

Isabelle Junod Hinderer

UNDER THE HAMMER

INTERNATIONAL AUCTIONS –
“MADE IN SWITZERLAND”



Koller Auctions, with its headquarters in Zurich and representatives in several European cities, as well as Moscow and Beijing, is now in its second generation under the management of Cyril Koller. As a result of its forward-looking commercial strategy, this company, which celebrates its 60th anniversary this year, has been able to grow into a major market leader in Europe. Koller is active internationally thanks not only to its presence far beyond the Swiss border, but also its clientele from all over the world. Over the past few years, 65% of all items sold for over CHF 50,000 went to buyers in more than 50 different countries.

For this family company, “Made in Switzerland” embodies special values and is the very definition of the auction house. The diligent and reliable work carried out by Koller with passion and enthusiasm has clearly paid off. Meticulous research and many years of experience have already brought to light many a treasure that was once forgotten, like the unsigned painting of a shepherd in a clearing, which had been hidden away for years in a drawer until it was found to be a masterpiece by Joachim Wtewael. “Made in Switzerland” is not only a guarantee, it also stands for core values that apply to each and every collector, upon every contact and at every auction.

Today, Koller deals with over 20 specialised fields, covering the most diverse areas of art: Old Masters and 19th century paintings, precious stones and jewellery, Swiss art, photography, Asian art, furniture, silver, design, watches and pocket watches...to name but a few. Rare vintage models of major watch makers are highly prized and deliver record prices for their owners at Koller’s twice-annual watch auctions, held in June and December – like the Patek Philippe steel chronograph, made in 1961, with its 2-tone dial and the Gubelin distributor’s signature, which fetched CHF 456,500.

But what can I do if I would like to extend my collection, or if I would like to sell an item? To arrange a valuation, Koller can be contacted at any time by email, telephone or post. If the item is suitable for inclusion in an auction,

Image on pages 96 and 97, Joachim Antonisz Wtewael, The Apulian Shepherd, sold for CHF 3.2 million, image courtesy of Koller Auctions. Opposite page, top, on-site evaluation; bottom, Cyril Koller, President of Koller Auctions

the owner will receive an estimate and the terms of sale. If both parties reach an agreement, Koller will then take over all subsequent activities: transportation, insurance, cataloguing, marketing, preliminary viewing, auction and payment.

Every auction is the result of many months of preparation and is anticipated with impatience and excitement. When several bidders compete for an item and prices soar by the second, the tension is at its peak until the hammer falls and the object of desire ends up in the hands of its new owner. Over 10,000 items are auctioned off every year at Koller, and most of these come directly from private owners. Despite this large amount, Koller’s specialists also take time to visit clients personally and perform on-site evaluations. A number of questions will need to be answered in order to determine authenticity and the current market value.

Is it by a well-known artist, has it been restored since its acquisition and how much did a similar work by the same artist go for at an auction in recent years? Is it a very well-known, famous, or internationally sought-after work of art? In order to form a qualified opinion, taking into account current market conditions, Koller works not only with internal specialists, but also with external experts who are internationally recognised as the reference for a particular artist.

When it comes to jewellery, Koller also relies on the expertise of the Gubelin Gem Lab, which it employs to analyse coloured precious stones and their authenticity, identity and origin. The countless years of experience and passion that both firms bring to the table are among the qualities which are so highly valued by their clients.

Hence every auction is unique and the atmosphere truly electrifying when Koller opens its doors to the artwork of our world. *



KOLLER AUCTIONS

Hardturmstrasse 102
8031 Zurich
Tel. +41 44 445 63 30
kollerauctions.com

UPCOMING AUCTIONS

6-7 JUNE
Asian Art

27-28 JUNE
Jewellery & Watches, Art
Deco, Design & Photography

29-30 JUNE
Impressionist & Modern,
Swiss Art, PostWar &
Contemporary

25-28 SEPTEMBER
Jewellery, Books, Furniture,
Old Master & 19th Century
Paintings

“Every auction is unique and the atmosphere truly electrifying when Koller opens its doors.”

