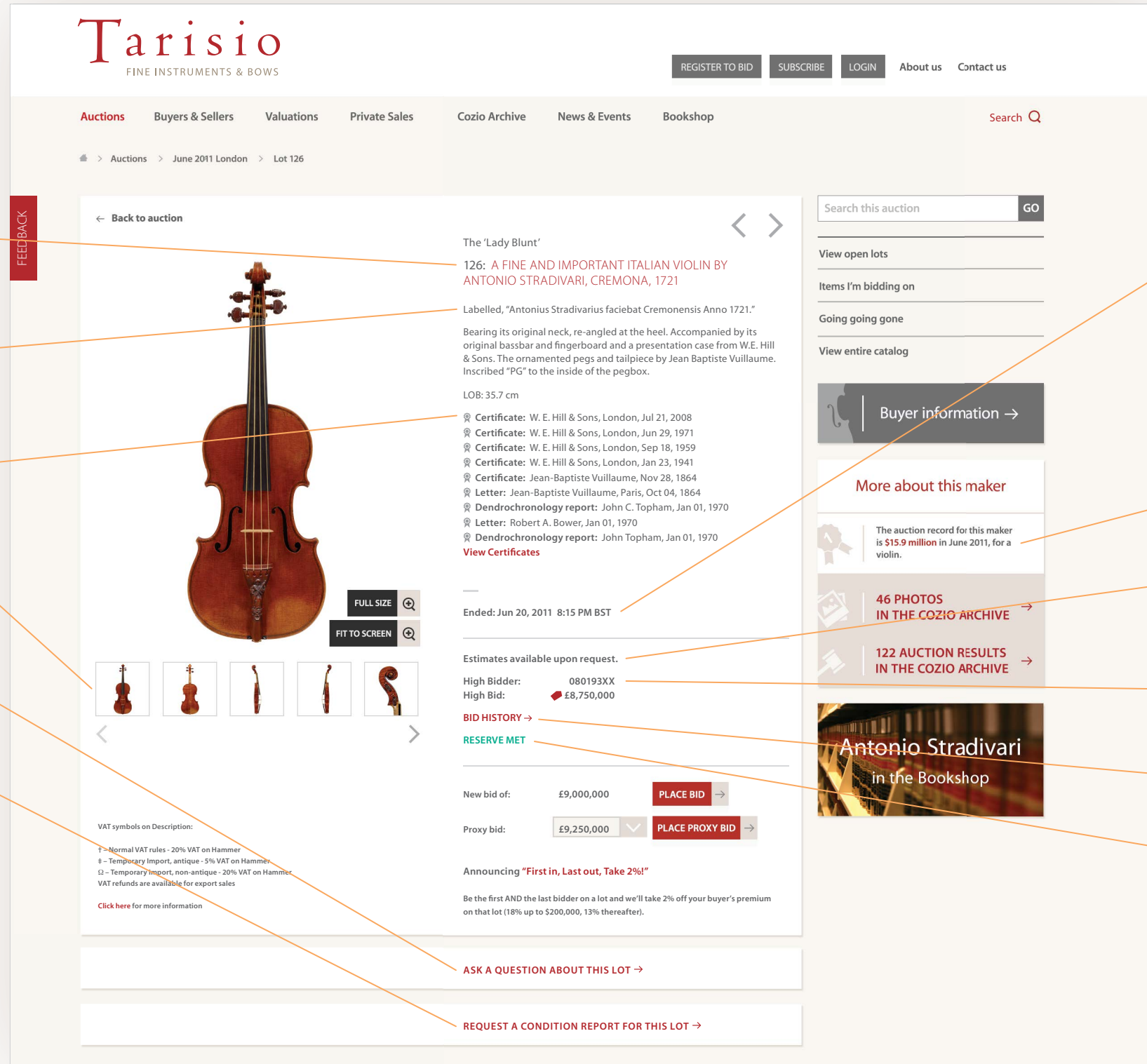
The 'Dorothy DeLay' Guadagnini of 1778

Sold for \$1.39 million

The world-record price for a Giovanni Battista Guadagnini violin was set by the 'Dorothy DeLay' of 1778 when it was sold in October 2014. DeLay, who bought the violin from Rembert Wurlitzer Inc. over 40 years ago, chose it for its remarkable sound against a line-up of competing Guadagninis. It was sold on the additional merits of being a strong example of the maker's Turin period and the important provenance established in DeLay's ownership.



instruments are
playable in our gallery
& viewable online



It's always clear if bidding has met the reserve and whether an item will be sold.



Frequently Asked Questions

Do I need an appraisal before I sell?

Tarisio will assess the current market value when your item is presented for consignment. You do not need a separate appraisal before consignment.

I'm not in New York or London. What do I do?

Submit pictures of your item to info@tarisio.com. Please include your name, location and previous appraisals, documents or certificates. If it is suitable for consignment, you may ship or deliver your item.

Can I set a reserve?

Yes, Tarisio will work with you to set a reserve (minimum bid amount).

Can I watch my violin sell?

Yes, you can watch live bidding throughout the auction. Most bidding happens on the last day of the sale.

How do I get paid?

Proceeds are paid by wire transfer or check 30 days after the sale. Special instructions for payment can usually be honored. Please forward your requests after the auction.

The 'Molitor' Stradivarius of 1697

Sold for \$3.6 million

What commissions do I pay as the seller?

20% of the first \$10,000/£8,000 of the sale proceeds and 0% thereafter.

What other fees should I expect?

There is a \$90/£45 minimum commission on each lot, and a 1% insurance fee.

Are there any other fees?

There are no photography, cataloging or unsold fees. Small charges for new strings, small repairs and bow repairs may apply.

What happens if my item does not sell?

There are no commissions if your item does not sell. You may consign with lower estimates or arrange for it to be returned.

Should I expect my item to sell?

Yes! Our auctions are highly efficient with an average of 80–90% of items sold.

Is my item insured?

Yes. Your item is fully insured under our worldwide coverage from the moment we accept possession.

How will my item be handled?

A qualified team of property handlers and luthiers ensures your item is presented at its best. We handle over 3,000 instruments and bows yearly.

Will my item be played and viewed?

Yes, auction viewings in our galleries in New York and London last several weeks to allow bidders time to view and trial the instruments and bows. To maximise the visibility of your item and reach many prospective buyers, we also hold viewings of featured lots in many cities including Los Angeles, San Francisco, Amsterdam, Copenhagen, Zurich, Berlin, Hamburg, Munich, Hong Kong, Seoul and Tokyo.



*Hieronymus Amati, c. 1710
Sold for \$510,000*

Private Sales

Tarisio conducts year-round private sales in a bespoke and personalised service. Available in both New York and London, this service benefits from Tarisio's wide network of customers and sellers can be assured of the highest level of discretion and privacy.

Notable sales include:

VIOLINS

- Giuseppe Guarneri 'del Gesù', Cremona, c. 1729, 1735 & 1737
- Antonio Stradivari, Cremona, 1699, 1725 & 1727, the 'Deurbroucq'
- Nicolò Amati, Cremona, c. 1648 & c. 1683, the 'Spagnoletti'
- Antonio & Hieronymus Amati, Cremona, 1614, the 'Carbonelli'
- Pietro Guarneri, Mantua, c. 1700–1710, the 'Kreisler'
- Giovanni Battista Guadagnini, 1749, 1771, the 'Accardo,' 1778 & 1784, the 'LAT'
- Giovanni Battista Rogeri, Cremona, 1699, ex-Ivry Gitlis
- Lorenzo Storioni, Cremona, c. 1783 & 1792
- Nicolò Gagliano, Naples, 1757
- Giovanni Francesco Pressenda, Turin, 1827, 1829, 1840 & 1845
- Daniel Parker, London, c. 1715, ex-Kreisler, the 'Parker Strad'
- Ferdinando Gagliano, Naples, 1775
- Sanctus Seraphin, Venice, 1743, the 'Baron Knoop'
- Jean Baptiste Vuillaume, Paris, 1850, ex-Isaac Stern, 1855, 1868 & 1874

VIOLAS

- Antonio & Hieronymus Amati, Cremona, c. 1617, the 'Zukerman-Kashkashian'
- Domenico Busan, Venice, c. 1750, ex-Michael Tree
- Giovanni Battista Ceruti, Cremona, 1811
- Pietro Giovanni Mantegazza, Milan, c. 1790
- Lorenzo Storioni, Cremona, c. 1783

CELLOS

- Andrea Guarneri, Cremona, c. 1669, ex-David Soyer
- Giovanni Battista Guadagnini, Milan, 1752
- Giofreddo Cappa, Saluzzo, c. 1690
- Giuglio Cesare Gigli, Rome, c. 1789

BOWS

- François Xavier Tourte, the 'Zeitlin'
- Dominique Peccatte
- Francois Nicolas Voirin, ex-Amaryllis Fleming



Andrea Guarneri,
ex-David Soyer



Domenico Busan,
ex-Michael Tree



Giuseppe Guarneri 'del Gesù',
the 'Lady Streeton'

Reach New Audiences

world-class expertise

guaranteed attributions

professional service

extensive global marketplace

*Antonio & Hieronymus Amati, 1617
ex-Zukerman, Kashkashian*

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