

MUHAMMAD ALI ■ BERNIE WRIGHTSON ■ ROY BUCHANAN ■ COLE AGEE

HERITAGE MAGAZINE FOR THE INTELLIGENT COLLECTOR

Summer 2015 \$7.99



The Graphic Design Collection of
MERRILL BERMAN



Always Seeking
Quality Consignments

THE WORLD'S THIRD LARGEST AUCTION HOUSE

HERITAGE HA.com
AUCTIONS

Immediate Cash Advances Available

Inquiries: 877-HERITAGE

Annual Sales Exceed \$900 Million | 900,000+ Online Bidder-Members

DALLAS | NEW YORK | BEVERLY HILLS | SAN FRANCISCO | HOUSTON | PARIS | GENEVA

Paul R. Minshull: #16591. BP 12%-25%; see HA.com. 36935



A. Lange & Söhne, Glashütte,
Extremely Fine & Rare Ref. 701.005
Platinum Tourbillon "Pour le Mérite"
No. 42 of a limited edition of 50
examples made in 1996
Sold for: \$245,000

Contents

HIGHLIGHTS

- 31 **SPORTS TREASURES: THE ALL-STAR SQUAD**
One-of-a-kind treasures lead our list of the top sports artifacts of the past 12 months
By The Intelligent Collector Staff
- 38 **COVER STORY: THE GRAPHIC DESIGN COLLECTION OF MERRILL BERMAN**
With a keen eye, private investor has built one of the premier troves of late 19th and 20th century posters, original art and ephemera
By Deborah E. Gimelson
- 50 **ELITE COLLECTOR: BUILDING CHARACTERS**
Real estate developer John Azarian backs up his love of classic TV shows with remarkable pop culture artifacts
By Suzanne Gannon ■ Photography by Aydin Arjomand
- 56 **COLLECTOR IN THE NEWS: COLLECTING WITH A PUNCH**
Hollywood producer Seth Ersoff chases the artifacts of "disruptors" like Muhammad Ali and John Lennon
By Hector Cantú ■ Photography by Axel Koester
- 62 **MUSICAL INSTRUMENTS: MY FAVORITE THINGS**
Vintage guitar specialist Mike Gutierrez explains why these five treasures rock
- 64 **EXHIBIT: INDIGENOUS BEAUTY**
Masterworks from New York collectors Charles and Valerie Diker affirm cultural values and express refined aesthetic sensibilities

AUCTION PREVIEWS

- 20 **HOW TO BID**
- 21 **RARE FIREARMS: ENGRAVED COLT AND REMINGTON PISTOLS**
Cole Agee and D.W. Harris among America's finest firearm engravers
- 22 **ORIGINAL COMIC ART: BERNIE WRIGHTSON'S MONSTER PAGES**
Swamp Thing and Eerie pieces illustrate influence of Shelley's Frankenstein
- 24 **VINTAGE COMIC BOOKS: SUSPENSE COMICS #3**
Alex Schomburg's 1944 cover only recently has become a collector favorite
- 25 **MUSICAL INSTRUMENTS: ROY BUCHANAN'S FENDER TELECASTER**
Blues guitarist ranks on Rolling Stone magazine's list of the greatest of all time
- 26 **ARMS & ARMOR: THE ALAN GORNICK JR. COLLECTION**
Hollywood cinematographer owned shotguns, pistols and sporting guns by the world's top manufacturers
- 28 **SPORTS COLLECTIBLES: MICKEY MANTLE'S ROOKIE CARD**
1952 Topps card among the greatest of all time; plus Roberto Clemente, Ty Cobb and Goudey Napoleon Lajoie



On the cover: Vladimir and Georgii Stenberg's *Bronenosets Potemkin 1905 (Battleship Potemkin 1905)*, lithograph on paper (poster), from the collection of Merrill C. Berman.



Basquiat

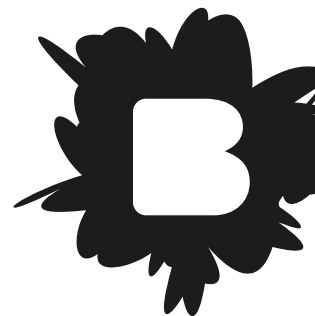
The Unknown Notebooks

Through August 23

Brooklyn Museum

Open until 10pm every Thursday

brooklynmuseum.org



Tamra Davis (American, b. 1962). Still from *A Conversation with Basquiat* (detail), 2006. 23 min., 22 sec. © Tamra Davis. Courtesy of the artist. By permission of the Estate of Jean-Michel Basquiat, all rights reserved. Photo by Jonathan Dorado, Brooklyn Museum.

Contents

COLUMNS

- 70 **INTELLIGENT COLLECTOR: THE ULTIMATE PLAN**
There's no reason your carefully curated collection should leave your heirs stressed and vulnerable
By Danielle Arnet ■ Illustration by Michael Jantze
- 72 **SPORTS COLLECTING: PASSING MUSTER**
Provenance and science help authenticate one of the hobby's most important "Shoeless Joe" Jackson discoveries
By Donn Pearlman
- 74 **COMIC ART: SALUTING THE BOSS**
Hand-crafted ornaments reveal admiration artists had for Mad magazine publisher William Gaines
By Weldon Adams
- 75 **COINS: BIGGER, BETTER 'RED BOOK'**
Whitman's expanded guide deserves place of honor on the desks of serious numismatists
By Bob Korver
- 76 **KIDS & COLLECTING: DIVING INTO DELTIOLOGY**
Summer doesn't have to focus on pools. Postcards are a fun way to explore personalities, holidays and vacation destinations
By Pamela Y. Wiggins
- 78 **BOOKS: DISSECTING BEANIE-MANIA**
Author Zac Bissonnette explores the psychology of speculation and the dark side of collecting
By Eric Bradley

DEPARTMENTS

- 12 **LOOKING BACK: 1943**
Lt. Gen. George S. Patton and his troops roll through the Guettar Valley in Tunisia, Oklahoma! opens on Broadway and the New York Yankees win the World Series
- 14 **AMENITIES: LUXURY ON YOUR WRIST**
Apple CEO Tim Cook calls the Apple Watch Edition the "most beautiful expression of the Apple Watch"
- 16 **TREASURES: SAM HOUSTON'S BATTLE CRY**
Pivotal poster in Texas history, exceptionally rare jugate from 1916 presidential election, movie poster for The Maltese Falcon and more
- 80 **EXPERT: MARGARET BARRETT**
From Marilyn Monroe to Mötley Crüe, there's never a dull moment for Heritage Auctions' director of the entertainment and music department
- 82 **BY THE NUMBERS: FRANK SINATRA**
Legendary crooner was born 100 years ago. Here's a look at related lots from the Heritage Auctions archives

IN EVERY ISSUE

- 10 **STAFF**
- 11 **FROM THE EDITOR**
- 79 **CATEGORY SPECIALISTS**
- 81 **CONSIGNMENT DEADLINES**



Home to Princes, Presidents and New Yorkers alike.

Brilliantly positioned on Madison Avenue amidst designer boutiques, celebrated galleries, world-renowned museums and iconic Central Park, The Carlyle is a legend in its own right and is glorious proof that one need not be a Manhattan resident to feel like one. Revive your spirit and indulge your senses in a hotel rich with history. Enter a world of rare and refined beauty and spiritual well being with the introduction of our new Sense, A Rosewood Spa™.



Madison Avenue at 76th Street, New York, New York 10021 Telephone: 212.744.1600 TheCarlyle.com



THE WORLD'S THIRD LARGEST AUCTION HOUSE

HERITAGE HA.com
A U C T I O N S

Immediate Cash Advances Available

Inquiries: 877-HERITAGE

Annual Sales Exceed \$900 Million | 900,000+ Online Bidder-Members

DALLAS | NEW YORK | BEVERLY HILLS | SAN FRANCISCO | HOUSTON | PARIS | GENEVA

Paul R. Minshull: #16591. BP 12%-25%; see HA.com. 36935

Always Seeking
Quality Consignments



Diamond, Colored Diamond, Platinum,
Gold Necklace, Oscar Heyman Bros.
Sold for: \$140,000

HERITAGE MAGAZINE FOR THE INTELLIGENT COLLECTOR®

EDITOR & PUBLISHER **HECTOR CANTÚ**

EDITORIAL

CONTRIBUTORS **WELDON ADAMS, AYDIN ARJOMAND, DANIELLE ARNET, ERIC BRADLEY, BRYAN BUCHANAN, MARGARET CROFT, SUZANNE GANNON, DEBORAH GIMELSON, MIKE GUTIERREZ, MICHAEL JANTZE, AXEL KOESTER, BOB KORVER, ROGER LAKE, MARINA MEDINA, DONN PEARLMAN, PAMELA Y. WIGGINS**

ART & DESIGN

CREATIVE DIRECTOR **MICHAEL PUTTONEN**
GRAPHIC DESIGNERS **WENDIE GOERS, CARL WATSON**

PHOTOGRAPHY

MANAGER **DONALD FULLER**
PHOTOGRAPHY AND IMAGING **TRAVIS AWALT, KAREN BAKER, FAITH BATCHELOR, PHIL BOSSART, EMILY CLEMENTS, NINA CORNELISON, BRIAN FEWELL, KEVIN GADDIS JR., LAURISA GALVAN, PATRIC GLENN, JOEL GONZALEZ, HALEY HAGEN, DONNA HELM, BRITTANY KALUHIKAUA, GREG KOPRIVA, DARNELL McCOWN, ROY RICHARDSON, MATT ROPPOLO, JOSEPH SCHROEDER, LINDSEY SCHROEDER, GROVER STERLING, TONY WEBB, BRENNAN WILSON, JASON YOUNG, BUTCH ZIAKS**

PRODUCTION

PRINT PRODUCTION COORDINATOR **KYMBERLEY HILL**

ADVERTISING

ANNE OLSON
817-583-9952

CIRCULATION

VANESSA BANDA, ROGER KENT, HEATHER MAYFIELD, MATT POLAKOFF

CORPORATE & FINANCE

FOUNDERS **JIM HALPERIN, STEVE IVY**
PRESIDENT **GREG ROHAN**
CHIEF OPERATING OFFICER **PAUL MINSHULL**
EXECUTIVE VICE PRESIDENT **TODD IMHOF**
VICE PRESIDENT – MARKETING **JEFF GREER**

OFFICES

3500 Maple Ave., 17th Floor Dallas, TX 75219-3941
214-409-1359 1-800-872-6467 Fax: 214-409-2359 Email: Info@IntelligentCollector.com

SUBSCRIPTIONS

For customer service in the U.S. call toll-free 800-872-6467.
IntelligentCollector.com

LETTERS

Send letters to The Intelligent Collector, 3500 Maple Ave., 17th Floor, Dallas, TX, 75219-3941 (Attention: Letters to the Editor), or via email to Info@IntelligentCollector.com, or visit IntelligentCollector.com. Please include your name, mailing address, email address and phone number. Published letters may be edited for length and clarity and may be used in future Heritage products.



Follow us on Facebook
[Facebook.com/IntelligentCollector](https://www.facebook.com/IntelligentCollector)

Heritage Magazine for the Intelligent Collector, Vol. 8, No. 4, is published four times a year by Heritage Auctioneers & Galleries Inc., 3500 Maple Ave., 17th Floor, Dallas, TX 75219-3941. ISSN 1941-1790. Subscriptions are \$31.96 for four issues. Send subscription orders to Heritage Magazine for the Intelligent Collector, 3500 Maple Ave., 17th Floor, Dallas, TX 75219-3941. If you have questions about your subscription, or for address change, please call 1-866-835-3243. Back issues are available for \$15 each. Call 1-866-835-3243 to order. Postage paid at Dallas, TX, and additional mailing offices. POSTMASTER: Send address changes to: Heritage Magazine for the Intelligent Collector, 3500 Maple Ave., 17th Floor, Dallas, TX 75219-3941. Copyright ©2015 by Heritage Auctioneers & Galleries Inc. All photographs by Heritage unless otherwise noted. All rights reserved. Reproduction in whole or in part is prohibited without written permission. Printed in the U.S.A. HERITAGE MAGAZINE FOR THE INTELLIGENT COLLECTOR® and INTELLIGENT COLLECTOR® are trademarks of Heritage Capital Corporation. All auction prices indicated are subject to variation. Before making decisions to buy or sell, consult the latest information. Grading of collectible memorabilia is subject to interpretation, and opinions can vary. Any value estimate or past auction price may have little relevance to future transactions. Such factors as changing demand, popularity, new discoveries, strength of the overall market, and economic conditions are influences.

The Pursuit of Provenance

By Hector Cantú

YOU'LL GET A chuckle from Andy Broome's cartoon on page 71.

Chain of ownership is always crucial for any serious collector, whether it's a piece of art, a rare coin or a dinosaur skull. Take a common piece of costume jewelry. On the auction market, it would have little to no value. But a piece of costume jewelry worn by Bette Davis will suddenly find chasers – and an impressive hammer price. “In general,” says Michael Riley, chief cataloger and historian at Heritage Auctions, “if the name of the collector or owner carries weight, prices might be slightly higher or even bring multiples more. Provenance gives buyers confidence and that almost always leads to higher auction prices.”



All of which means you should get what you think you're getting. And a reputable auction house is always a good partner when it comes to provenance. Items submitted for consignment first go through internal examination by specialists to determine authenticity. Then provenance is checked and verified. Findings are included in the item's catalog description.

Make no mistake. It's in the best interest of an auction house to verify the authenticity and provenance of items it is offering. You don't have to be a caveman to realize the importance of this practice to your collection.

AS ALWAYS, DROP me a line at HectorC@IntelligentCollector.com to share your stories. I remain interested in your discoveries.

LT. GEN. GEORGE S. PATTON and his troops roll through the Guettar Valley in Tunisia in the weeks before Italian and German forces surrender in North Africa (below). Due to military demand for copper, the U.S. one-cent coin is briefly struck in zinc-plated steel. At the 15th Academy Awards, the romantic war drama *Mrs. Miniver* wins the best-picture award, and Rodgers and Hammerstein's *Oklahoma!* opens on Broadway. Movie theaters show *For Whom the Bell Tolls* and *Lassie Come Home*, while music by Frank Sinatra and Glenn Miller dominates radio. In the World Series, the New York Yankees defeat the St. Louis Cardinals.

1943



AMERICAN ART

Grandma Moses (1860-1961) was discovered by an art collector in 1938, and two years later, her folk art was featured in a one-woman show in New York. She immediately became famous. Her 1943 oil on masonite *The Old Checkered House in Cambridge Valley* realized **\$134,500** at a November 2012 Heritage auction.



VINTAGE TIMEPIECE

Most metals were precious in World War II, meaning timepiece production was often limited. It's believed that fewer than 100 **Rolex Ref. 4099** models were produced. This steel and gold example, circa 1943, sold for **\$12,500** at a May 2012 auction.



COMIC BOOKS

American superheroes routinely battled Axis powers. In *Captain Marvel Adventures* #21, the captain levels his "Honesty Ray" at Adolf Hitler and his minions. This sample, graded CGC NM/MT 9.8, realized **\$7,475** at an August 2005 Heritage auction.



SPORTS

Jim Headley was among a group of Ohio boys who sold more than four million war stamps. As a reward, the boys met **Babe Ruth** (1895-1948). Headley took along his mitt and had it signed by the baseball legend. The glove realized **\$23,900** at an August 2011 Heritage auction.

HERITAGE[®]

LUXURY REAL ESTATE AUCTIONS

SPECIALISTS IN AUCTIONING UNIQUE PROPERTIES



CATSKILLS ESTATE
BETHEL, NEW YORK
SOLD FOR \$3,400,000



ISLE OF PALMS OCEANFRONT ESTATE
CHARLESTON, SOUTH CAROLINA
SOLD FOR \$3,217,500



ROYAL OAKS COUNTRY CLUB ESTATE
HOUSTON, TEXAS
SOLD FOR \$1,980,000

- Heritage Auctions specializes in the marketing and sale of luxury real estate valued at \$2 million and above throughout the United States, the Caribbean and in select international destinations
- International marketing campaigns drive qualified buyers to compete for your one-of-a-kind property
- From consignment to closing, the property will be sold within 90 days
- Heritage offers a powerful platform that reaches its client base of more than 900,000 members worldwide

RECENT TESTIMONIALS

"It is amazing how in such a short time your team was able to promote our property on a worldwide scale and generate so much interest resulting in numerous viewings and a market value sale at the auction."

—FORMER HOMEOWNER

"A huge weight has been lifted off my mother's shoulders and she should now be able to live out her remaining days with peace of mind, and in comfort because of Heritage."

—OWNER'S SON



Nate Schar
NateS@HA.com



Amelia Barber
AmeliaB@HA.com

For a free evaluation of your luxury property, please call 855-261-0573 or visit HA.com/SellHome

Annual Sales Exceed \$900 Million | 900,000+ Bidder-Members

DALLAS | NEW YORK | BEVERLY HILLS | SAN FRANCISCO | HOUSTON | PARIS | GENEVA

THE WORLD'S THIRD LARGEST AUCTION HOUSE
HERITAGE[®]
LUXURY REAL ESTATE AUCTIONS

Luxury on Your Wrist

Apple CEO Tim Cook calls the **Apple Watch Edition** the “most beautiful expression of the Apple Watch” (starting at \$10,000, [Apple.com](https://apple.com)). What does \$10,000 get you besides an 18-karat rose or yellow gold case?

First, staff at your Apple Store will demo your new purchase in a private one-on-one session. Then, Apple staff will set up your watch in store, or you can take it home and go through a “Virtual Personal Setup” video chat with Apple support. Afterwards, Edition buyers get “an exclusive, dedicated Apple Watch Edition phone line for two years of 24/7 technical support.”

When you’re all set, the timepiece will work with your iPhone to do things like receive and make calls, read and answer text messages and emails, and make payments with Apple Pay. “Apple Watch is an elegant combination of style and purpose,” writes *USA Today*.





Book of Stones

Taschen publishes books for fans and collectors that often become collectible items as well. One of the publisher's latest offerings is **The Rolling Stones** by Reuel Golden (\$5,000, Taschen). The "sumo-size" art book in a clamshell box measures 20 by 20 inches. Among its 518 pages you'll find fold-outs and silkscreen-printed chapter openers. "Produced in close collaboration with the band, this book charts the Stones' remarkable history and outrageously cool lifestyle," the publisher notes. Only 1,150 copies are being printed, all numbered and signed by Mick, Keith, Charlie and Ronnie.

Turbocharged Beast

Ford Motor Company is producing 12 performance vehicles by 2020, but the car making headlines this spring is the 2016 **GT** (\$400,000, Ford.com), unveiled earlier this year at the North American International Auto Show. It's a mid-engine car with a carbon-fiber body, a 3.5 liter twin-turbocharged EcoBoost engine that generates more than 600 horsepower, and a wicked body style that has enthusiasts drooling. The automaker is limiting production to 250 a year for sale, available only in select global markets.



Worth a Few Dimes

The U.S. Mint is a traditional stop for coin collectors, but it's a rare product that actually becomes a must-have. The **2015 March of Dimes Special Silver Set** (\$61.95, USMint.gov) is certainly of interest to dime collectors. Among its three coins is a reverse proof silver dime from Philadelphia — a must for collectors chasing a complete set. The two other coins are a March of Dimes proof silver dollar and a proof silver dime from West Point. The set commemorates the 75th anniversary of the March of Dimes.



Special Night in L.A.

The **London West Hollywood** (TheLondonWestHollywood.com) is completing a \$25 million renovation and among the upgrades is a bi-level, 11,000-square-foot penthouse that's \$25,000 a night — making it one of the most expensive hotel suites in the world. It features a 5,000-square-foot private rooftop terrace. Inside is a master bedroom, media room, kitchen and a "grand salon." No worries if \$25,000 seems a bit extravagant — regular suite rates start at \$349.



By Eric Bradley

ARMY ORDERS.

CONVENTION HALL, WASHINGTON, MARCH 2, 1836.

War is raging on the frontiers. Bejar is besieged by two thousand of the enemy, under the command of general Siezma. Reinforcements are on their march, to unite with the besieging army. By the last report, our force in Bejar was only one hundred and fifty men strong. The citizens of Texas must rally to the aid of our army, or it will perish. Let the citizens of the East march to the combat. The enemy must be driven from our soil, or desolation will accompany their march upon us. *Independence is declared*, it must be maintained. Immediate action, united with valor, alone can achieve the great work. The services of all are forthwith required in the field.

SAM. HOUSTON,

Commander-in-Chief of the Army.

P. S. It is rumored that the enemy are on their march to Gonzales, and that they have entered the colonies. The fate of Bejar is unknown. The country must and shall be defended. The patriots of Texas are *appealed to, in behalf of their bleeding country.*

S. H.

Texana

A broadside issued by Sam Houston (1793-1863) in 1832 called on all Texans to help defend the young nation from Mexican General Antonio López de Santa Anna's assault on the Alamo. A copy of Houston's fervent appeal sold for **\$52,500** at a March 2015 Heritage auction. The only other copy of the pivotal poster known to exist resides at the University of Texas at Austin.

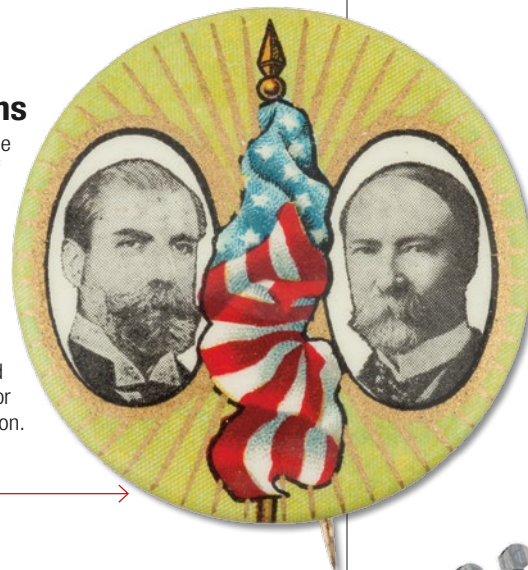
20th Century Design

It's been said that Austrian artist **Kiki Kogelnik** (1935-1997) did not like to be assigned to the pop art movement. Her work was influenced by abstract expressionists, as seen in the blown and cast glass piece titled *Night Head*, circa 1994, which was produced later in her career as she explored themes focusing on the human body. It sold for **\$33,750** at a March 2015 Heritage auction.



Political Items

Heritage Auctions is offering the Merrill C. Berman Collection of Political Memorabilia in a series of auctions through 2016. Collectors have waited decades for an opportunity to acquire high-grade pinbacks like this exceptionally rare 1¼-inch jugate from the failed 1916 presidential campaign of **Charles Evans Hughes** and **Charles W. Fairbanks**. It sold for **\$27,500** in a February 2015 auction.



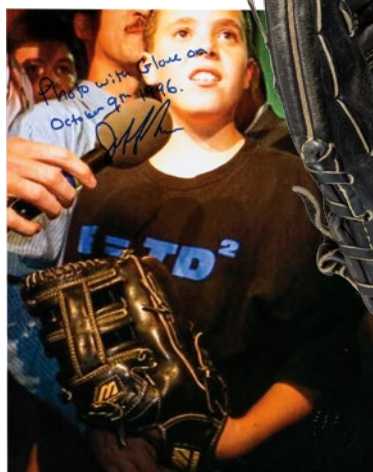
Vintage Guitars

English guitarist Snowy White (b.1948) traded a 1950s Stratocaster and 120£ in 1969 for a **Gibson Les Paul Standard Gold Solid Body Electric Guitar**. Nearly 50 years later, the guitar that served as his No. 1 workhorse on tours with Pink Floyd and Thin Lizzy sold for **\$93,750** at a February 2015 Heritage auction.



Sports Collectibles

Few sports incidents of the 1990s stoke collectors' fire more than when 11-year-old **Jeffrey Maier** caught Yankee Derek Jeter's homerun hit in game one of the 1996 World Series. The boy was threatened following the game that handed the Yankees a win and started the modern dynasty. The glove Maier used to catch the ball sold for **\$22,705** in a February 2015 Heritage auction.



Vintage Movie Posters

Long sought after by high-end collectors, a six-sheet poster for the 1941 classic *The Maltese Falcon* sold for **\$191,200** at a March 2015 Heritage auction — a record price for paper from the movie. The 80½-by-80-inch poster is the only example known to exist.



Lincolniana

A superlative display of photographs and scarce autographs from **Abraham Lincoln**, **John Wilkes Booth** and **Boston Corbett**, the soldier who shot and killed Booth — a set nicknamed “The Martyr, The Assassin and The Avenger” — represents the lengths Donald P. Dow would go in order to amass one of the greatest collections of Lincolniana in private hands. It sold for **\$30,000** in a January 2015 Heritage auction.



Luxury Accessories

A one-of-a-kind **Hermès Special Order Horseshoe 35cm Shiny Electric & Alezan Porosus Crocodile Birkin Bag with Gold Hardware** — a stand-out, custom-order handbag and one of the most difficult for collectors to acquire — sold for **\$81,250** in a February 2015 Heritage auction.



Sports Collectibles

One lucky fan held this ticket stub as New York Yankee **Lou Gehrig** proclaimed himself to be “the luckiest man on the face of the earth.” The stub, dated July 4, 1939, was one of 60,000 sold that day — with only three known to have survived. It sold for **\$26,290** in a February 2015 Heritage auction.



“RIDICULOUS. PEPPER LAKE HAD NOTHING... NOTHING BUT A LAKE...”

A black and white illustration of a town. In the foreground, there's a large, multi-story building with a prominent chimney. To the right, a body of water (Pepper Lake) is visible, with a small boat on it. In the background, there are more buildings and a large, dark, mountainous area. The sky is filled with swirling clouds. The overall style is that of a classic comic book illustration.

... IMAGINE A
GROWN MAN
ACTUALLY MAKING A
LIVING LOOKING FOR
GIANT **WATER**
SNAKES...

ONE MOMENT THE LAKE
WAS SMOOTH AS GLASS.
THE *NEXT...*

HERITAGE AUCTION PREVIEWS

BERNIE WRIGHTSON'S 'SWAMP THING' AND 'EERIE' COMIC ART

22

21

24

25

26

28

From the Collection of Tom Tataranowicz

MY GOD!
A STORM! IT'S
NO! WAIT!
SOMETHING...
MOVING DOWN
THERE...IT'S...

OUGHT TO
 BE GETTING **BACK...**
 IT'S ALMOST **DARK...**

VIEWPOINTS

Heritage Auctions Offers Several Ways to Bid in Upcoming Auctions

For an up-to-date Auction Calendar, visit **HA.com/Auctions**



INTERNET

You can bid online for all upcoming auctions at HA.com. For Signature® auctions, which have a live floor session component, Internet bids will be accepted until 10 p.m. CT the day before the live auction session takes place.



EMAIL

You can email your bids to Bid@HA.com 24 hours before the live auction. List lot numbers and bids in columns, and include your name, address, phone, customer number (if known), and dealer references, as well as a statement of your acceptance of the Terms and Conditions of Sale.



POSTAL MAIL

Simply complete the Bid Sheet with your bids on the lots you want, sign it and mail it in (it must be received 24 hours prior to the auction). Call 877-HERITAGE (437-4824) and ask for postal mail bidding assistance to receive a Bid Sheet.



HERITAGE LIVE!®

Auctions designated as "Heritage Live Enabled" have continuous bidding from the time the auction is posted on our site through the live event. When standard Internet bidding ends, visit HA.com/Live and continue to place Live Proxy bids against the other live and internet bidders. For additional bidding tips, visit HA.com, click on the "FAQ" tab and see topics in the "Auctions and Bidding" box.



FAX

Follow the instructions for completing your mail bid and fax it to 214-409-1425. Fax bids will be accepted until 3 p.m. CT the day before the auction date.



PHONE

Call 877-HERITAGE (437-4824), ext. 1150, and ask for phone bidding assistance at least 24 hours before the auction.



IN PERSON

Come to the auction and view the lots in person, register and bid live on the floor.

Heritage Auctions Catalogs

To order a fully illustrated auction catalog for an upcoming auction, call 866-835-3243.

FREE, NO-OBLIGATION MEMBERSHIP

Joining Heritage Auctions is free and easy. Visit **HA.com/Join** to register for upcoming auctions, access Heritage's Auction Archives, which include photos and descriptions of more than 3.7 million lots, and to sign up for category-specific auction e-newsletters and announcements.

CONSIGNING TO FUTURE AUCTIONS

As the world's largest collectibles auction house, Heritage Auctions provides superior collecting expertise, an unmatched client base, technical innovation and marketing prowess, ensuring you get the most for your treasures. Call the Consignor Hotline at 877-HERITAGE (437-4824) or visit **HA.com/Consign**. See page 81 for consignment deadlines.

Engraved Colt and Remington Pistols

COLE AGEE AND D.W. HARRIS AMONG AMERICA'S
FINEST FIREARM ENGRAVERS



Important D.W. Harris Signed and Engraved Remington Rand 1911 A1 Semi-Automatic Pistol, Serial No. 1292823, .45 caliber, five-inch barrel, nickel-plated finish
Estimate: \$8,000-\$12,000



Important Cole Agee Engraved Colt Government Model Semi-Automatic Pistol, Serial No. C232556, .45 caliber, five-inch barrel, silver-plated finish
Estimate: \$10,000-\$15,000

GUN COLLECTING HAS plenty of traditions. A father teaching his son how to shoot. An experienced collector showing a novice collector what to buy. Gun engravers learning their craft from a master.

Fine American firearm engraving is a 300-year-old tradition, with modern engraving tracing its roots to early 19th century German-American masters.

"These were graduates of an Old World guild, the purpose of which was to achieve high standards of artistry and to pass along the skills to the next generation," says Heritage Auctions' firearms specialist and consignment director Clifford Chappell. "Names like L.D. Nimschke, Gustave Young and Cuno Helfricht are representative of this group. By the 20th century, new American masters included Rudolph Kornbrath and Wilbur Glahn. Also in the early 20th century, we find the popular and enigmatic Cole Agee, who represents the engraving tradition with a Western flavor."

Agee, who was from Texas, learned by watching older engravers at first, but quickly developed his own style, which became popular with lawmen and

ranchers. His work often included Texas cattle brands for which he became well known and sought after. Before he died, he taught others, most notably Weldon Bledsoe. Bledsoe taught D.W. Harris, who is still active in Granbury, Texas.

Two examples of this fine Texas engraving tradition, one by Agee and the other by Harris, are offered in Heritage Auctions' June 14, 2015, arms and armor auction.

"The Agee-engraved gun is a Colt Model 1911 embellished with his recognizable floral scroll-work and detailed borders," Chappell says. "The Harris gun is also a 1911 manufactured by Remington. It too is finely scroll-engraved, but with a difficult-to-do punch-dot background."

"If you look closely at the Harris engraved gun," Chappell adds, "you will see his signature on the right side of the frame near the slide and hammer. You can also see a similarity in styles. It's a great example of how this tradition has passed from engraver to engraver."

EVENT

ARMS & ARMOR SIGNATURE® AUCTION

6140 is scheduled for June 14, 2015, in Dallas and online at HA.com/6140. For information, contact David Carde at 214-409-1881 or DavidC@HA.com.

EVENT

COMIC ART SIGNATURE®
AUCTION 7147 is
 scheduled for Aug. 27-29,
 2015, in Dallas and online
 at HA.com/7147. For
 information, contact Todd
 Hignite at 214-409-1790
 or ToddH@HA.com.

Bernie Wrightson's Monster Pages

'SWAMP THING' AND 'EERIE' PIECES ILLUSTRATE
INFLUENCE OF SHELLEY'S FRANKENSTEIN



Wrightson

IF FRANK FRAZETTA is the foremost fantasy illustrator, and Jack Kirby the king of superhero art, then Bernie Wrightson is arguably the master of the macabre.

"The name Bernie Wrightson is interchangeable with horror artwork," says Heritage Auctions Vice President and comic art expert Todd Hignite. "Few artists inspire the term 'legendary,' but Bernie is among them."

Wrightson (b.1948) launched his career in 1968 with a story for DC's *House of Mystery*. He later worked on Marvel's *Chamber of Darkness* and *Tower of Shadows* titles. In the 1980s, he retold Mary Shelley's classic tale in Bernie Wrightson's *Frankenstein*, a milestone in monster culture.

"Today's over-the-top blood and gore has replaced the suspense, fear and terror that films and literature of the past attempted to evoke," says Joe Mannarino, Heritage's New York comics and comic art director. "Bernie loved to depict a world and characters where those emotions could be portrayed."

It was inevitable, Mannarino adds, that Wrightson would be courted by publications such as Warren's *Creepy*, where his "Jenifer" and "Pepper Lake Monster" are considered classics.

The artist's most popular creation is *Swamp Thing*, which he created with writer Len Wein in 1971. The humanoid creature has inspired two movies and a live-action television series. "*Swamp Thing* is one of the most influential comic series of all time," Hignite says.

Two pieces of original art by Wrightson, from the collection of Hollywood animation producer Tom Tataranowicz, are featured in Heritage Auctions' comic art auction scheduled for August.

Wrightson's page for *Swamp Thing* #3, published in 1973, shows Swamp Thing getting a helping hand from Patchwork Man, a character based on the Frankenstein monster. "The art reminds us of Bernie's famous Frankenstein work he would produce years later," Hignite says.

A page from *Eerie* #58 hails from the "Pepper Lake Monster" story published in 1974. The back of the Bristol board (right) shows a Wrightson pencil rough for a Frankenstein story introduced by Cousin Eerie. "The artwork of Frankenstein's monster was done nearly a decade before Wrightson's famous illustrated version," Hignite says. "It's an excellent example of his fascination with Shelley's creation."



Bernie Wrightson, *Eerie* #58 (Warren, 1974)
 "Pepper Lake Monster" Original Art, page 23
 Estimate: \$7,000+

From the Collection of Tom Tataranowicz



The back of Wrightson's *Eerie* page shows a pencil rough (detail above) for a Frankenstein story.

ORIGINAL
COMIC ART

Bernie Wrightson
Swamp Thing #3
(DC, 1973)
Patchwork Man
Original Art, page 3
Estimate: \$10,000+
From the Collection of
Tom Tataranowicz

Suspense Comics #3

ALEX SCHOMBURG'S 1944 COVER ONLY RECENTLY
 HAS BECOME A COLLECTOR FAVORITE

THE COVER ARTWORK of 1944's *Suspense Comics* #3 captures all the chilling elements of its era —Nazis, hooded bad guys, a damsel in distress and a hero in danger.

"What's fascinating is this comic was relatively obscure until it appeared on page one of Ernst Gerber's *Photo-Journal Guide to Comic Books* in 1990," says Barry Sandoval, Heritage Auctions' director of comic operations. "After collectors noticed Alex Schomburg's bondage cover, demand skyrocketed."

In the 1992 Overstreet price guide, the issue's near mint value was placed at \$235. By 1995, the Overstreet value hit \$7,000. A copy graded CBCS VF/NM 9.0 is expected to realize at least \$100,000 when it goes to auction in August.

Sandoval notes this is the actual copy pictured in *Gerber's Photo-Journal Guide*. "The consignor, Magik Woo, is thanked in the acknowledgements of the book for the comics he allowed Mr. Gerber to photograph. On top of that, this is the highest grade yet assigned to a copy of *Suspense Comics* #3."

Schomburg (1905-1998), a native of Puerto Rico, contributed to Timely Comics in the 1940s, completing covers that featured Captain America, the Sub-Mariner and the Human Torch.

The consignor is donating 5 percent of the hammer price to the Hero Initiative, a Los Angeles-based not-for-profit group dedicated to helping comic book creators in need.



Suspense Comics #3
 Continental Magazines, 1944
 CBCS VF/NM 9.0, white pages
 Pennsylvania Pedigree
 Estimate: \$100,000+
 From the Personal Collection of Mister Magik Woo

EVENT
COMICS SIGNATURE®
AUCTION 7147 is
 scheduled for Aug. 27-29,
 2015, in Dallas and
 online at HA.com/7147.
 For information,
 contact Barry Sandoval
 at 214-409-1377 or
BarryS@HA.com.

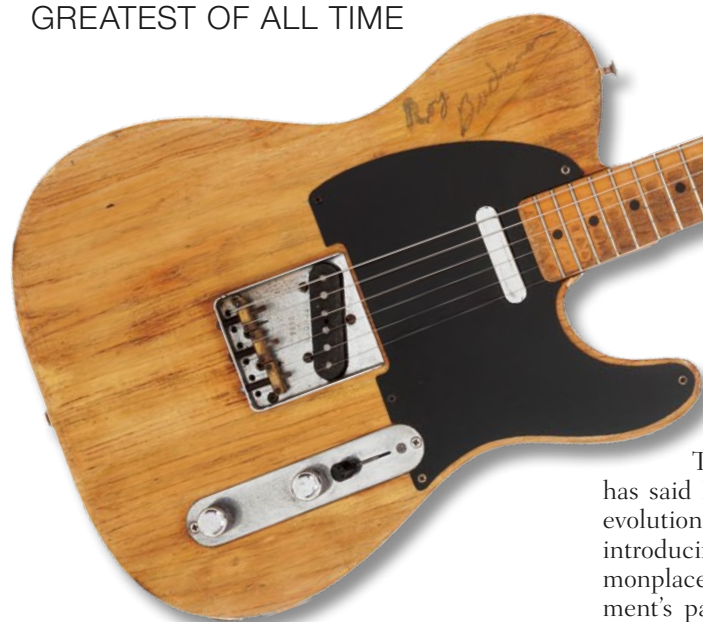
Auction Preview
**MUSICAL
 INSTRUMENTS**

Roy Buchanan's Fender Telecaster

ROLLING STONE MAGAZINE RANKS
 BLUES GUITARIST AMONG THE
 GREATEST OF ALL TIME



The guitarist gained national attention in 1971 after PBS aired the documentary *Introducing Roy Buchanan*.



Rolling Stone magazine has ranked him No. 57 on their list of the "100 Greatest Guitarists of All Time" and *Guitar Player* magazine has said Buchanan "immeasurably altered the evolutionary course of the electric guitar by introducing previously unheard but now commonplace tones and techniques to the instrument's pantheon using only the simplest tools and a vivid imagination."

A Buchanan owned and played Telecaster is being offered in Heritage's musical instruments auction scheduled for June 20, 2015, in Dallas.

"It has an original 1952 body with a date of 3-7-52 and a maple neck that dates to 1967," Evans says. "The pickups appear to be original with newer wires. The pots and switch are newer replacements as are the tuners, and the bridge, control plate and knobs appear to be original 1952 pieces. This is a piece of music history used to perform the magical, emotional, heart-felt solos that made Roy a legend."

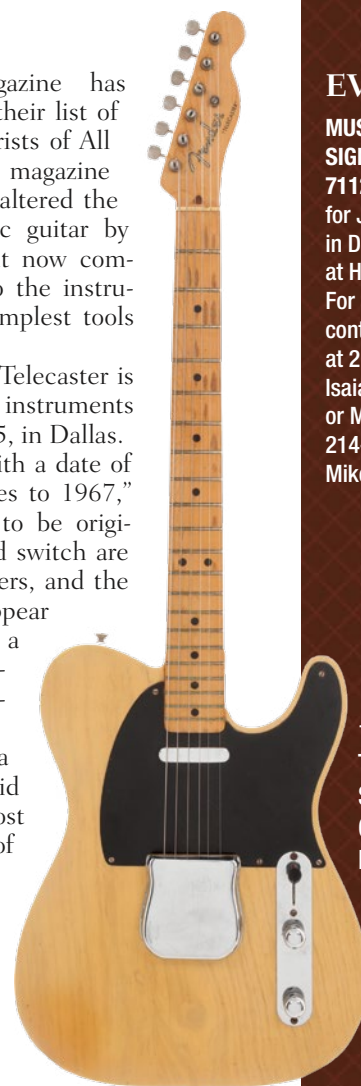
Also featured in the auction is a 1952 Fender Telecaster Blonde Solid Body Electric Guitar, one of the most influential and important guitars of all time, says Mike Gutierrez, consignment director for vintage guitars at Heritage Auctions. "The first full year of production was 1952, making these examples, along with the late 1951 models, some of the most sought-after Fender guitars around."

ROY BUCHANAN WAS a "guitarist's guitarist" who shunned fame for a musical odyssey on America's roadhouse circuit with his battered Telecaster — melding blues, country, jazz and rock like no player before or since, notes the book *Roy Buchanan: American Axe*.

"We just sat there aghast," guitarist Jeff Beck has said of Buchanan's playing. "It was some of the best playing I've ever heard. ... He defied all the laws of verse-chorus-verse and just blazed."

"Roy was one of the most influential guitar players of all-time," adds Isaiah Evans, vintage guitars consignment director at Heritage Auctions. "He was a master of the Telecaster tone."

Over the years, Buchanan (1939-1988) recorded with the likes of Dale Hawkins, Ronnie Hawkins and Delbert McClinton, while becoming a favorite of John Lennon, Jimi Hendrix and Merle Haggard. At one point, according to reports, he was invited to join the Rolling Stones — which he turned down. In 1988, the Arkansas native was found hanged by his shirt in a Virginia jail cell. His death was ruled a suicide.



Roy Buchanan's
 1952/1967 Fender
 Telecaster Blonde Solid
 Body Electric Guitar,
 Serial #0686/93089
 Estimate: \$30,000+

EVENT
**MUSICAL INSTRUMENTS
 SIGNATURE® AUCTION
 7112** is scheduled
 for June 20, 2015,
 in Dallas and online
 at HA.com/7112.
 For information,
 contact Isaiah Evans
 at 214-409-1201 or
IsaiahE@HA.com,
 or Mike Gutierrez at
 214-409-1183 or
MikeG@HA.com.

1952 Fender
 Telecaster Blonde
 Solid Body Electric
 Guitar, Serial #4091
 Estimate: \$40,000+

EVENT

ARMS & ARMOR
SIGNATURE® AUCTION

6140 is scheduled for June 14, 2015, in Dallas and online at HA.com/6140.

For information, contact David Carde at 214-409-1881 or DavidC@HA.com.

The Alan Gornick Jr. Collection

HOLLYWOOD CINEMATOGRAPHER OWNED SHOTGUNS, PISTOLS,
SPORTING GUNS BY THE WORLD'S TOP MANUFACTURERS

By Roger Lake

AS A NOTED underwater cinematographer, Alan Gornick Jr. worked on feature films such as *Ferris Bueler's Day Off* and *The Black Stallion* and TV shows like *Charlie's Angels* and *Hart to Hart*.

In addition to a passion for making movies — he pioneered underwater film work and invented underwater camera housings — Gornick (1942-2014) was the owner of an important firearms collection, says Heritage Auctions' firearms specialist and consignment director David Carde.

"The collection consists of high-grade shotguns, rifles and drillings as well as upgraded pistols, both revolvers and automatics," Carde says. "The shotguns are by some of the top makers in the world and include Beretta, Browning, Churchill, Holland & Holland, Merkel, Perazzi, Piotti, Westley Richards, and Winchester."

Rifles and drillings in the collection are by Beretta, Blaser, Fanzoi, Krieghoff, and Merkel. "Many of the guns," Carde says, "are highly engraved by noted engravers such as Angelo Bee, Giovanelli, and Bertussi. Most of the guns are in 'as new' condition and unfired."

Pistols in the collection include Lee Baker custom Ruger revolvers, Les Baer, Terry Tussey and Kimber custom .45 automatic examples. "There's also a seldom-encountered Colt 1976 Bicentennial set, including an unfired Python," Carde says. "Many of



Alan Gornick Jr. worked on TV shows such as *Walker, Texas Ranger*, *Baywatch* and *The A-Team*.

the handguns have been decorated with engraving, gold inlays and custom grips."

Among the sporting guns being offered are:

► A rare 16 gauge Browning/FN 1889-1989 Centenary Funeral Grade side-plated side by side. "It is number 5 of only 10 made," Carde says. "It is built on a 20 gauge action and has a deeply blued finish with gold wire line and scroll inlay."

► A 12 gauge Winchester Model 21 Presentation side-plated side by side, engraved and signed by Angelo Bee. "It is elaborately engraved with scroll engraving and decorated with multi-colored gold pheasants,

ducks, grouse, partridge, quail and dogs in hunting scenes."

► A 12 gauge x 30-06 Krieghoff Neptun-Primus Gold drilling. The action and hand-detachable locks are deeply engraved and decorated with wild boar, deer and the tree of life in gold, Carde says.

"These sales present a great opportunity to acquire high-grade sporting long-arms and handguns fresh to the market," Carde says.

The Gornick Collection is featured in three auctions beginning with the June 2015 arms and armor sale, followed by the December 2015 sale and concluding with the June 2016 sale.

ROGER LAKE is a sporting guns specialist in Heritage Auctions' arms and armor department.



Ornate Presentation 12 Gauge Winchester
Model 21 Sideplated Double Barrel Shotgun
Estimate: \$20,000-\$30,000
From the Alan Gornick Jr. Collection



Ornate Gold-Inlaid Krieghoff Neptun-Primus
Drilling in 12 Gauge and 30/06 Calibers
Estimate: \$10,000-\$15,000
From the Alan Gornick Jr. Collection



Frank E. Malin & Son 20 Gauge Victoria
Grade Sidelock Ejector Double Barrel Shotgun
Estimate: \$6,000-\$10,000
From the Alan Gornick Jr. Collection

EVENT

**SPORTS PLATINUM
AUCTION 7145**,
scheduled for July 30-31,
2015, in Chicago and
online at HA.com/7145.
For information, contact
Chris Ivy at 214-409-1319
or Civy@HA.com.

Mickey Mantle's Rookie Card

1952 TOPPS CARD AMONG THE GREATEST OF ALL TIME

SIXTY-FIVE YEARS AGO, Mickey Mantle (1931-1995) first left the minor leagues to practice with the New York Yankees. As the 1951 season got under way, manager Casey Stengel promoted the Oklahoma native to the majors, and baseball was never the same.

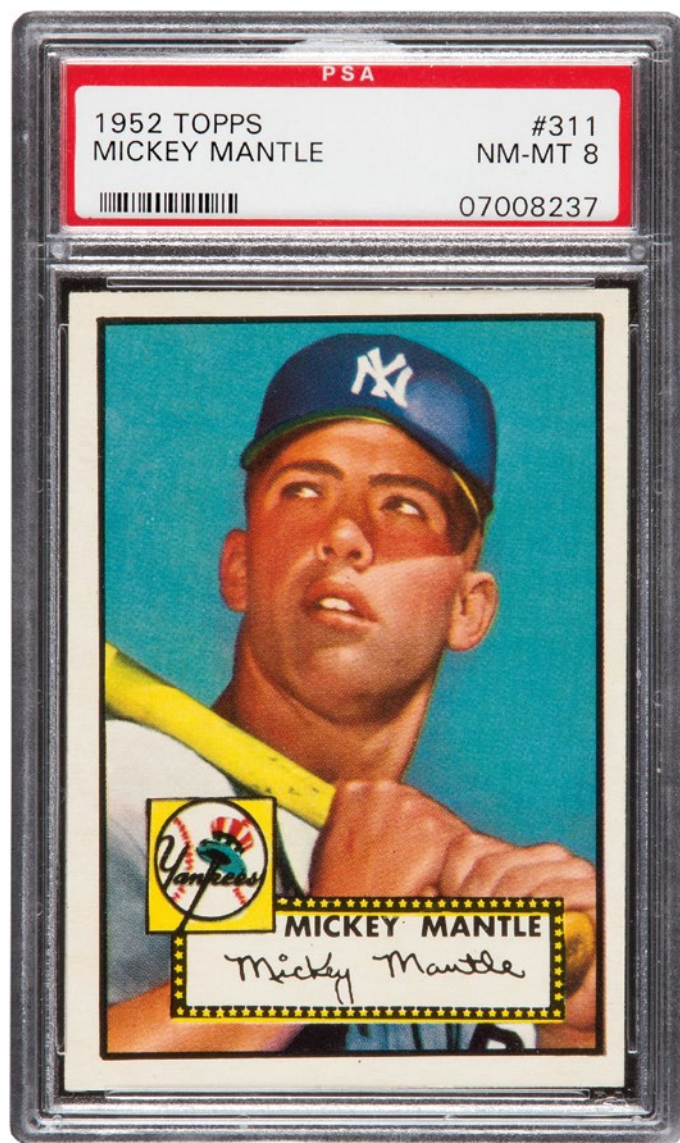
Within a year, Topps issued its 1952 set, featuring 407 cards. "It was the largest set of its day, both in number of cards and the dimensions of each one," says Chris Ivy, director of sports auctions at Heritage Auctions. "Of course, it contained Mickey's rookie card, which today is among the most recognizable sports cards ever printed."

In his book *Collecting Sports Legends: The Ultimate Hobby Guide*, PSA president Joe Orlando places the card on his list of the 20 greatest cards of all time. A 1952 Topps Mickey Mantle #311, PSA NM-MT 8, is featured in Heritage's Sports Platinum Auction scheduled for July 30-31, 2015, in Chicago. Of the 1,083 examples validated by PSA, only 11 examples grade higher. It's expected to realize at least \$200,000.

The card is rare because Topps realized late in the 1952 season that high number cards in the set would not reach distribution channels before the end of the season. "Limited quantities were trucked to stores in the northeastern United States and in Canada," Ivy says, "but the bulk of these high-number cards were destroyed. It's a true post-war relic."

The auction also features a 1909-11 T206 Sweet Caporal Ty Cobb portrait card with green back, PSA NM-MT 8. "This card is the rarest Cobb of the Dead Ball Era," Ivy says, "and is one of six at the unqualified NM-MT 8 level, with none higher."

One of the finest-known examples of Roberto Clemente's 1955 Topps rookie card also is being offered. It is one of only seven Clemente rookies assessed at a Mint 9 level by PSA, and is expected to sell for at least \$100,000.

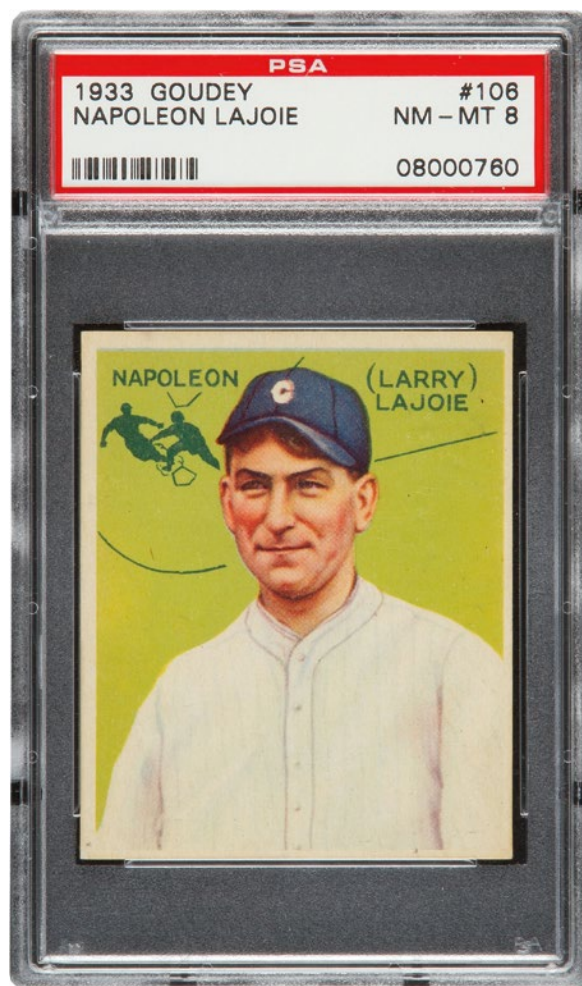


1952 Topps Mickey Mantle
#311 PSA NM-MT 8
Estimate: \$200,000+

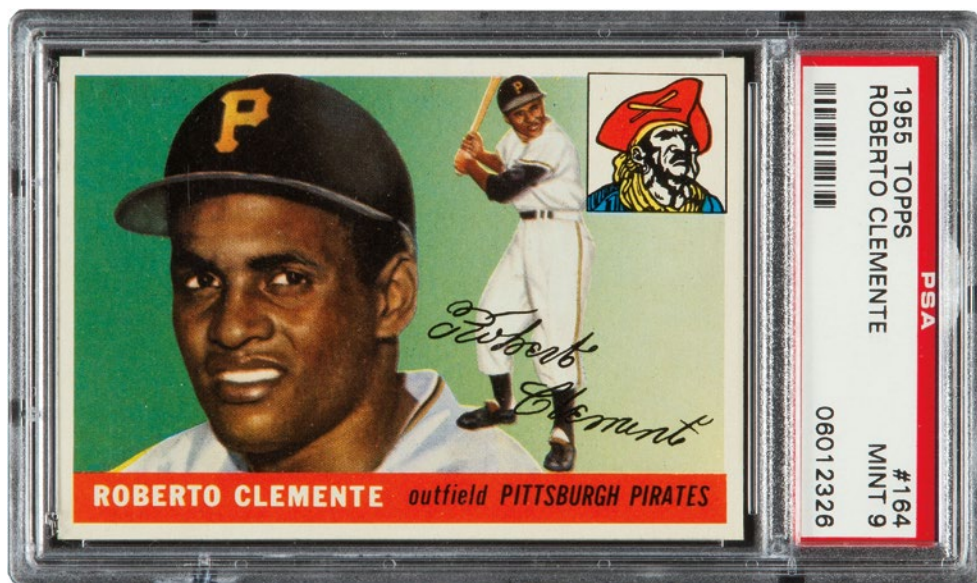
Auction Preview
SPORTS
COLLECTIBLES



1909-11 T206 Sweet Caporal Ty
Cobb Green Portrait PSA NM-MT 8
Estimate: \$60,000+



1933 Goudey Napoleon Lajoie
#106 PSA NM-MT 8
Estimate: \$50,000+



1955 Topps
Roberto Clemente
#164 PSA MINT 9
Estimate: \$100,000+

Upcoming Auctions

Visit **HA.com/Auctions** for details on all Heritage Auctions events

June

**U.S. Coins
Signature® Auction 1221**
The Long Beach Expo
Long Beach, Calif.
Online at HA.com/1221

**Musical Instruments
Signature® Auction 7112**
Dallas
Online at HA.com/7112

**Sports Racing
Catalog Auction 7140**
Dallas
Online at HA.com/7140

European Art Signature® 5217
Dallas
Online at HA.com/5217

**Fine & Decorative Arts including
Estates Signature® Auction 5218**
Dallas
Online at HA.com/5218

**Civil War & Militaria
Signature® Auction 6141**
Dallas
Online at HA.com/6141

**Arms & Armor
Signature® Auction 6140**
Dallas
Online at HA.com/6140

**Americana & Political
Signature® Auction 6132**
*The Merrill C Berman Collection
Part II*
Dallas
Online at HA.com/6132

**Nature & Science
Signature® Auction 6150** ➤
Dallas
Online at HA.com/6150

**Domain Names
Signature® Auction 1146**
San Francisco
Online at HA.com/1146

July

**Movie Posters
Signature® Auction 7109**
Dallas
Online at HA.com/7109

**Sports
Platinum Auction 7145**
Chicago
Online at HA.com/7145

**U.S. Coins
Signature® Auction 1222**
*Summer Florida United
Numismatists Show*
Orlando
Online at HA.com/1222

*All dates and auctions
subject to change
after magazine goes
to press. All auctions
subject to conditions as
printed in catalogs.*

August

**U.S. Coins
Signature® Auction 1223**
The 2015 World's Fair of Money
Rosemont, Ill.
Online at HA.com/1223

**Rare Currency
Signature® Auction 3535**
The 2015 World's Fair of Money
Rosemont, Ill.
Online at HA.com/3535

**World Coins
Signature® Auction 3041**
The 2015 World's Fair of Money
Rosemont, Ill.
Online at HA.com/3041

**Comic Art
Signature® Auction 7147**
Dallas
Online at HA.com/7147

**Rare Books
Signature® Auction 6127**
Dallas
Online at HA.com/6127

September

**Entertainment
Signature® Auction 7149**
New York
Online at HA.com/7149

**U.S. Coins
Signature® Auction 1224**
The Long Beach Expo
Long Beach, Calif.
Online at HA.com/1224

**Rare World Currency
Signature® Auction 3538**
The Long Beach Expo
Long Beach, Calif.
Online at HA.com/3538

**Rare Currency
Signature® Auction 3537**
The Long Beach Expo
Long Beach, Calif.
Online at HA.com/3537

**World Coins
Signature® Auction (LBEXP0) 3042**
The Long Beach Expo
Long Beach, Calif.
Online at HA.com/3042

**Fine & Decorative Arts
including Estates
Signature® Auction 5225**
Dallas
Online at HA.com/5225

**Americana & Political
Signature® Auction 6133**
*The Merrill C Berman Collection
Part III*
Dallas
Online at HA.com/6133

**Handbags &
Luxury Accessories Signature®
Auction 5233**
Beverly Hills
Online at HA.com/5233

**Jewelry
Signature® Auction 5232**
Beverly Hills
Online at HA.com/5232



The All-Star Squad

ONE-OF-A-KIND TREASURES LEAD OUR LIST OF
THE TOP SPORTS ARTIFACTS OF THE PAST 12 MONTHS

By The Intelligent Collector Staff

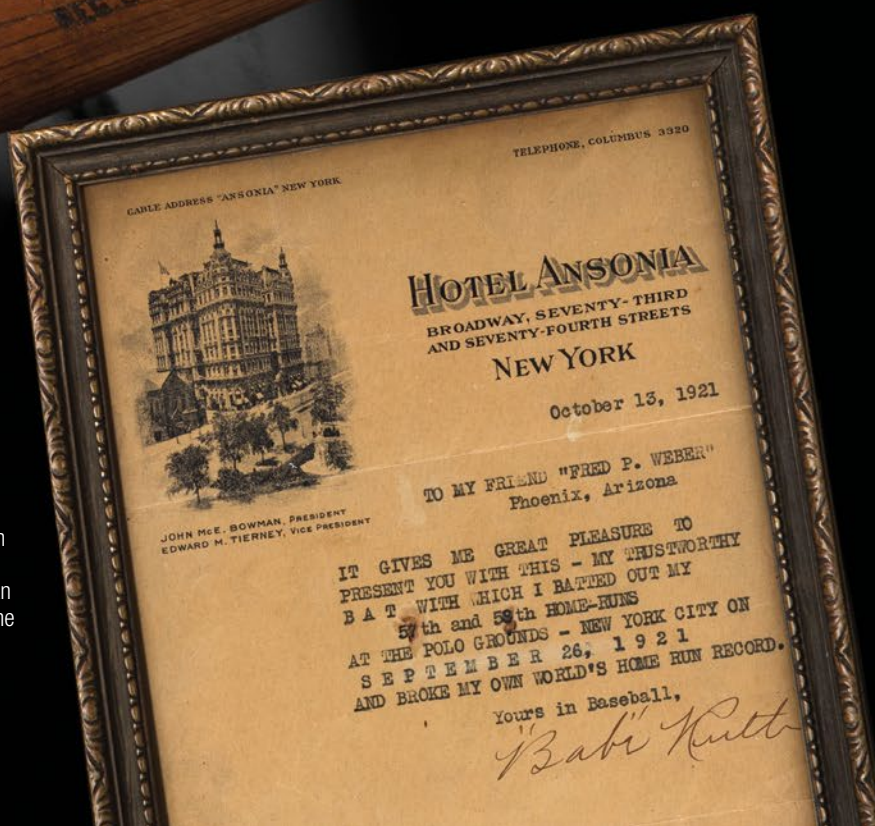
Editor's Note:
This list represents sports
memorabilia sold by
Heritage Auctions between
May 2014 and April 2015.



BASEBALL

1921 Babe Ruth Record 59th Home Run Bat

While any bat wielded by the greatest name in baseball history can be considered an American treasure, a select few stand above the rest. The Babe led the New York Yankees to the first of 40 American League Championships to date in 1921, clubbing a record 59 home runs in the process, more than twice the tally of the second-place finisher. The bat Ruth used to hit his final home run of that historic season realized **\$717,000** at a February 2015 Heritage auction.





BASEBALL

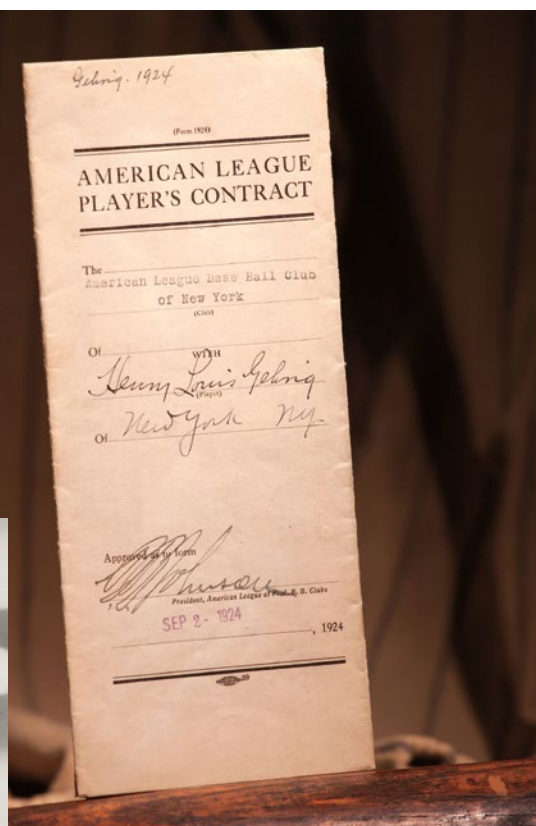
1955 Sandy Koufax Game-Worn Brooklyn Dodgers Rookie Jersey

This road jersey could very well be the first jersey ever worn in Major League competition by the iconic southpaw, as Sandy Koufax (b.1935) debuted on June 24, 1955, in the fifth inning of a visit to the Milwaukee Braves. With just a dozen appearances that debut season, Koufax was likely issued only one home and one road jersey for Brooklyn's sole World Championship campaign. It realized **\$573,600** at February 2015 auction.

BASEBALL

1924 Lou Gehrig Signed New York Yankees Rookie Contract

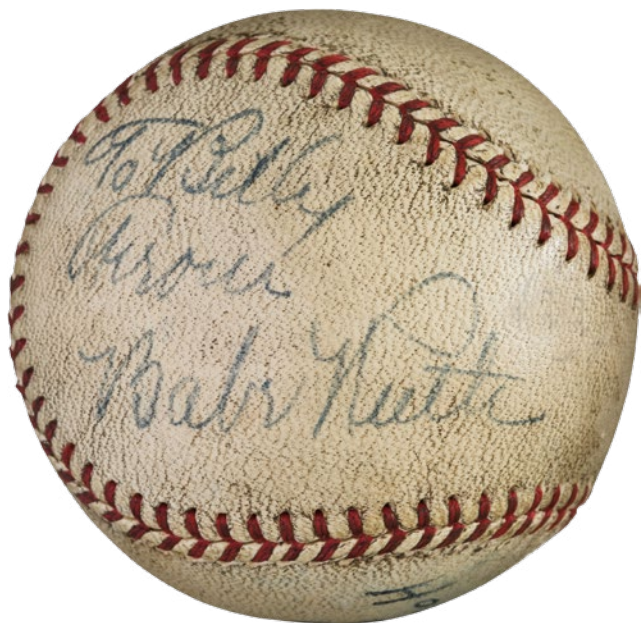
For the better part of two seasons, Lou Gehrig (1903-1941) saw his fan base swell at the Hartford Senators home park of Clarkin Field. Then the minor-league slugger was asked to report to the New York Yankees, enjoying a brief, late-season debut with the 1923 World Championship team. His 1924 contract marked the end of his minor-league days, assigning an \$800 monthly salary that carried the 21-year-old phenom from Aug. 30 to the end of the 1924 Yankee season. It realized **\$358,500** at a July 2014 auction.



BASEBALL

1930s Lou Gehrig Game-Worn New York Yankees Cap

While the precise vintage of this navy wool New York Yankees cap has been lost to history, attribution to Gehrig is nonetheless assured by the "7 1/8 L. Gehrig" embroidered into the leather interior headband. The distinctive sewn attribution perfectly matches other known Yankees caps of the period, and the format and stitching pattern is identical to that found in Gehrig's 1934 Tour of Japan cap, which sold at auction in 2011. This cap realized **\$215,100** at a July 2014 Heritage auction.



BASEBALL

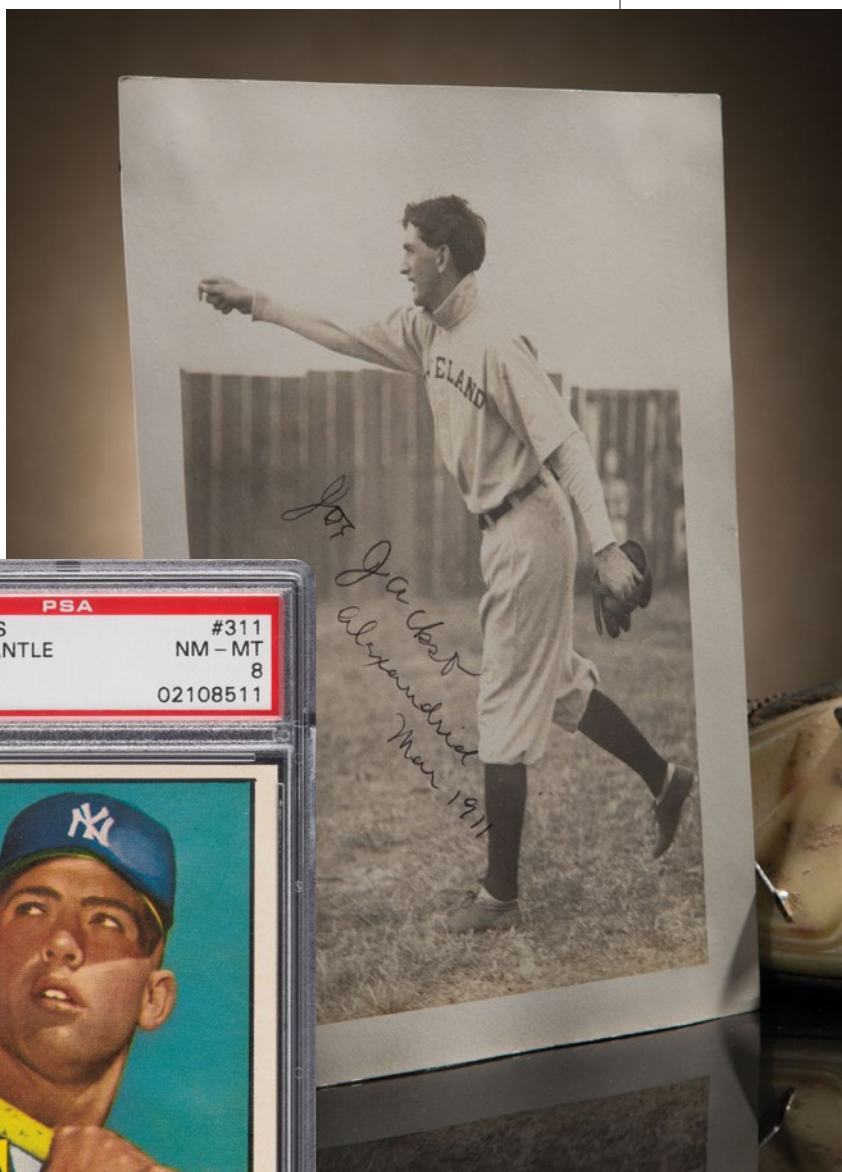
1934 Babe Ruth Career
Home Run No. 702 Baseball

In July 1934, Babe Ruth hit the 702nd home run of his career at Chicago's Comiskey Park. As reported in the Aug. 2, 1934, edition of the Long Prairie, Minn., newspaper, fan I.F. Lano witnessed Ruth "planting home run No. 701 in the bleachers. It is rumored Mr. Lano finally got his hands on the ball and succeeded in having Mr. Ruth autograph it for his son [Billy]." A letter to the Lano family from the *Chicago Tribune* later confirmed the figure reported in 1934 had since been updated to home run No. 702. The ball sold for **\$191,200** in July 2014.

BASEBALL

1911 'Shoeless Joe' Jackson
Signed Photograph

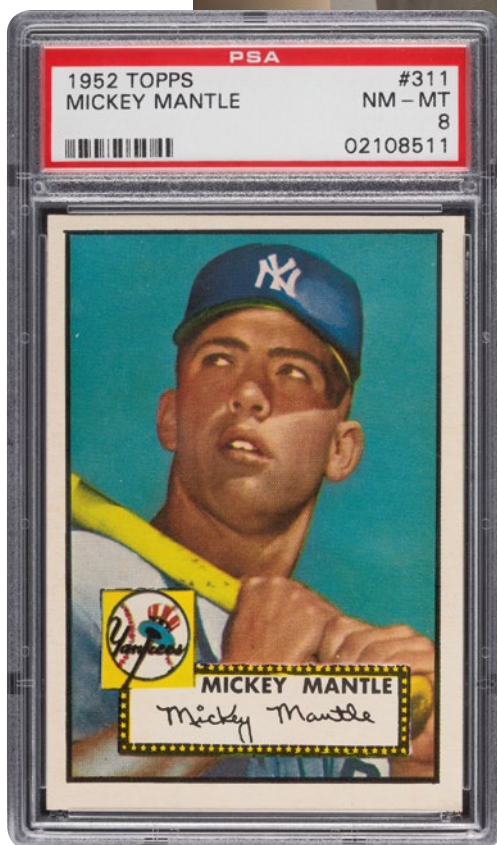
As a photographer for *The Cleveland Plain Dealer*, Frank W. Smith snapped most of the Cleveland Indians at the team's 1911 spring training grounds in Alexandria, La. His recently discovered photos are significant on their own, but the fact that Smith asked players to sign and date the images makes this collection truly special. His photo of "Shoeless Joe" Jackson (1887-1951) is the only known authenticated photo signed by the legendary player. It realized **\$179,250** at a February 2015 auction.



BASEBALL

1952 Topps Mickey
Mantle #311

Topps' 1952 baseball card set was the largest of its day. Unfortunately, Topps management realized late in the season that the set's "high number" cards (311-407) would not reach distribution channels by the end of the baseball season. Most of these cards were destroyed by the company. Nearly 30 years ago, collector Alan Rosen discovered a case of Topps' 1952 cards that included these high-number cards. Practically untouched and in immaculate condition, the case included Mickey Mantle #311 cards, considered the most recognizable gum card of the post-war era. This example, graded PSA NM-MT 8, realized **\$179,250** in July 2014.



BOXING

1965 Muhammad Ali & Sonny Liston Fight-Worn Gloves

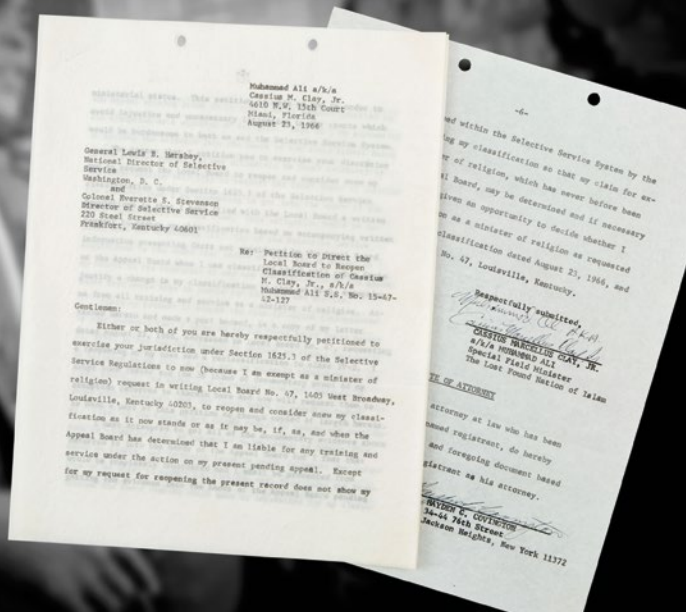
On May 25, 1965, Muhammad Ali (b. 1942) scored a first-round knockout in his rematch with Sonny Liston (1932-1970) to retain his heavyweight title. The "Phantom Punch" fight remains one of the most controversial sporting events of the 20th century, with Liston falling in the first minute of the first round. Maine Boxing Commissioner George L. Russo seized the gloves immediately after the fight, and they've remained in his family's possession until purchased by a collector. They realized **\$956,000** in a February 2015 auction — tied for highest price ever realized for a Heritage sports lot.



BOXING

1966 Muhammad Ali Signed Letter to Draft Board

In 1966, Muhammad Ali was made eligible for the draft, but the boxer indicated he would not serve, later commenting, "I got nothin' against them Vietcong." In a six-page letter to the Selective Service, Ali officially requests a religious exemption. It was turned down. Ali was arrested, found guilty of draft evasion and stripped of his heavyweight title. Ali's signed copy of the letter — once displayed at the Muhammad Ali Center in Louisville, Ky. — realized **\$334,600** at a February 2015 auction.



FOOTBALL

1977 Dallas Cowboys Super Bowl Ring Presented to Harvey Martin

Harvey Martin's 1977 season is considered one of the greatest ever by an NFL player — racking up 85 tackles and 23 sacks, the latter a standing Dallas Cowboys team record. His performance earned him NFL Defensive Player of the Year honors that season. The Cowboys went on to win Super Bowl XII against the Denver Broncos, with Martin named the game's co-MVP. His championship ring realized **\$71,700** in February 2015.



FOOTBALL

1949-53 Vince Lombardi's West Point Coaching Jacket

Sean and Rikki McEvoy last year stopped at a Goodwill store in North Carolina and found a cool West Point sweater they bought for 58 cents. The couple later saw a photo of legendary coach Vince Lombardi (1913-1970) wearing a jacket similar to the one they had purchased. After inspecting their sweater, they found "Lombardi" scrawled on its tag. Sports authenticators verified the sweater belonged to the coach when he was an assistant at West Point in the late 1940s and early '50s before launching his historic career with the Packers. In February 2015, it realized **\$43,020** at a Heritage auction.



GOLF

1942 PGA Championship Wanamaker Trophy Won by Sam Snead

His most glorious days in the storied PGA Championship tournament came in 1942, 1949 and 1951, when Sam Snead (1912-2002) claimed the fabled Wanamaker Cup as victor. The permanent trophy is passed from winner to winner each successive year, but winners keep a 16-inch tall replica. Snead's award realized **\$143,400** in September 2014. The trophy was consigned by Snead's son.



GOLF

1950s President Dwight D. Eisenhower Match-Used Clubs

Many credit the 34th president of the United States with popularizing golf with the general public, and beginning the tradition of the game as the primary hobby of the Commander in Chief. These dozen clubs — four woods and eight irons — were used by President Eisenhower (1890-1969) during his two terms in the White House. The consignor purchased the clubs from the family of Eisenhower's personal instructor. They sold for **\$41,825** in September 2014.



BASKETBALL

1963-64 Oscar Robertson Game-Worn Cincinnati Royals Jersey

It required a career performance to wrench the NBA MVP Award from the grip of big men Bill Russell and Wilt Chamberlain. But under the leadership of coach Jack McMahon, and with the arrival of fellow future Hall of Famer Jerry Lucas, Oscar Robertson (b.1938) posted a season for the ages in 1963-64, recording a career-high 2,480 points and leading the NBA in free throws (800) and assists (868). His Cincinnati Royals jersey from that season realized **\$57,360** at a February 2015 auction.

BASKETBALL

1971-73 Bill Walton Game-Worn UCLA Bruins Jersey

Bill Walton (b.1952) was named College Player of the Year three times, placing him among the greatest collegiate players in basketball history. Under the tutelage of the legendary John Wooden, the superstar center led the Bruins to two Division I national titles before winning another pair of championships with Portland and Boston in the professional ranks. His 1971-73 Bruins game-worn jersey sold for **\$50,787.50** in July 2014.



HOCKEY

1980 'Miracle on Ice' Gold Medal Presented to Mark Pavelich

The 1980 U.S. Olympic Hockey round-robin match between the USSR and the U.S. was expected to be a painfully lopsided affair. Instead, the U.S. team — primarily college kids, nine of them (including Mark Pavelich) members of coach Herb Brooks' University of Minnesota squad — battled back to tie and then win the game, in what's today known as the "Miracle on Ice." The Olympic Gold Medal awarded to Pavelich (b.1958) sold for **\$262,900** at a May 2014 auction.



HOCKEY

1929-31 Eddie Shore Game-Worn Boston Bruins Jersey

Eddie Shore (1902-1985) was among hockey's earliest superstars, helping to popularize the sport in America. The Canadian joined the NHL's Boston Bruins in 1926, and helped the team win their first Stanley Cup in 1929. The Hall of Famer's brown and gold "barber pole" Boston Bruins jersey — which spent eight decades in an Ontario attic — realized **\$119,500** at a February 2015 auction.

Get more from the Intelligent Collector

Stay in the loop with news,
prices realized, and exclusive content.

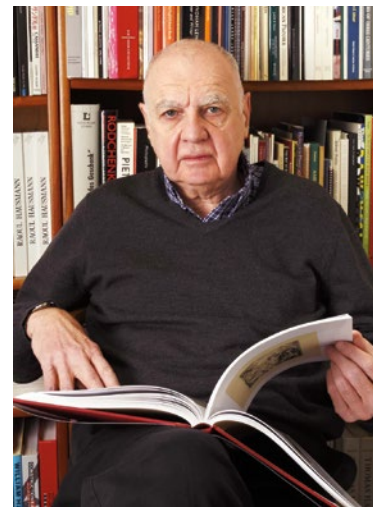
Link, friend and follow us today!



[Facebook.com/IntelligentCollector](https://www.facebook.com/IntelligentCollector)

The Graphic Design Collection of **MERRILL BERMAN**

WITH A KEEN EYE,
PRIVATE INVESTOR HAS
BUILT ONE OF THE
PREMIER TROVES OF LATE
19TH AND 20TH CENTURY
POSTERS, ORIGINAL ART
AND EPHEMERA



Joelle Jensen

By Deborah E. Gimelson

MERRILL C. BERMAN is arguably one of the greatest private collectors active today. Fearless and pioneering, he is probably best known for his collection of 20th century avant-garde graphic design — Dada, Constructivism, Bauhaus—but for the last four decades, he has also amassed deep and vibrant holdings in areas including Cuban film posters, Japanese posters and American political campaign memorabilia.

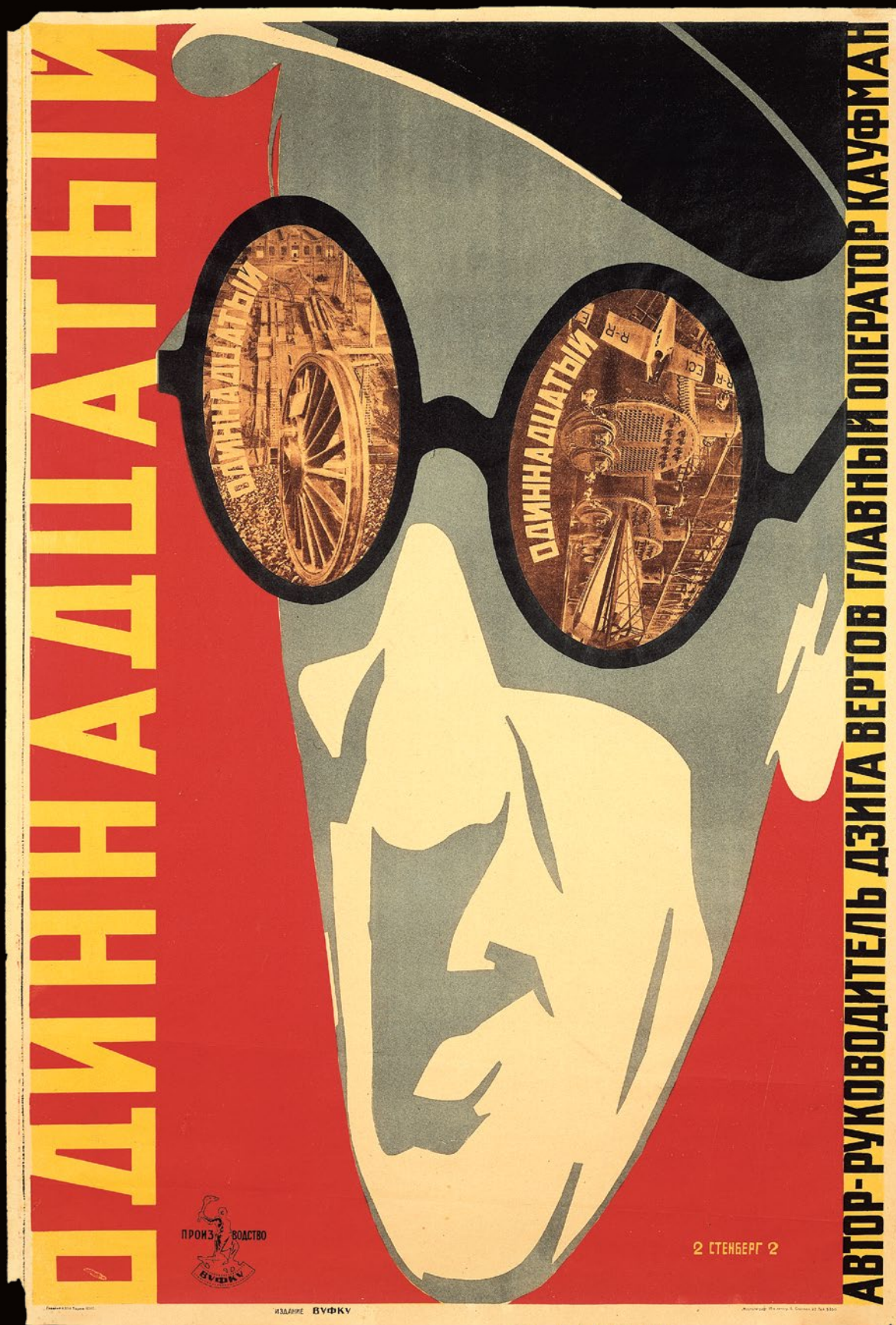
For years, the work he has collected had been overlooked by museums and private collectors. Recently, however, scholars, curators and collectors have begun to recognize what he has known for a while: that without an awareness of graphic design in its most radical and varied incarnations, our understanding of the development of 20th century art is incomplete. Today, Berman's work is regularly requested for loan to museum exhibitions in the United States and abroad. His compendium

of American political campaign memorabilia—buttons, pins, broadsides, ferrotypes and more—is being offered in four sections through Heritage Auctions. It's the first time in 40 years that many of these pieces are available.

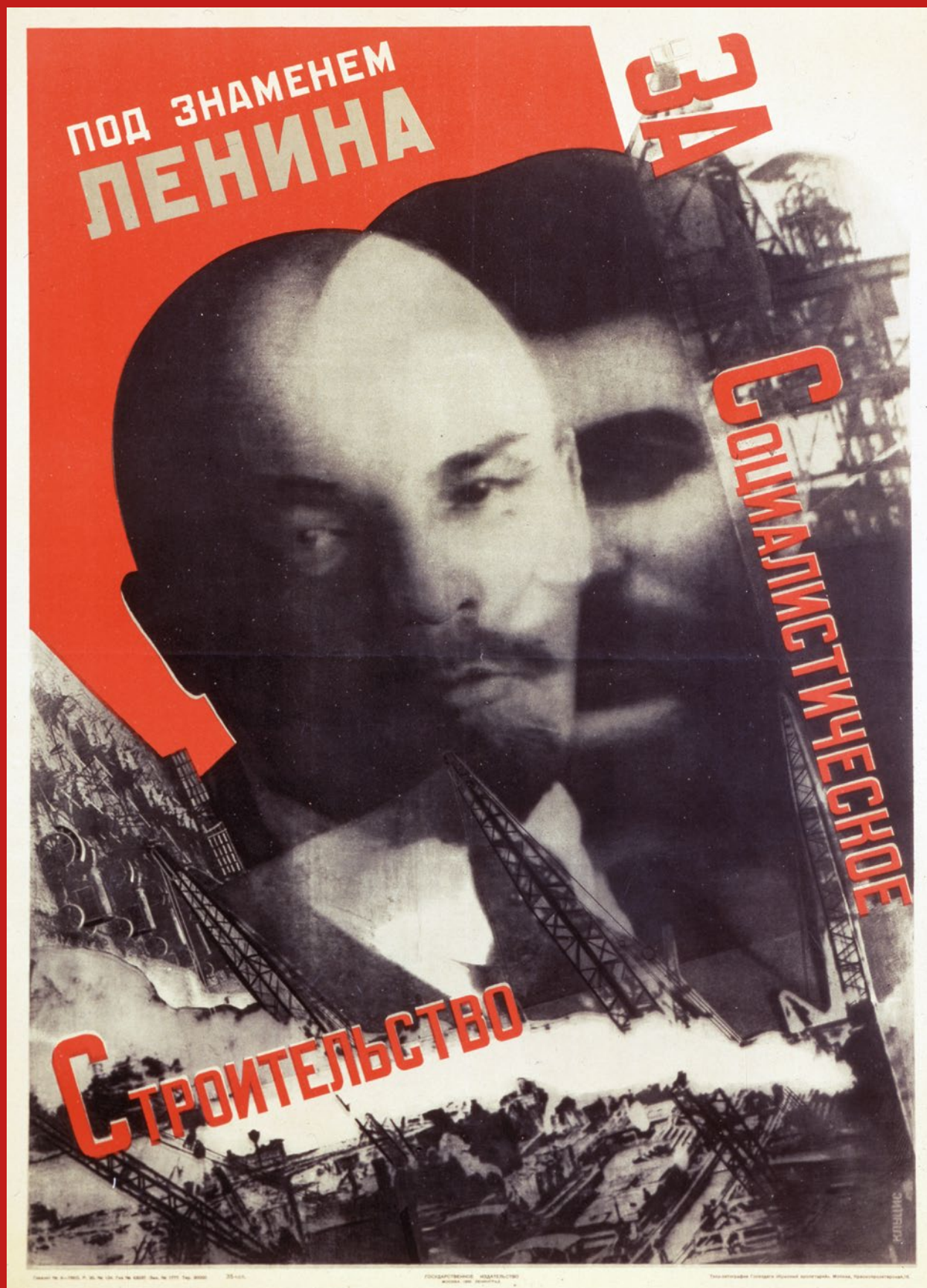
The first auction in February 2015 exceeded expectations. A set of eight ferrotype badges picturing the four tickets of presidential and vice presidential candidates for the 1860 election realized \$58,750. It's believed to be the highest price ever paid at auction for a single lot of political badges.

"Merrill has always come forward when there has been special material," says Tom Slater, director of Americana auctions at Heritage, "and the result is a collection that has become legendary, even mythical."

Starting as a collector of political campaign memorabilia at age 14, Berman later acquired seminal avant-garde graphic works from Europe, America and Japan.



Vladimir Stenberg (1899-1982), Georgii Stenberg (1900-1933)
Odinnadstaty ("The Eleventh"), 1928, Lithograph (poster), 37 $\frac{1}{2}$ x 26 $\frac{1}{4}$ in.
 From the Merrill C. Berman Collection



Gustav Klutssis (1895-1938), *Building Socialism Under the Banner of Lenin*, 1930-1931
Lithograph (poster), 34 $\frac{3}{4}$ x 24 $\frac{3}{16}$ in.
From the Merrill C. Berman Collection



The first of four Merrill C. Berman Collection auctions included this set of eight ferrotypes badges picturing the four tickets of presidential and vice presidential candidates for the 1860 election. It realized \$58,750.

“During the heavy communist era when [Leonid] Brezhnev was running the Soviet Union, it was hard to get things out of the country.”

Many compare his holdings to the graphic art collections of the Museum of Modern Art in New York and the Stedelijk Museum in Amsterdam.

When the Soviet Union dissolved in the 1990s, Berman was able to purchase rare and outstanding posters, drawings and collages created by the most prominent as well as lesser known artists of the Russian avant-garde. Collectors in Europe, Russia and the United States shied from this material, especially when it depicted Soviet leaders such as Lenin and Stalin. “To collect what everybody collects is a matter of resources,” says Manuel Fontán del Junco, director of museums and exhibitions at Spain’s Fundación Juan March who has worked with Berman on numerous exhibitions. “It is a pioneer’s task to anticipate the value of things to come like Berman has.”

Berman is constantly refining his collection as new opportunities present themselves. Trusting his eye and educating himself in new areas when unfamiliar work

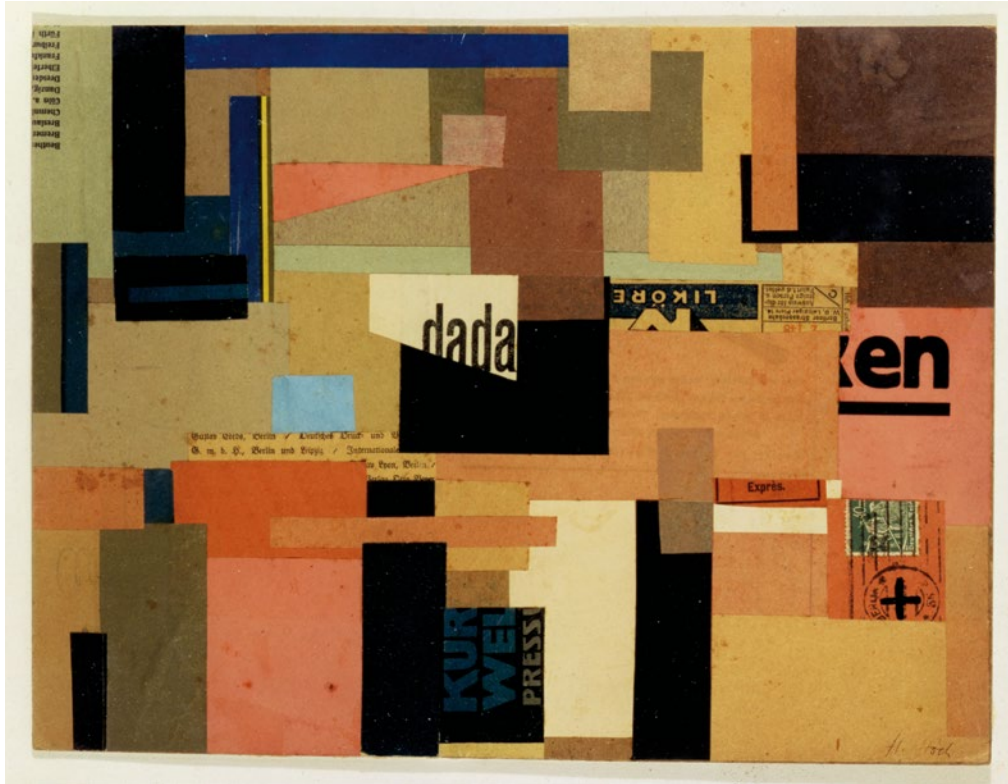
becomes available motivates him to stay on the cutting edge. “Merrill has a unique way of seeing and discovering areas that have not been explored,” says Michael Weintraub, a New York dealer in rare books and works on paper, “and when you are talking about him, you must use the word ‘visionary.’”

How did you get started collecting?

I am from Boston and my father was active in the Massachusetts Democratic Party. He gave the nominating speech for Joe Casey when he ran against Henry Cabot Lodge for the U.S. Senate. I collected political buttons and flyers. I studied printing and typefaces in middle school, which developed my sensibility for graphic material. I took a break from collecting for some years between high school and graduate school. In my late 20s, I turned to collecting art. Through self-education, I built up a very good group of Post-Impressionist, Abstract Expressionist and Photo Realist paintings. After being damaged

Hannah Höch
(1889-1978)
Collage (Dada),
circa 1922

Printed letters, postage
stamp and cut paper
18 $\frac{5}{8}$ x 24 $\frac{7}{8}$ in.
From the Merrill C.
Berman Collection



“By 1978, traveling around Holland, France and Germany, I came across a lot of avant-garde material that families of artists and designers, printers and museums were selling or trading off.”

in the bear stock market of 1973-1974, I was forced to sell off my paintings in order to rebuild my capital and send my kids to college.

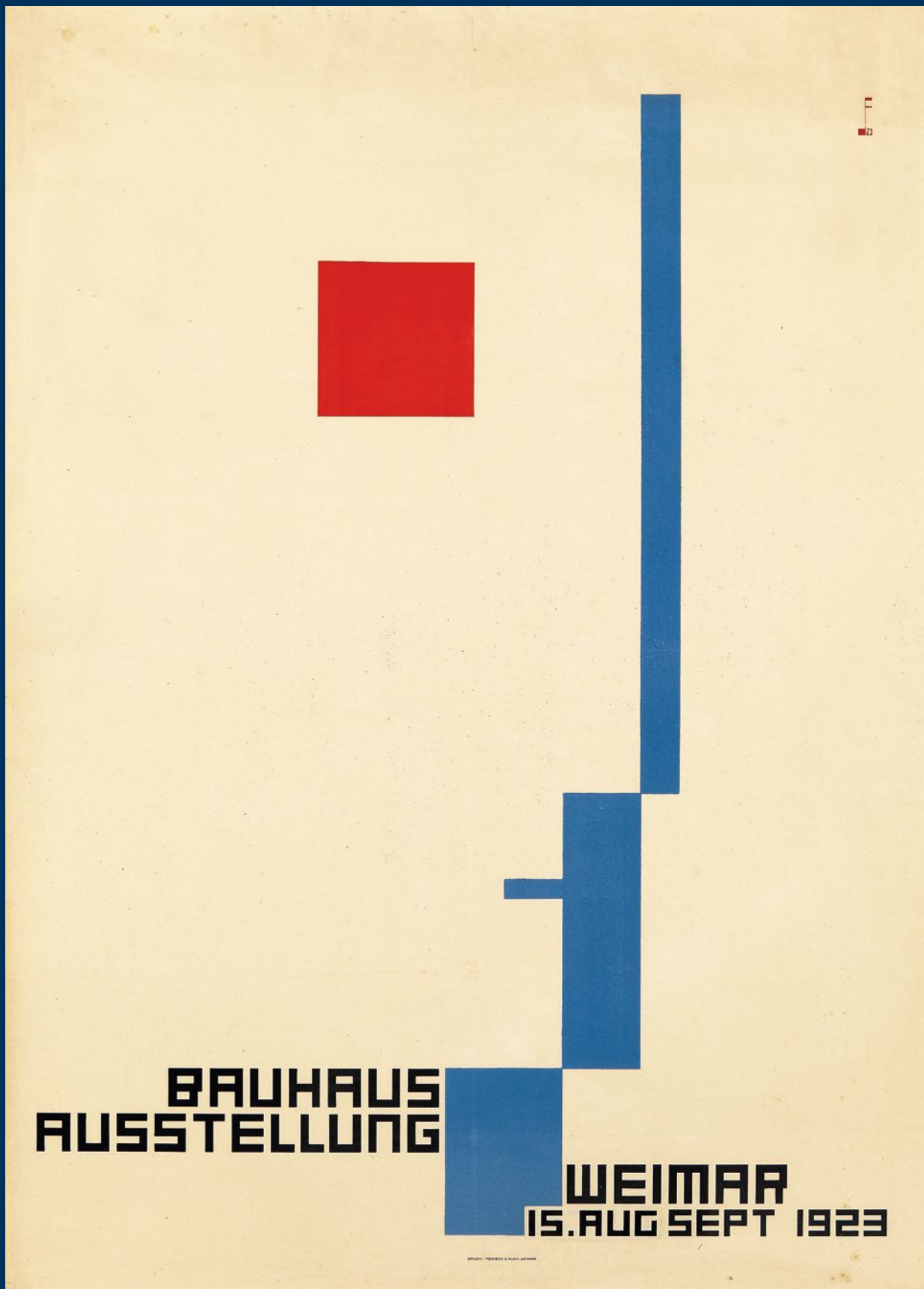
When did you start over?

During my rebuilding phase in the mid-70s, I was exposed to posters during the re-discovery of Art Nouveau and Art Deco in Paris. At the same time, I came across posters from the Vienna Secession, Bauhaus and Russian Avant-Garde. In 1975, I encountered a group of 30 Russian Avant-Garde posters from a left-wing Belgium museum. After significant research, I acquired them. I came to the realization that there could be a huge opportunity to pursue these Modernist works. Design characteristics were totally different than what I had been exposed to at this point. By 1978, traveling around Holland, France and Germany, I came across a lot of avant-garde material that families of artists and designers, printers and museums

were selling or trading off. I built up a network of suppliers and took on the challenge. I realized I could surround a whole area and dominate the field of 20th century graphic design and related material.

Where did this lead?

I was meeting new people. I was self-educating. I was exposed to the best material in Western Europe and America. Russia was a whole different story. There were different phases there. During the heavy communist era when [Leonid] Brezhnev was running the Soviet Union, it was hard to get things out of the country. When immigrants started leaving in the late '70s, small fronts developed in cities like Cologne, London and Berlin. Also in New York, immigrant collectors brought in material with them. In phase two, the market broadened. There was an underground railroad of material flowing into these European cities. One dealer in Paris was the son or nephew



Fritz Schleifer (1903-1977), *Bauhaus Ausstellung Weimar, 15. Aug Sept 1923*
(Poster for the 1923 Bauhaus Exhibition), Lithograph (poster), 39 $\frac{3}{8}$ x 28 $\frac{3}{4}$ in.
From the Merrill C. Berman Collection



Carl Grossberg (1894-1940), *Textile Factory*, 1933
Oil on wood, 19 x 15¾ in.
From the Merrill C. Berman Collection



Lucian Bernhard
(1883-1972)
Manoli, 1910
Lithograph (poster)
27¾ x 37¾ in.
From the Merrill C.
Berman Collection

“I had no prejudices against any kind of material.... Few museums had the all-encompassing approach that I did, and if they got this material, it was often as a gift.”

of a Soviet general. He seemed to have a license to come and go from Russia. I kept moving forward aggressively – collecting posters, ephemera and other art works. The more I learned, the more I realized I needed to expand into related areas like photography, architecture and book design in Russia, Germany and America. I needed the stages of design from the original maquettes, leading up to the final printed product – whether a poster, a book or an advertising leaflet. I had no prejudices against any kind of material. Nothing was insignificant. Few museums had the all-encompassing approach that I did, and if they got this material, it was often as a gift. Most of the Western and European museums were very insular. The Germans looked down on the French material, the French looked down on the art of other countries, and the English primarily kept their focus on England. The Swiss and the Dutch were a little more broadminded since they were smaller, linguistically diverse countries.

Was there anyone you felt had a feel for this material?

There was one very advanced curator in Valencia, Vicente Todolí at IVAM [Instituto Valenciano de Arte Moderno]. He was visionary and aggressive. One of the reasons the Spanish had a different attitude was because the country had been shut down culturally for decades by the Franco regime. They have been in a catch-up mode. I have done many shows in Spain because the Spanish appreciate the kind of art I collect in all its depth and diversity. They have not settled into complacency with the accepted canon, but remain open to the figures of modernism who may not be household names – Fortunato Depero or Aleksandr Deineka, for example. Given the historically media-specific structure of U.S. museums and their tendency to collect known names, an interdisciplinary approach to modernism – photography, graphic design, book design and architecture – by a

Walter Dexel (1890-1973)
Verwende Stets Nur Gas
 (Use Only Gas... Saves
 Work, Time, Money), 1924
 Letterpress (poster)
 20¼ x 26½ in.
 From the Merrill C.
 Berman Collection



“I just have to accept the dictates of fate and the market pretty willingly. My interests are so broad that I can’t get overly focused on any one area.”

fuller panoply of modernism’s protagonists is only beginning to take hold.

Why did you decide to do these sales of your political campaign material now?

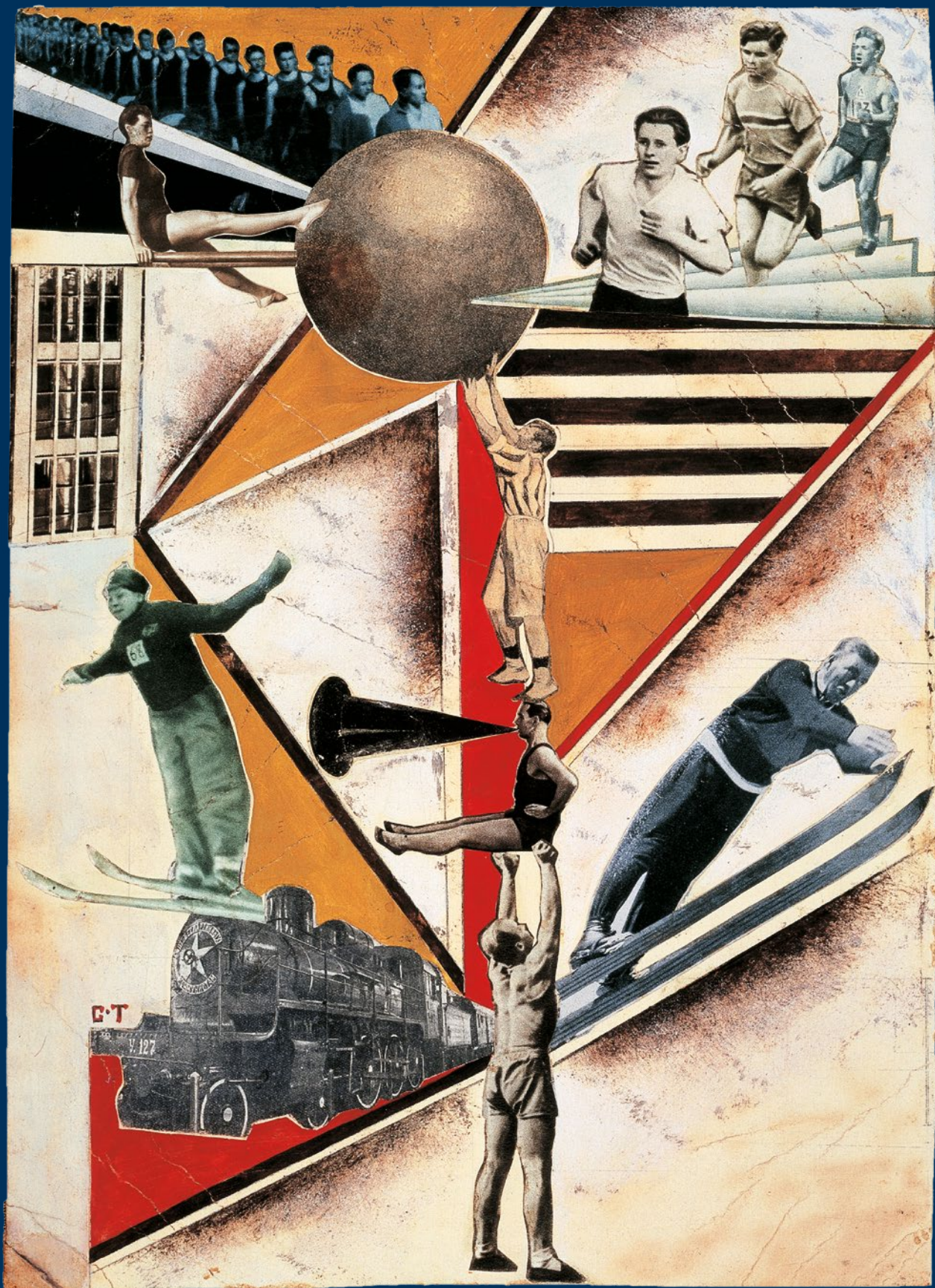
There was too much material in the political collection for the family to deal with. It is a highly specialized market. I had known [Heritage Auctions Americana director] Tom Slater since he was a student at Yale. I started experimenting three or four years ago with selling through Heritage. In consolidating the collection, I realized there was a lot of duplicate material. I first decided to prune it. I did a number of auctions with Heritage and saw how reliable they were.

I also was not building the campaign collection anymore, except with political posters and cause-related material. I liked the ribbons and the graphic paper material more

than the celluloids and ferrotypes. It wasn’t that hard to separate myself from it. I had done important shows and books with the Hudson River Museum and the Abraham Lincoln Library and Museum. I felt I had accomplished what I needed to do with this part of the collection. There were thousands of political buttons and cigar boxes full of material. I realized it wasn’t really appropriate to donate it to universities, and the material was subject to being lost or stolen because it was small. The more I gained confidence with Heritage, the more I wanted to move ahead with selling through them.

Did the auction make you see yourself any differently as a collector?

I didn’t realize that my name had become a brand. When I was [auctioning items] anonymously, it wasn’t the same thing as a collection that hadn’t been on the market for 40 years. The trophy part of the political memorabilia



Solomon Benediktovich Telingater (1903-1969), *Exercise and Sport*, 1929
 Collage with halftone photographs, rotogravure photographs, gouache, colored paper and hand-drawn letters, 12½ x 10½ in.
 From the Merrill C. Berman Collection



Tadanori Yokoo (b.1936), *The City and Design*, *The Wonders of Life on Earth*, 1966
 Silkscreen (poster), 40¾ x 29½ in.
 From the Merrill C. Berman Collection



This 2¼-inch Harding-Coolidge jugate has been called the best of the 1920-24 era. Americana experts believe there are fewer than four known examples. This piece from the Merrill C. Berman Collection sold for \$35,000 in February 2015.

EVENTS

- THE MERRILL C. BERMAN COLLECTION PART II AMERICANA & POLITICAL GRAND FORMAT AUCTION 6132 is scheduled for June 27, 2015, in Dallas and online at HA.com/6132.
- THE MERRILL C. BERMAN COLLECTION PART III AMERICANA & POLITICAL GRAND FORMAT AUCTION 6133 is scheduled for Sept. 26, 2015, in Dallas and online at HA.com/6133.

For information, contact Tom Slater at 214-409-1441 or TomS@HA.com.

collection is in these four sales. That built a brand. That brand can carry on to other parts of the collection. In a way, it felt bad to sell at first, but it made me realize that I was less the owner of this material than its caretaker.

Is there anything you wanted that got away from you, that you might still want?

I just have to accept the dictates of fate and the market pretty willingly. My interests are so broad that I can't get overly focused on any one area. I think in many ways my eye is far ahead of the market. That is part of the problem and the opportunity with my type of collecting. I helped to build and define many of these markets: collage, photomontage, avant-garde posters and ephemera...

I am still moving forward acquiring new material, such as painting by second-generation Italian Futurist, Japanese

and Neue Sachlichkeit artists and cause-related works. Most of my Italian Futurist collection was built in the last five years. This was a by-product of the near collapse of the Italian economy. One has to be continually out in the market. If you get stale, you atrophy and lose interest. Parenthetically, my collection also includes over 1,000 great Japanese posters from the golden era of Japanese design. For me, collecting is a never-ending thing.

DEBORAH E. GIMELSON is a New York writer whose work has appeared in *The New York Times*, *Art + Auction*, *Town & Country* and *Architectural Digest*.



John Azarian in his New Jersey home with his collection of X-Men costumes from the recent film adaptations of the popular comic book series.

51

Elite Collector

Building Characters

REAL ESTATE DEVELOPER **JOHN AZARIAN** BACKS UP HIS LOVE OF CLASSIC TV SHOWS WITH REMARKABLE POP CULTURE ARTIFACTS

Story by Suzanne Gannon | Photographs by Aydin Arjomand

JOHN AZARIAN HAS spent decades building a commercial real estate empire. Yet shopping centers and office complexes are not the only things he's built. His New Jersey home is the site of a three-genre entertainment collection that has taken him more than 20 years to assemble. While his business has yielded a hefty profit,



Batman's Mobile 'Batphone'

The red Batphone was used as Batman and Robin traveled around Gotham in the Batmobile or Batcopter. Azarian's Batphone, dubbed the "hero version" for its use in close-up shots, was acquired privately by the collector four years ago for \$32,000. Noting that an original Batmobile used in the 1960s *Batman* TV show sold for \$4.6 million in 2013, Azarian guesses his phone today would fetch at least \$100,000.

making money is not a motive when it comes to collecting. In fact, he doesn't even recall the prices he's paid for half of his acquisitions — nor does he worry about present-day values.

"I just love this stuff," says the collector of roughly 500 items that would make any bell-bottomed, muton-chopped fan of 1960s or 1970s pop culture swoon. "I've never speculated or looked at things with an eye for investment. I have to have an emotional or nostalgic connection."

Science-fiction, superheroes and 1960s/1970s television shows are the foundations of his collecting interests. When he was 5 years old, he was already watching the *Batman* TV show. During fight scenes, when large, cartoonish words appeared on screen to emphasize the throttling of an evil-doer — *Kapow! Sock! Bam!* — the young Azarian would ask his mom to read the words aloud.

The characters stuck with him, but it would be 25 years before Azarian acquired his first piece. After missing out on the original Batman and Robin get-ups at a Christie's auction — the Caped Crusader's tights and matching cowl; his sidekick's green suede boots and

red vest — he snatched up the complete costumes for \$33,000 when they went on the block in 1990. "They came with impeccable studio tagging and documentation and provenance," he says.

Now displayed in illuminated vitrines on the first floor of his home, the costumes are flagship pieces in an array that includes the costumes of villains such as the Riddler, the Joker, the Penguin and the three Catwomen — Julie Newmar, Lee Meriwether and Eartha Kitt.

Margaret Barrett, Heritage Auctions' director of entertainment and music, underscores the uniqueness of TV and film costumes. "They're tagged in a certain way such that the right ones look right," she says. "There are tell-tale signs for pieces made for stars by expert tailors or wardrobe department staff. A fake usually looks really fake."

Azarian agrees. "A counterfeit Superman costume is easy to spot with a trained eye," he says. "The real one can't be replicated with today's materials."

Personalization also occurs at the hands of the stars themselves. George Reeves — who played Superman in *Adventures of Superman*, the television series that first aired in 1952, and whose costume Azarian acquired



Henry Winkler's 'Fonzie' Jacket

The brown leather jacket worn by Fonzie in *Happy Days* (it appeared black on the TV screen) was purchased for roughly \$8,000 from another 1970s sit-com star — *The Love Boat*'s Jill Whelan, who played the daughter of Captain Stubing. A devoted *Happy Days* and Henry Winkler fan, Whelan received it from *Love Boat* cast members as a birthday gift. When Azarian purchased it, it was accompanied by a letter detailing its history. Another Fonzie jacket is held by the Smithsonian. *Happy Days* aired from 1974 to 1984 on ABC.



Laverne and Shirley's Smocks

The TV sitcom *Laverne & Shirley* ran from 1976 to 1983 and starred Penny Marshall and Cindy Williams as roommates who worked at a Milwaukee brewery. Brewery smocks Marshall and Williams wore — with the cursive "L" on Laverne's — were acquired by Azarian for \$900 each.

Barbara Eden's 'Jeannie' Costume

The costume in which Barbara Eden magically bobbed her head and entertained her darling "Major" in *I Dream of Jeannie* was acquired at auction for \$46,000 in 2000. The lot included the velvet bolero, pants and soft-pleated chiffon bandeau — but not the slippers, head piece or veil. Also in Azarian's collection are the uniform worn by actor Larry Hagman and Jeannie's bottle. He obtained the bottle from the family of the prop-master on the show, which aired from 1965 to May 1970.





Captain Kirk's Pilot Laser Rifle

The one-of-a-kind Kirk Pilot Laser Rifle was featured in the second pilot episode of *Star Trek*, which debuted in 1966 and ran for three seasons on NBC. Extensively documented, the weapon resulted from a protracted exchange of drawings and blueprints between series creator Gene Roddenberry and a toy manufacturer. The licensing agreement, however, was never implemented, making the rifle particularly coveted. Azarian says he paid \$235,000 for it a year ago.



William Shatner's 'Star Trek' Costume

An assortment of *Star Trek* jerseys and trousers includes a tunic worn by Captain Kirk and autographed by actor William Shatner. It was purchased along with Kirk's "extremely rare" trousers and boots, and features decorative applique on the wrists called "rank braids." They were removed when the piece was dry-cleaned and then re-applied. The set was purchased at auction about a year ago for \$28,000.



Lynda Carter's 'Wonder Woman' Costume

The *Wonder Woman* costume, including tiara, wrist cuffs, star-spangled body suit, lasso and red boots, was purchased at auction for \$22,000 in 1997. Azarian also owns the "Aquanaut" leotard Lynda Carter wore when swimming under water. He purchased it from a private collector for \$20,000. The show aired from 1975 to 1979.



Gilligan and Skipper's Hats

Hats worn by the Skipper (Alan Hale Jr.) and Gilligan (Bob Denver) on *Gilligan's Island* were purchased in 2000 from a private collector. Gilligan's hat cost Azarian \$12,500; the Skipper's \$7,000. The show ran for three seasons on CBS beginning in 1964.

Maxwell Smart's Shoe Phone

The telephone embedded in Maxwell Smart's shoe is one of the most famous spy gadgets in TV history. Azarian bought his shoe phone (one of perhaps no more than five made for the show) from Ellis Props, a Hollywood prop house that has since closed. Starring Don Adams, *Get Smart* ran from 1965 to 1970.



'Lost in Space' Spaceship

The four-foot-wide *Lost in Space* Jupiter 2 spaceship was acquired in 2001 from a private collector for \$62,500. The "hero" model is one of two known to exist from the original TV series, which ran on CBS from 1965 to 1968. Azarian says his is the better example because its original landing legs are intact (though not shown in the photo).



directly from show producer Whitney Ellsworth – made a practice of burning his ensemble at the conclusion of each season to avoid being typecast as the sculpted superhero. But Reeves did preserve the emblematic letter "S," which he often presented to hospitalized children.

Staying With the Family

Like many collectors, Azarian is aware the Internet has dramatically impacted collecting. "Twenty years ago, there was no competition for this stuff. Now it's white-hot. Back in the day," he says, "there was a close network of people collecting. Now with the Internet, things are being made available overseas, and wealthy Chinese and Japanese are now the competition. Plus, the Baby

Boomers are aging and they now have the means to purchase pieces of nostalgia."

Will any of Azarian's competitors be able to purchase pieces of their past from the man who guards them as his own? The smitten hobbyist says he's not selling. And despite his best efforts to keep the collection in the family, his four children have not yet been bitten by the bug.

"When I am gone, it will be up to my wife and kids to decide," he says. "We really haven't talked about this in detail except to joke that when I am gone, I know they will immediately sell everything."

SUZANNE GANNON is a New York-based writer whose work has appeared in *The New York Times*, *The Wall Street Journal* and *Art + Auction*.

COLLECTING WITH A PUNCH

HOLLYWOOD PRODUCER **SETH ERSOFF**
CHASES THE ARTIFACTS OF 'DISRUPTERS'
LIKE MUHAMMAD ALI AND JOHN LENNON

Interview by Hector Cantú | Photographs by Axel Koester

SETH ERSOFF IS a child of the 1970s and he celebrates that fact almost every day. Musicians, actors and athletes such as John Lennon, Paul Newman and Muhammad Ali are the heroes of his boyhood, so it's no surprise that they form the foundation of his collections.

"A lot of collectors reach back to the things that appealed to them in their youth," says the Hollywood producer. "We're a product of the age that defined us, and I grew up with Bruce Lee, Elvis Presley and Muhammad Ali. Those are the people who fascinated me."

He's been lucky enough to meet several of his heroes in person. In the 1970s, as the son of a Miami newspaper editor and an attorney, he attended a gallery showing of works by Andy Warhol. "I took two cans of Campbell's soup for him to sign," Ersoff says, "and I was nervous about whether he would sign them or not. Not only did he sign the cans, but he ended up giving me a set of portfolios. Looking back, I think those were the first things I collected."

Today, Ersoff curates an eclectic collection that includes sports memorabilia, fine art, music memorabilia, photographic prints and vintage timepieces.

In February 2015, he made international headlines when he auctioned the gloves worn by Ali and Sonny Liston in the famous 1965 "Phantom Punch" bout — often called the most controversial sports event in history. The lot realized \$956,000, tied for the most valuable sports memorabilia lot ever sold by Heritage Auctions.

We visited Ersoff at his Beverly Hills home to discuss his collections and his focus on celebrities, artists and athletes he considers "disrupters."

What do you remember most about meeting Andy Warhol?

I was in junior high school, probably 12 or 13 years old. My mom knew the gallery owner. It was the Barbara Gillman Gallery in Miami. They were having an exhibition and Andy was there. Later that evening, Barbara Gillman took Andy and his group to dinner and he wasn't so interested in the adults. He actually spent the evening talking to me! He invited me to visit The Factory in New York.



Muhammad Ali's plaster fists were used to manufacture sculptures in 1998. "They are the only legitimate set of life castings of Muhammad Ali's fists," Ersoff says.

"This material ... particularly appealed to me because I saw something unique in it," Ersoff says of the questionnaire answered in handwriting by John Lennon.

3. Who was the most influential person in your life?

me.

4. Do you enjoy watching Television? and if so, what is your favorite show?

i love T.V.,
i seldom watch one show
all the way thru,
- Monty Python,

1. Are you presently working on an album, and if so, what kind will it be?
Will you be using the Reggae sound Again?

until its on tape i never know
what it will be.

2. Do you plan on writing any more books in the future? Would you ever consider writing an autobiography about yourself, and your career as a Beatle?

yes, i have been writing, but not
an autobiography,
i've noticed that people tend to Die
after writing their life story!

hi Stuart.



Johanna
78

9. Today, how do you associate to the following, described in one word?

New York:

great

Elvis: ~~fat~~ fat ~~stupid~~

Ringo: friend

Yoko: love

Howard Cosell: hum

George: lost

Boatlegs: good

Elton: nice

Paul: extraordinary

Bowie: thin

M.B.E.: shit

John: great

10. Is there any advice that you can give to the teenagers of today?

grow up!

- read Sugar Blues by

~~with the best of friends~~

ojo

It was a
pleasure,
hope ya dig it.

Johanna

Thank you very much for
your time and consideration.

“One of my first important watches was a stainless steel Paul Newman.... I bought it for \$5,000 and thought I was a genius when I sold it for \$8,000.”

Did you go?

I never did go, but I did have dinner with him again several years later, and we all went out to the same Cuban restaurant.

You're very proud of your questionnaire with John Lennon's hand-written answers. When did you acquire these pieces?

I would say 13 or 14 years ago. They were written just before he died. It's the last printed interview he did, and the quotes are so insightful ... his opinions, his thoughts on the other Beatles, what was important to him, who influenced him and what he wanted to do with the rest of his life. He wanted to be with his son. He valued time. He didn't want to write an autobiography because he said people tend to die after they write their life story. I was specifically looking for John Lennon material at that time, but it was this material that particularly appealed to me because I saw something unique in it. And I love the fact that he didn't do it for *Rolling Stone* magazine or some big publication. He did it for some young kid who simply asked him for an interview. Six pages. How cool is that?

The Bruce Lee Game of Death outfit you acquired sits in a pretty prominent place in your home. It's practically the first thing you see when you walk in.

To my wife's dismay! I guess it goes to the theory of my collection, which is the disrupters, whatever the field, be it fine art or entertainment. John Lennon, Sid Vicious, Elvis Presley, Muhammad Ali and certainly Bruce Lee. He changed everything. I don't think there's a more symbolic piece of memorabilia relative to Bruce Lee than the yellow jumpsuit he wore in *Game of Death*. Those are the kind of pieces I go after, similar to the Muhammad Ali gloves from the Phantom Punch fight that I sold. They were tied to that famous photograph of Ali hovering over Sonny Liston, saying, "Get up! Get up!" That's what people remember, the same way that

when people think of Bruce Lee, they see him in that yellow outfit. It's an important piece because it's tied to some seriously iconic imagery.

How did you acquire the jumpsuit?

It was really a matter of fortunate timing. It was just after the banking recession and it was in an auction and it didn't sell, so I called and made a post-auction offer, which the consignor accepted. Many times at auction you get lucky.

You also have a gold Rolex Cosmograph Daytona. These were first manufactured in the early 1960s, and known as the Paul Newman watch.

I traded some art for it about 10 years ago. One of my first important watches was a stainless steel Paul Newman that I bought in the late '80s when I was still in law school. I bought it for \$5,000 and thought I was a genius when I sold it for \$8,000. The reality is it was a model Paul Newman liked to wear, but it wasn't all that popular at the time, so Rolex didn't manufacture a lot of them. Well, now, they are incredibly popular.

Your gold Paul Newman can easily get an auction estimate of at least \$100,000.

At least. They're incredibly hot right now.

You have a Fabergé match holder in the form of an elephant that you found at an estate sale?

That was the estate of a premier ballerina of the 1930s, from the Moscow Ballet. Her name was Tamara



Ersoff acquired Bruce Lee's Game of Death jumpsuit in a 2010 post-auction buy. "Many times at auction you get lucky."



Seth Ersoff's gold Paul Newman Rolex Cosmograph could easily surpass \$100,000 at auction. "They're incredibly hot right now," he says.

Toumanova. She was this beautiful woman who came here and became an actress. She starred in the movie *Days of Glory* with Gregory Peck. There was an estate sale shortly after she died. It wasn't a fancy house. I bought a lot of her silver. There was an individual who had gone through the sale, and when he went to pay there was a cash box and underneath the table there were these odd knickknacks and this elephant. So the guy asked how much and they told him \$5, and he bought it. I recognized it as a piece of Fabergé. I met him the next day and I paid him several thousand dollars for it. Christie's just sold a very similar one for close to \$200,000.

When this person walked away with it, you must have been extremely disappointed.

My heart sank. I thought I knew what it was and when I looked at it, I certainly knew what it was. I tried to contemplate how I could go about obtaining it. I knew who the buyer was and I knew he had a store. So I showed up at his store over the weekend and made a deal for it.

I know you don't like to say you collect houses, but you've purchased a few homes by architect Paul Williams, one of this country's most important African-American architects. When did you buy your first Williams house?

About 1998. I've always done a lot of research into artists and architects, especially California architects, and I was fascinated by Paul Williams. When I found my first Williams home on Mulholland Drive, I was looking for a house for myself and I purchased it. That was probably nine houses ago and at least three Paul Williams' houses ago. Now, you have a hard time finding them, because California real estate is off the charts, and Paul Williams' houses are extremely coveted.

So you consider a home a piece of art, just like a painting?

A piece of art you can live in! I live in a Paul Williams house right now. It used to belong to Jack Palance, and later Stuart Rosenberg, who directed *Cool Hand Luke*, my favorite movie of all time. My wife [attorney] Victoria probably wouldn't be surprised if she came home from a long trial and found everything packed in moving boxes because I found another great house to restore. She's amazingly supportive. We've been super fortunate. We restored the former homes of Gregory Peck and Boris Karloff, among others. There's some great energy that comes with that.

You have a set of Muhammad Ali's fists in plaster. Explain how you acquired these?

They were used in 1998 in a process to manufacture bronze, sterling silver and stainless steel sculptures.

"Everybody always says, 'Buy the best you can afford.' I don't believe that. What does that mean anyway?"



Artist Elliott Arkin unveils the plaster fists of Muhammad Ali with the boxing legend in 1998.

“[Disrupters] are people who thought differently, who acted differently, with Ali being the perfect example.... They are the people who shook up the world.”

And how did you acquire them?

The original owner conceptualized the idea of casting Muhammad Ali's fists in bronze. The plasters were a process in order to make these sculptures that he wanted to sell to individuals. He had a great idea, but he wasn't a marketing guy. That's really my thing. Well, I knew the artist who cast the fists, Elliott Arkin. An amazing artist. He called me and said there's this opportunity, would you be interested? Not only was I interested in buying all the bronzes, but what really got me is that I understood the original life casting of Ali's fists in plaster ... *that* was the real value item. I rushed out and put together a small partnership and we acquired all of the Ali molds, castings, autographs and rights.

Any idea what these plaster fists are worth?

There's no way to tell, but I would put them in the same range as the Muhammad Ali gloves from the Phantom Punch fight. They are the only legitimate set of life castings of Muhammad Ali's fists.

You consider Muhammad Ali a “disrupter.”

Explain the concept of disrupters and how they shape your collections?

These are people who thought differently, who acted differently, with Ali being the perfect example. He stated it

himself when he said, “I shook up the world.” They are the people who shook up the world. They changed the rules. It's what John Lennon did. The same with Warhol and Bruce Lee and Johnny Cash. They weren't playing by convention. They were saying, “Hey, I'm going to do things my way like it or not.” They had their own voice. I think that with time, people look back and say, “I get it now.” That's what makes them all the more desirable.

What advice do you have for young collectors?

Everybody always says, “Buy the best you can afford.” I don't believe that. What does that mean anyway? What is the best? Is it what someone else says is the best? Is it what's in style or most desirable today? That's a race only one guy can win. I say the fun with collecting is the passion involved with the chase, whatever the category. With me, it's art, sports, entertainment. If you're lucky and reasoned, then those items just might become the “best.” If not, then they remain things you get to love and surround yourself with. William Blake said it best: “The fool who persists in his folly becomes a wise man.”

HECTOR CANTÚ is editor of The Intelligent Collector.

My Favorite Things

VINTAGE GUITAR SPECIALIST
MIKE GUTIERREZ EXPLAINS WHY
THESE 5 TREASURES ROCK

IT'S SAFE TO say that Baby Boomers are marching to the beat of their own drum. Or maybe more precisely, strumming the guitars they've dreamed about. They, no doubt, are contributing to the surging vintage guitar market.

My first *real* instrument was a 1957 Fender Precision. Even back in the 1970s, serious musicians preferred the better-constructed older guitars. Today, while collectors continue pursuing guitars autographed or played by legendary musicians (think Jimi Hendrix, Elvis Presley, Bob Dylan), a strong focus remains on those classic, early editions – iconic and rare guitars that broke new ground or those that have a unique role in music history.

Here are some of the rarest, most popular vintage guitars I've handled in recent years.

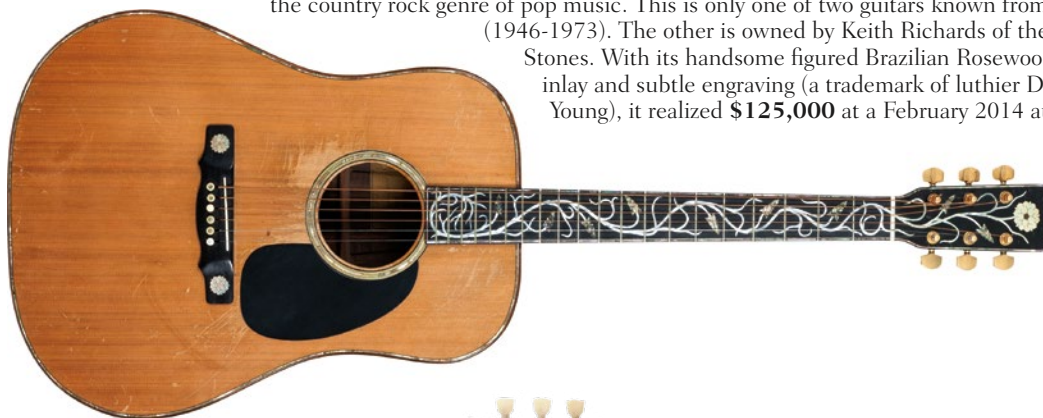
1949 Bigsby Birdseye Maple Solid Body Electric Guitar

Paul Bigsby (1899-1968) built very few guitars and many of them are sadly gone. This guitar was a revolutionary instrument that had incredible influences on most of the solid-body electric models that followed, including those of legendary builder Leo Fender. This Bigsby Birdseye is one of the rarest and earliest, possibly the fourth one made. It sold for **\$266,500** at an April 2012 Heritage auction.

MIKE GUTIERREZ is consignment director for vintage guitars and sports memorabilia at Heritage Auctions. He has appeared as an appraiser on PBS's Antiques Roadshow. He can be reached at MikeG@HA.com.

Gram Parsons' 1972 David Russell Young Dreadnought Guitar

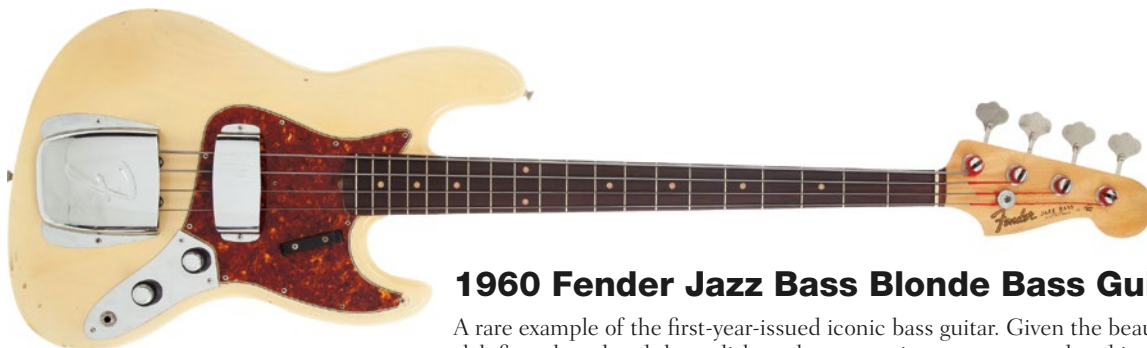
An incredibly significant guitar from one of America's finest singer/songwriters and the originator of the country rock genre of pop music. This is only one of two guitars known from Gram Parsons (1946-1973). The other is owned by Keith Richards of the Rolling Stones. With its handsome figured Brazilian Rosewood and intricate inlay and subtle engraving (a trademark of luthier David Russell Young), it realized **\$125,000** at a February 2014 auction.

**Gibson 1959 Les Paul Standard Sunburst Left-Handed Guitar**

This classic guitar was owned for years by tennis star and longtime guitar enthusiast John McEnroe. This instrument has so many things going for it. First, it is a rare lefty, one of only two made in 1959. In addition, it's a Sunburst, the No. 1 choice of discerning Les Paul collectors. It realized **\$194,500** at an October 2012 auction.

**1960 Fender Jazz Bass Blonde Bass Guitar**

A rare example of the first-year-issued iconic bass guitar. Given the beautiful slab fingerboard and the stylish neck contour, it was custom ordered in a rare blonde color. Condition shows it's been well played, as it should have, and still retains its bright, original hue. It sold for **\$23,750** in February 2014.


**1941 Martin D-45 Natural Acoustic Guitar**

Elements that make this rare and collectible are here: first-rate materials that are no longer available and extremely fine workmanship. Additionally, there were only 24 D-45s built in 1941 (in batches of six), so it had a limited run. It's arguably the first guitar of the 20th century to gain widespread collector popularity, with demand beginning just 20 years after initial production. The guitar shown here realized **\$110,500** at an April 2013 Heritage auction.



12 High-Ranking Kiowa Men
Julian Scott ledger Artist B (Ka'igwu [Kiowa])
Kiowa and Comanche Indian Reservation, Oklahoma
Pencil, colored pencil and ink on paper
From the American Indian Art Collection of Charles and Valerie Diker





Indigenous Beauty

MASTERWORKS FROM NEW YORK COLLECTORS **CHARLES** AND **VALERIE DIKER** AFFIRM CULTURAL VALUES AND EXPRESS REFINED AESTHETIC SENSIBILITIES

THE AMERICAN INDIAN art collection of Charles and Valerie Diker has been called one of the largest and most comprehensive in private hands.

Now, 120 masterworks from the Diker collection—representing tribes from across the North American continent—are on a nationwide museum tour. “Indigenous Beauty: Masterworks of American Indian Art from the Diker Collection” opens at the Amon Carter Museum of American Art in Fort Worth on July 7 and runs through Sept. 13. Admission is free.

“Charles and Valerie Diker are collectors and stewards of exceptional works of art from all corners of native North America, and audiences will be awed by the transformative spirit of creativity of the First Peoples whose ‘art schools’ were their families and communities,” says Barbara Brotherton, curator of Native American Art at the Seattle Art Museum. “This traveling exhibition and accompanying catalog will invigorate new perspectives and rich discussion about the ways in which these objects affirm cultural values and express refined aesthetic sensibilities.”

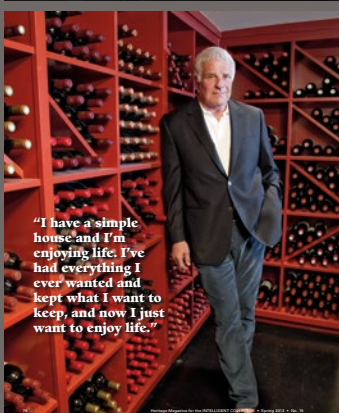
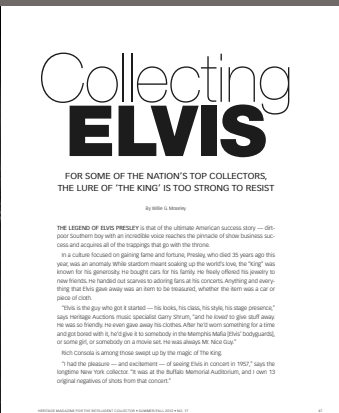
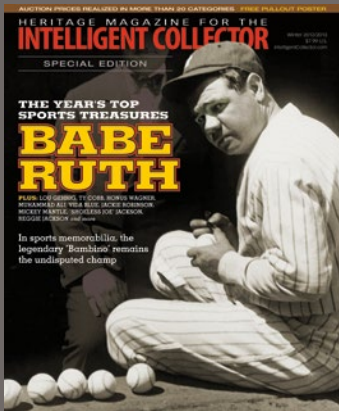
Exhibition visitors are reminded that there is not just one North American Indian culture but hundreds of unique groups whose languages, mythologies and customs have evolved over



Basket bowl, 1907
 Louisa Keyser
 (also known as
 Datsolalee, Washoe)
 Carson City, Nevada
 Willow shoots, redbud
 shoots, bracken fern root
 From the American
 Indian Art Collection of
 Charles and Valerie Diker



Situliu (Rattlesnake)
 Katsina, 1910-30
 Zuni, New Mexico
 Cottonwood, pine, gesso,
 pigment, dyed horsehair,
 cornhusk, cotton cord
 From the American
 Indian Art Collection of
 Charles and Valerie Diker



THE AWARD-WINNING MAGAZINE FOR
THE WORLD'S MOST PASSIONATE COLLECTORS

HERITAGE MAGAZINE FOR THE INTELLIGENT COLLECTOR®

RECEIVE THE NEXT 3 PRINT
EDITIONS FOR ONLY \$21

ORDER TODAY TO LOCK IN THIS SPECIAL PRICE

With each issue, *Heritage Magazine for the Intelligent Collector* gives readers priceless insights into the vintage collectibles and fine art that matter most to the world's most passionate collectors.

- INSIGHTFUL INTERVIEWS AND FEATURES
- FULL-COLOR PHOTOGRAPHY
- COLUMNS BY TOP EXPERTS
- AUCTION PREVIEWS AND PRICES REALIZED
- 39 COLLECTING CATEGORIES COVERED

SUBSCRIBE NOW

- Just \$7 an issue (3 issues for \$21)
- **BEST OFFER:** Order the next 6 issues for only \$36 and save almost \$12 off the cover price

WAYS TO ORDER

- Call Customer Service at 1-866-835-3243
- Subscribe online at IntelligentCollector.com

Heritage Magazine for the Intelligent Collector is published four times a year. The cover price is \$7.99. Offer good in U.S. and Canada only. All payments in U.S. funds. Your first issue will mail 8-12 weeks from receipt of order. We never sell our mailing list to third parties.



Water jar, ca. 1150
Ancestral Pueblo,
New Mexico
Clay, slip
*From the American
Indian Art Collection of
Charles and Valerie Diker*



Figure (Pendant?), 3rd-13th century
Ancestral Columbia River people,
Washington State or Oregon
Antler
*From the American Indian Art
Collection of Charles and Valerie Diker*



Boy's shirt, ca. 1870
Apsáalooke (Crow), Montana
Hide, glass beads, cotton fabric,
wool cloth, sinew, cotton thread
From the American Indian
Art Collection of Charles
and Valerie Diker



Valerie and Charles Diker
at the Smithsonian's
National Museum of
the American Indian
20th Anniversary Gala
last year in New York.

the centuries, says Andrew J. Walker, director of the Amon Carter. "The comprehensive nature of the Dikers' collection allows for this broad view of Native American art in all its complexity and historical specificity."

The exhibit is organized by the American Federation of Arts. After closing at the Amon Carter, it travels to the Michael C. Carlos Museum at Emory University in Atlanta (Oct. 8, 2015-Jan. 3, 2016) and the Toledo Museum of Art (Feb. 14-May 11, 2016).

The Dikers are lifelong New Yorkers and began collecting art in the late 1950s, focusing primarily on modern American and European painting and sculpture.

Their collection of American Indian art is integrated in their Manhattan home, juxtaposed with paintings by Robert Rauschenberg and Joan Miró. Items from the couple's collection have previously been exhibited at the New York facility of the Smithsonian's National Museum of the American Indian.

If your collection is touring the nation, send information to info@IntelligentCollector.com.



Michael Jantze

The Ultimate Plan

THERE'S NO REASON YOUR CAREFULLY CURATED COLLECTION SHOULD LEAVE YOUR HEIRS STRESSED AND VULNERABLE

By Danielle Arnet

YOU ARE AN intelligent, discerning collector. You've learned how to protect and store your treasures. Obviously, you've put a lot of thought into buying smart. Insurance? Already done.

You have, with much thought, found expert sources to consult when expertise is needed. Your collection of coins, sports memorabilia, dolls, comic books, paintings or automobiles was built wisely. In sum, you're satisfied that you have all the necessary bases covered.

But have you thought one step ahead? What happens to your carefully curated treasures when you pass on

to that that great antiques market in the sky?

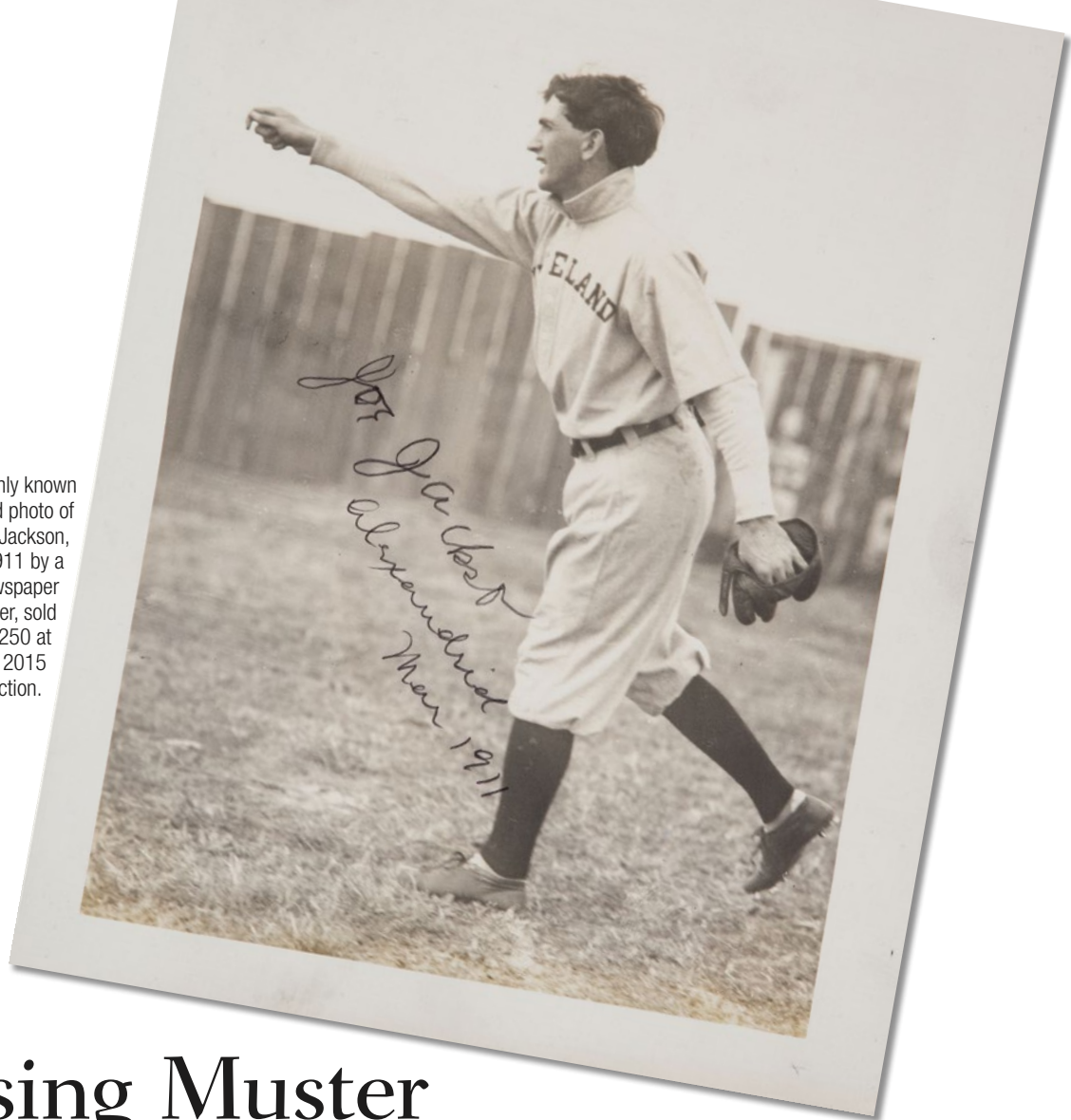
To be blunt, it's just not fair to dump these lovingly gathered objects on those left behind. Faced with an accumulation of goods they know nothing about, and often don't understand, many surviving spouses or children are justifiably overwhelmed. To them, it's just *stuff*, another stressor at a bad time. The first impulse for some is to sell or otherwise unburden themselves. Unfortunately, many do exactly that. Panic leads to disposing of treasured valuables for ridiculously low sums.

That's how items gathered selectively over time end up in house or estate sales, where they are snapped up by savvy pickers or dealers for a fraction of market value. The next time those items sell, you'd better believe they will make money for someone. You certainly don't want your heirs to be the losers in this scenario.

Bottom line, any intelligent collector should prepare for the hereafter while upright and still actively buying.

Mark Prendergast, director of trusts and estates at Heritage Auctions, knows all about selling tangible assets. He's seen it all, and in myriad

The only known autographed photo of "Shoeless Joe" Jackson, shot in 1911 by a Cleveland newspaper photographer, sold for \$179,250 at a February 2015 Heritage auction.



Passing Muster

PROVENANCE, SCIENCE HELP AUTHENTICATE ONE OF THE HOBBY'S MOST IMPORTANT 'SHOELESS JOE' JACKSON DISCOVERIES

By Donn Pearlman

THE PROVENANCE OF an artifact certainly can add value and even be a major factor in determining its authenticity.

The "back story" played an important role in a widow's century-old baseball photograph which sold for \$179,250 at a Heritage sports collectibles auction in February. It was shot by a *Cleveland Plain Dealer* newspaper photographer and kept in recent years in a trunk at the foot of a bed. The 1911 photograph of then-Cleveland outfielder "Shoeless Joe" Jackson (1887-1951) tossing a baseball is autographed by Jackson, who rarely signed his name because he was illiterate.

"Jackson was deeply embarrassed about his inability to read," says Chris

Ivy, Heritage's director of sports auctions. "Certainly the immediate reaction upon seeing any Joe Jackson autograph, particularly in this format, is skepticism, so our vetting of the piece was particularly stringent. But, as the story unfolded, it became clear that the prospect of the piece being a forgery was essentially nil."

The autographed Jackson photograph and 60 other photos, all of them personally signed by early 20th century baseball players including Hall of Fame members Napoleon Lajoie, Christy Mathewson and John McGraw, were shot by *Cleveland Plain Dealer* photographer Frank W. Smith. They were kept in Smith's personal scrapbook for decades.

Most of the photos were snapped at the Alexandria, La., spring training grounds of the Cleveland Naps in 1911. The team would be renamed the Cleveland Indians in 1915.

Jackson played for Cleveland from 1910 to 1915, and then for the Chicago White Sox. Although he had impressive statistics in the 1919 World Series, Jackson was one of the eight players banned for life from baseball because of the "Black Sox" scandal involving attempts by some team members to throw that series.

"Shoeless Joe Jackson almost always avoided signing his name, except when absolutely necessary on official documents like bank documents and legal forms, which make up the bulk of the



The ProScope Micro Mobile microscope allows PSA/DNA authenticators to closely examine tiny details of autographs, such as ink and signature flow.

tiny known population of his existing signatures," Ivy says. "More than likely, a good degree of gentle coaxing was required to get Jackson to sign the photo back in 1911. He essentially knew how to 'draw' his autograph, but he didn't know what the letters meant. His signature was the only writing he knew."

The album of old photos was consigned by Sharon Bowen, the widow of William Bowen of Cleveland, who purchased the scrapbook directly from photographer Smith's family five years earlier.

"Bill knew the Smith family well and he was never pushy with them in any way at all," Sharon Bowen recalls. "He knew it was a gem when he saw the photo scrapbook and told the family if and when the time came that they ever wanted to sell it, please contact him. He knew about all things sports, especially Cleveland, and he really loved that scrapbook. We used to keep it in a trunk at the end of our bed so he could take it out and look at it whenever he wanted to."

EXTRAORDINARY PROOF

The origins of the photographs played an important part in their authentication.

"It would have been a much more challenging authentication had the [Jackson] photo not been part of a large collection of never-before-seen period photographic prints, each one signed by members of the 1911 Cleveland Naps and New York Giants," Ivy

says. "The formation of the Jackson signature was a perfect match to other examples, but it was the context of finding it within the full collection that was the key to our certainty."

In most cases, Ivy says, the authentication of autographs is as simple as submitting to the leading authentication services, PSA/DNA Authentication Services or James Spence Authentication. "But extraordinary pieces sometimes demand extraordinary proof," Ivy adds. "It's rare to be able to verify any century-old signature to this level of certainty, which is a big part of the reason that the sale price was so strong."

"I was obviously skeptical about the Jackson signature at first," says Steve Grad, principal autograph authenticator at PSA/DNA and an expert consultant on the History channel's popular *Pawn Stars* program. "The Jackson and other photographs were personally brought by Chris Ivy to the PSA/DNA offices [in California]," Grad says, "and I treated the Jackson signature like any other."

He examined the autographs close up using a ProScope Micro Mobile, a high-resolution handheld microscope that connects to his iPad. The microscope enlarges details of the autographs. He also placed the signed photos under the lights of a VSC400 Video Spectral Comparator to look for any odd stops, starts or tremors in the signature.

Grad then compared the autographs with PSA/DNA's digital archive examples of over 140,000 genuine

signatures and forgeries stored on the iPad. More than two dozen known, valid examples of Jackson's signature are in the files. "What struck me about every piece in this scrapbook is that they were all flawless and in perfect condition," Grad says. "The scrapbook had been preserved quite well. I was impressed."

Below Jackson's signature, photographer Smith added the notation: "Alexandria Mar. 1911" to indicate where and when the photo was taken.

"The consignor located handwritten postcards from Frank Smith, which allowed us to match his handwriting to the notation below Jackson's signature on the photo," Ivy says. "Smith's writing on the postmarked postcard and the Jackson photo were identical."

The back story and provenance of this historic collectible also apparently were an important factor in its subsequent value at auction.

"One of the more interesting aspects of our hobby is that every collectible has a story behind it," explains Joe Orlando, president of Professional Sports Authenticator and PSA/DNA. "From the history of the subject or player to the importance or rarity of the item itself, the story is what we are all drawn to as collectors. In rare instances, once the item is deemed genuine by reputable third-party authenticators, the story behind the provenance can add another layer to the intrigue of a piece."

"Provenance, in my opinion, should never be the sole consideration when determining authenticity because the item has to stand on its own merit," Orlando adds. "In this case, the Shoeless Joe Jackson photo not only passed muster with experts, but it was part of a larger story. The fact that the signed image originated from the personal collection of the photographer and was accompanied by other noteworthy examples, such as Christy Mathewson and Napoleon Lajoie, just adds to the great story behind this unique treasure."

Sharon Bowen confided it was bittersweet to part with something that was so beloved by her late husband, but it achieved what he would have wanted for his family.

"It will do just what Bill wanted it to do," she states. "It will give me some security. The important thing to me is that this scrapbook and how he got it really showed the kind of person he was: patient, kind and sensitive."



DONN PEARLMAN
previously worked as a Chicago broadcaster and journalist, and is now a consultant to Heritage Auctions and PSA/DNA.



Pieces created for Bill Gaines by EC artists (from left) Graham Ingels, John Severin, Al Williamson and Reed Crandall realized \$4,302.



Saluting the Boss

HAND-CRAFTED ORNAMENTS REVEAL ADMIRATION ARTISTS HAD FOR PUBLISHER WILLIAM GAINES

By Weldon Adams

WITH ALL OF the ray-gun blasts and bullets bouncing off superhero chests, it's sometimes easy to forget that the comic-book industry exists because of the efforts of actual human beings. So when historical items are found that bring that to the fore, it is a special reminder of the serious business of making funny books.

While processing various and random art pages and illustrations, a cataloger at Heritage Auctions came across several odd items scattered in several group lots. The artwork was familiar, and after they had been pulled out and grouped together, likely for the first time in a long while, their message became obvious.

They were hand-crafted, hand-colored hanging ornaments designed specifically to celebrate the birthday of EC Comics impresario William "Bill" Gaines (1922-1992). They may have been used as a decorative garland or as a mobile for an office party. The artists included some of the top players at EC Comics during its heyday, including Al Williamson (1931-2010), "Ghastly" Graham Ingels (1915-1991), John



Gaines

Severin (1921-2012) and Reed Crandall (1917-1982). There were two pieces from each artist, except Crandall, for a total of seven pieces.

Williamson, Severin and Crandall all drew a caricature of Gaines on their piece. Williamson and Severin included self-portrait caricatures as well.

These were loving (and funny) items hand-fashioned by key artists for their publisher and friend. That is some sweet irony, as this was a sweet gesture from a group of talented people who collectively created some of the most violent and gruesome horror and crime comics of the EC era.

When exactly could this have happened? Although none is dated, there are clues. First, one of the Williamson pieces specifically says "Happy Birthday" on it. One of the Severin pieces features a birthday cake. And the smaller Ingels piece says "For You on Your Birthday." We know that Gaines' birthday was on March 1. But which year were these pieces created?

The biggest clue comes from Ingels' pieces. The larger features a caricature of Dr. Fredric Wertham, and the

smaller shows a gift from Wertham to Gaines. These are a reference to the infamous U.S. Senate Subcommittee on Juvenile Delinquency hearings that took place in April and June of 1954. Since they were after Gaines' birthday, that would mean the earliest these could have been produced would have been for his birthday in March 1955.

Another clue is in the text on Williamson's piece where he mentions ideas to sell books. There is a reference to producing a Western comic and "let Davis and Severin do it." This is a reference to legendary artist Jack Davis (b.1924). However, when *Mad* magazine editor Harvey Kurtzman (1924-1993) left EC Comics in April 1956, he took some of EC's top talent to start a new publishing company. That talent included Davis. So the *latest* these could have been produced for Gaines' birthday was in March 1956.

So we have a specific two-year window here – March 1 of 1955 or 1956.

Nearly 60 years later, these items realized \$4,302 at Heritage Auctions' February 2015 comic and comic art auction. It's a testament to the enduring work of these wonderful and talented creators, and the appreciation of fans and collectors.



WELDON ADAMS
is a comic book art cataloger at Heritage Auctions and an Overstreet Comic Book Price Guide advisor.

DON'T LET US TELL YOU!

HENRY
SPEAKS FOR
HIMSELF

A collection of the forgotten "kid's comic" masterpiece by John Liney, edited by Heritage Auctions comic expert David Tosh, with a foreword by Kim Deitch.

HENRY
SPEAKS FOR HIMSELF

Now available from
Fantagraphics Books,
Publisher of the World's
Greatest Cartoonists
www.fantagraphics.com

Bigger, Better
'Red Book'

WHITMAN'S EXPANDED GUIDE DESERVES PLACE OF HONOR ON THE DESKS OF SERIOUS NUMISMATISTS

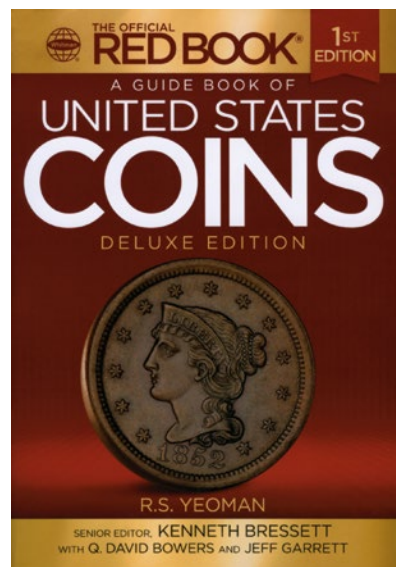
By Bob Korver

GENERATIONS OF COLLECTORS have prospered by using their R.S. Yeoman "Red Book." If you collect coins, you are probably one of them. Since the first edition was published in 1947, *A Guide Book of United States Coins* has been the first reference, checklist, mintage and mintmark resource, and price guide to be consulted. It's fair to say the original Red Book has guided the purchase of billions of dollars of rare coins, a notable achievement for a book small enough to be easily carried by budding numismatists who grew up with the hobby.

The new *Deluxe Edition*, five times bigger than the regular-edition Red Book, marks a distinct departure from the past. With 1,504 pages, editor Kenneth Bressett has a lot of room for improvements, such as expanded coverage of colonials, more grades priced, more varieties, more full-color images (5,750!), certification data, and better articles. However, the real change comes with the dedication of 364 "feature" pages to the specialized collecting areas of early copper: 832 varieties of half cents and large cents. In the past, specialists depended upon selected references for variety information. They will now have the *Deluxe Edition*, which plans to focus on a different specialty (or specialties) in each new edition. To acquire a complete set of data will require the annual purchase of future *Deluxe Editions*.

Measuring 7-by-10 inches and a hefty 2.5 inches thick, the *Deluxe Edition* won't be willingly carried around coin shows. But I fully expect this edition, like its more portable sibling, to occupy a place of honor on the desk of every dealer and serious collector.

It would be remiss not to mention pricing issues. Generations of numismatists have understood that Red Book prices were *anticipatory*. How else could it be when the 2016 edition (the 69th) is now on sale? And with preparation and publishing lead-times, to some degree these 2016 *projected* prices are based on



A Guide Book of United States Coins, Deluxe Edition by R.S. Yeoman and Kenneth Bressett
Whitman Publishing, \$49.95 (paperback)

sales events — especially for rarer items — that took place in 2014 or earlier. Such is life, and criticism along this line is not productive. Serious numismatists also make extensive use of the millions of numismatic prices in the Auction Archives of Heritage Auctions' website (HA.com). These are real prices paid for real coins by real collectors — the *historic* market. The *Deluxe Edition* makes use of "16,000 auction records." You do the math. You can argue ad infinitum about the relative value of *historic* prices versus *anticipatory* prices. Whatever your position, know that both resources are useful — and that explains why every professional numismatist has a Red Book within arm's reach, and a laptop in front of them.

You may not carry your *Deluxe Edition* with you everywhere, but the better purchase — or sale — of a single variety now covered will offset its hefty size and price.



BOB KORVER is
director emeritus at
Heritage Numismatic
Auctions.

Diving Into Deltiology

SUMMER DOESN'T HAVE TO FOCUS ON POOLS. POSTCARDS A FUN WAY TO EXPLORE PERSONALITIES, HOLIDAYS AND VACATION DESTINATIONS

By Pamela Y. Wiggins

THE VACATIONS OF yesteryear, before kids had Facebook and Instagram to share photos, often meant buying and sending picture postcards. Trips were remembered. Friends and family kept in touch. And collections were launched affordably and simply.

Dede Horan of Englewood, Colo., bought her first picture postcard when her family traveled to Vermont to see her grandparents just before her 10th birthday. "We went across the neatest covered bridge and, of course, I had to have a picture postcard of it to remember the trip."

She also lucked into one of the first postcards of her collection when she found something stuck between the wall and a faux-fireplace mantle in her childhood bedroom. After digging it out with a yardstick, she discovered it was a cool, cat-themed "squeaker" card from the early 1900s.

Now, 54 years and many postcards later, Horan runs the Denver Postcard Show, as well as participating in the Denver Postcard Club. Enjoying her hobby as much today as she did way back when, she introduces postcards to youngsters as often as possible.

As a past instructor for a Montessori school, Horan used postcards to teach kids about faraway lands. She remembers the cards being a great tool to spark young imaginations for storytelling, too. At her postcard shows, boxes of bargain cards are set out specifically for beginning collectors. When kids visit her booth, she lets them take several cards from the box for free.

"Anytime a child or young person expresses interest, I try to encourage that," Horan says. Once they select a few cards, she asks why they've selected those particular examples. She hopes the conversation nurtures a spark of enthusiasm. Whether it's dinosaurs, sports, animals or space exploration, there are usually postcards available to fascinate them.



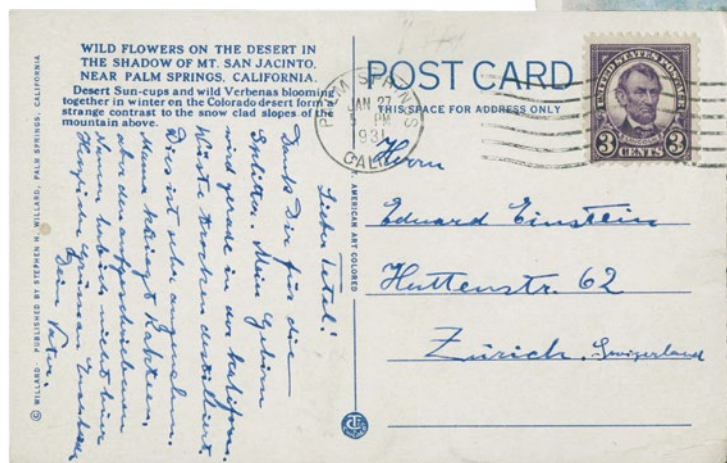
Vintage postcards, such as these featuring Queen Elizabeth II, Christmas and Alaska, are typically sold in bulk at auction, averaging just a few dollars each.

Another collection-building option is to enlist the help of others. Horan's grandparents sent her postcards during their travels, and that's still a viable option to encourage a young postcard enthusiast. Picture postcards can be found in gift shops around the globe, and they're usually inexpensive to buy and send, especially when compared to other souvenir options. Kids can also choose a few examples to bring home from family vacations, just as Horan did when she was young.

As suggested on SmartTutor.com, youngsters can ask friends and family to send postcards (see accompanying story). Kids have a blast getting mail, and adult mentors can use the cards

as teaching tools. As postcards arrive, kids and mentors can plot a card's origin and route along a map to the child's home. A card depicting an interesting landmark can make an intriguing show-and-tell when school's back in session.

Collecting goals can be another fun way to further a postcard collection. For instance, try collecting a postcard from every state, or see how many different postcards can be found featuring different animals. Projects like these can make shopping together at flea markets and antique malls more fun, and those cards can often be picked up for a dollar or two apiece, if not less.



Some postcards are especially attractive to collectors. This card, written and signed by Albert Einstein in 1931, realized \$2,868 at a 2009 Heritage auction.

Room to Get Serious

As they delve into the world of deltiology (the fancy word for the hobby of postcard collecting), children also learn that collecting postcards can go beyond the picture variety. Many of the earliest postcards were greeting cards for Christmas, Independence Day and Halloween.

If kids want to get serious about collecting in this area, Marsha Dixey, an Americana expert at Heritage Auctions, suggests looking for examples that are high in quality regardless of age. That means postcards with no writing or cancellation marks. In other words, pristine cards that have never been addressed, stamped and sent through the mail.

Dixey notes that the best examples – those that are most valuable to collectors – are clean in terms of soiling and stains. They have no creases, and corners are crisp without rounded or frayed edges.

“With that said, there are still lots of very nice cards out there to collect that have been mailed or show a bit of wear,” Dixey adds. And truthfully, she admits that most postcards you’ll run across don’t fall into that top-notch collector category, nor do they have to in terms of making up a nice childhood collection.

Regardless of the grade, storing postcards with conservation in mind is always a good idea. Dixey says hobby shops carry storage sleeves specifically sized for postcards, and sleeves

can also easily be ordered online doing a quick search for postcard collecting supplies. Hard plastic top-loaders, similar to those used for storing sports cards, afford the most protection from creasing and corner wear. Lighter-weight sleeves can be more affordable, but they don’t offer as much security for special examples.

Another alternative is organizing postcards in binders. Plastic sleeve inserts that fit into basic ring binders afford both protection and accessibility. These hold four to six cards per page, and make categorizing easy to accomplish. Paging through a collection to enjoy or share with others is a breeze with this setup. After all, part of the fun of a collection for a child is being able to share it with others.



PAMELA Y. WIGGINS
serves as the expert
guide for antiques at
About.com. Visit her at
Antiques.About.com.

LAUNCHING YOUR COLLECTION

POSTCARD COLLECTING OFFERS children a great way to connect with friends and family around the globe, according to the website SmartTutor.com. The first step is gathering the email addresses of people you know in different cities, states or countries.

Next, you and your child can compose a letter requesting a postcard. Here’s SmartTutor.com’s suggested language:





Beanie Babies at one point made up 10 percent of all sales on eBay.

Dissecting Beanie-mania

AUTHOR ZAC BISSONNETTE EXPLORES THE PSYCHOLOGY OF SPECULATION AND THE DARK SIDE OF COLLECTING

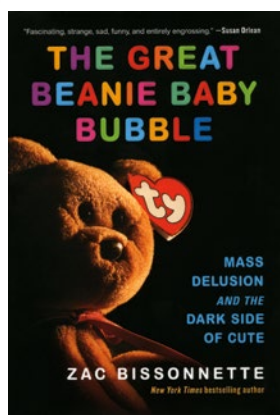
By Eric Bradley

FEW COLLECTING MANIAS can be called a pop-culture phenomenon. In the late 1990s, Beanie Babies came to similarly represent all that was fun and frightening when collecting goes too far. For thousands of families, the cacoëthes to own “just one more” filled closets and fueled the multi-million dollar growth behind Ty Inc., makers of the plush toys.

The mania, however, started naturally, as bestselling author Zac Bissonnette explains in his irresistible expose *The Great Beanie Baby Bubble: Mass Delusion and the Dark Side of Cute*, but soon devolved into one of the greatest marketing success stories of the 20th century. At one point Ty Warner, creator of the plush, PVC-pellet-filled toys, filled a 370,000-square-foot warehouse with Beanie Babies — valued at more than \$100 million that he could not sell only because he had announced they had been “retired.” His mantra “Control the fad” made Warner millions, and shined a light on the dark side of collecting.

Your book is so engaging and relevant it makes me wonder why we had to wait until 2015 for such a thorough exposé? What got you thinking about Beanie Babies in the first place?

I was at an auction in Amherst, Massachusetts, in late 2010 or early 2011, and saw this enormous lot of probably at least 500 Beanie Babies. They were all meticulously preserved — plastic lockets around their hangtags, Lucite containers for some of the ones that were thought to be rare, and all these



The Great Beanie Baby Bubble: Mass Delusion and the Dark Side of Cute
By Zac Bissonnette
Portfolio/Penguin, \$26.95 (hardcover)

spreadsheets and checklists about what each one was worth. The collection itself wasn't really that interesting. What was so interesting was the manifest conviction of whoever had assembled the collection in the late 1990s that it was something really important. The whole thing sold for, I think, less than \$100 — and I wanted to understand the process by which that whole thing had happened, and how it had transformed Ty Warner, the guy who created them, from a college dropout into a billionaire.

What surprised you the most about how Ty Warner was able to manufacture the “collectible mystique” behind the Beanie Baby?

That it didn't start out that way. The first rare Beanie Babies were just a product of Ty's obsessive approach to design and this never-ending quest

for the perfect plush animal. So he'd come out with a piece and then change the design after a few thousand had shipped — and once they caught on, those early pieces were all of a sudden sought after, but that wasn't the goal. Once it started to take off that way, Ty did a lot of really savvy things to keep it going for almost three years.

During your exhaustive research, at which point did you find yourself genuinely aghast at how dark Beanie-mania had become?

Really from very early on. But going to West Virginia to sit down in prison with a guy who'd murdered a co-worker over a Beanie Baby debt was definitely one of the stranger moments I've had in any story I've worked on. I remember driving toward the prison and seeing a sign that said, “Correctional Facility Ahead: Beware of Hitchhikers,” and thinking — *What did I get myself into?*

In what ways do the aftershocks of the Beanie Baby bubble still reverberate today?

The biggest is that the Beanie craze really, I think perhaps once and for all, extinguished the idea that you could buy mass-produced consumer goods for long-term investment. There had been a lot of similar — but not nearly as big or as weird — bubbles in things like comic books and baseball cards and collector plates. But the Beanie thing was so big and the end of it so spectacular that I think people learned a lesson from it.



ERIC BRADLEY
is author of *Mantiques: A Manly Guide to Cool Stuff*.

For all
inquiries, call
800-872-6467

COMICS & COMIC ART**HA.com/Comics**

Ed Jaster, Ext. 1288
EdJ@HA.com

Lon Allen, Ext. 1261
LonA@HA.com

Barry Sandoval, Ext. 1377
BarryS@HA.com

Todd Hignite, Ext. 1790
ToddH@HA.com

ANIMATION ART

Jim Lentz, Ext. 1991
JimL@HA.com

FINE ART**AMERICAN INDIAN ART**
HA.com/AmericanIndian

Delia Sullivan, Ext. 1343
DeliaS@HA.com

**AMERICAN, &
EUROPEAN ART**
HA.com/FineArt

Ed Jaster, Ext. 1288
EdJ@HA.com

Aviva Lehmann, Ext. 1519
AvivaL@HA.com

Ariana Hartsock, Ext. 1283
ArianaH@HA.com

Alissa Ford, Ext. 1926
AlissaF@HA.com

Marianne Berardi, Ph.D.,
Ext. 1506
MarianneB@HA.com

DECORATIVE ARTS & DESIGN
HA.com/Decorative

Karen Rigdon, Ext. 1723
KarenR@HA.com

**20TH & 21ST CENTURY
DESIGN**

HA.com/Decorative
Carolyn Mani, Ext. 1677
CarolynM@HA.com

ILLUSTRATION ART
HA.com/Illustration

Ed Jaster, Ext. 1288
EdJ@HA.com

Todd Hignite, Ext. 1790
ToddH@HA.com

LALIQUE & ART GLASS
HA.com/Design

Nicholas Dawes, Ext. 1605
NickD@HA.com

**MODERN &
CONTEMPORARY ART**
HA.com/Modern

Frank Hettig, Ext. 1157
FrankH@HA.com

Holly Sherratt, Ext. 1505
HollyS@HA.com

PHOTOGRAPHS
HA.com/ArtPhotographs

Ed Jaster, Ext. 1288
EdJ@HA.com

Rachel Peart, Ext. 1625
RPeart@HA.com

SILVER & VERTU
HA.com/Silver

Karen Rigdon, Ext. 1723
KarenR@HA.com

TEXAS ART
HA.com/TexasArt

Atlee Phillips, Ext. 1786
AtleeP@HA.com

**HANDBAGS &
LUXURY ACCESSORIES****HA.com/Luxury**

Diane D'Amato, Ext. 1901
DianeD@HA.com

Max Brownawell, Ext. 1693
MaxB@HA.com

Barbara Conn, Ext. 1336
BarbaraC@HA.com

HISTORICAL**AMERICANA & POLITICAL**
HA.com/Historical

Tom Slater, Ext. 1441
TomS@HA.com

Don Ackerman, Ext. 1736
DonA@HA.com

Michael Riley, Ext. 1467
MichaelR@HA.com

John Hickey, Ext. 1264
JohnH@HA.com

ARMS & ARMOR
HA.com/ArmsArmor

David Carde, Ext. 1881
DavidC@HA.com

Cliff Chappell, Ext. 1887
CliffordC@HA.com

Jason Watson, Ext. 1630
JasonW@HA.com

AUTOMOBILIA
HA.com/Automobilia

Karl Chiao, Ext. 1958
KarlC@HA.com

CIVIL WAR & MILITARIA
HA.com/CivilWar

David Carde, Ext. 1881
DavidC@HA.com

HISTORICAL MANUSCRIPTS
HA.com/Manuscripts

Sandra Palomino, Ext. 1107
SandraP@HA.com

Bryan Booher, Ext. 1845
BBooher@HA.com

David Boozer, Ext. 1711
DavidB@HA.com

JUDAICA
HA.com/Judaica

Erin Patzewitsch, Ext. 1575
ErinP@HA.com

RARE BOOKS
HA.com/Books

James Gannon, Ext. 1609
JamesG@HA.com

SPACE EXPLORATION
HA.com/Space

Michael Riley, Ext. 1467
MichaelR@HA.com

John Hickey, Ext. 1264
JohnH@HA.com

TEXANA
HA.com/Texana

Sandra Palomino, Ext. 1107
SandraP@HA.com

Bryan Booher, Ext. 1845
BBooher@HA.com

David Boozer, Ext. 1711
DavidB@HA.com

**DOMAIN NAMES &
INTELLECTUAL PROPERTY****HA.com/DomainNames**

Aron Meystedt, Ext. 1362
AronM@HA.com

JEWELRY**HA.com/Jewelry**

Jill Burgum, Ext. 1697
JillB@HA.com

Peggy Gottlieb, Ext. 1847
PGottlieb@HA.com

Karen Sampieri, Ext. 1542
KarenS@HA.com

LUXURY REAL ESTATE

Amelia Barber, Ext. 1603
AmeliaB@HA.com

Nate Schar, Ext. 1457
NateS@HA.com

VINTAGE MOVIE POSTERS**HA.com/Posters**

Grey Smith, Ext. 1367
GreySm@HA.com

Bruce Carteron, Ext. 1551
BruceC@HA.com

**ENTERTAINMENT &
MUSIC MEMORABILIA****HA.com/Entertainment**

Margaret Barrett, Ext. 1912
MargaretB@HA.com

Garry Shrum, Ext. 1585
GarryS@HA.com

Dean Harmeyer, Ext. 1956
DeanH@HA.com

John Hickey, Ext. 1264
JohnH@HA.com

**VINTAGE GUITARS &
MUSICAL INSTRUMENTS**
HA.com/Guitar

Mike Gutierrez, Ext. 1183
MikeG@HA.com

Isaiah Evans, Ext. 1201
IsaiahE@HA.com

NATURE & SCIENCE**HA.com/NatureAndScience**

Jim Walker, Ext. 1869
JimW@HA.com

Mary Fong-Walker, Ext. 1870
MaryW@HA.com

Craig Kissick, Ext. 1995
CraigK@HA.com

NUMISMATICS**COINS -- UNITED STATES**
HA.com/Coins

David Mayfield, Ext. 1277
David@HA.com

Win Callender, Ext. 1415
WinC@HA.com

Chris Dykstra, Ext. 1380
ChrisD@HA.com

Mark Feld, Ext. 1321
MFeld@HA.com

Sam Foose, Ext. 1227
Sam@HA.com

Jim Jelinski, Ext. 1257
JimJ@HA.com

Bob Marino, Ext. 1374
BobMarino@HA.com

Brian Mayfield, Ext. 1668
BMayfield@HA.com

Harry Metrano, Ext. 1809
HarryM@HA.com

Sarah Miller, Ext. 1597
SarahM@HA.com

Al Pinkall, Ext. 1835
ALP@HA.com

Will Robins, Ext. 1604
WillR@HA.com

Mike Sadler, Ext. 1332
MikeS@HA.com

LeeAnn Sparkman, Ext. 1326
LeeAnnS@HA.com

RARE CURRENCY
HA.com/Currency

Allen Mincho, Ext. 1327
Allen@HA.com

Len Glazer, Ext. 1390
Len@HA.com

Dustin Johnston, Ext. 1302
Dustin@HA.com

Michael Moczalla, Ext. 1481
MichaelM@HA.com

Jason Friedman, Ext. 1582
JasonF@HA.com

Carl Becker, Ext. 1748
CarlB@HA.com

WORLD & ANCIENT COINS
HA.com/WorldCoins

Cristiano Birrenbach,
Ext. 1661
CrisB@HA.com

Warren Tucker, Ext. 1287
WTucker@HA.com

David Michaels, Ext. 1606
DMichaels@HA.com

Matt Orsini, Ext. 1523
MattO@HA.com

Michael Peplinski, Ext. 1959
MPeplinski@HA.com

Sam Spiegel, Ext. 1524
SamS@HA.com

SPORTS COLLECTIBLES**HA.com/Sports**

Chris Ivy, Ext. 1319
Clvy@HA.com

Mark Anderson, Ext. 1638
MAnderson@HA.com

Calvin Arnold, Ext. 1341
CalvinA@HA.com

Peter Calderon, Ext. 1789
PeterC@HA.com

Tony Giese, Ext. 1997
TonyG@HA.com

Derek Grady, Ext. 1975
DerekG@HA.com

Mike Gutierrez, Ext. 1183
MikeG@HA.com

Lee Iskowitz, Ext. 1601
Leel@HA.com

Mark Jordan, Ext. 1187
MarkJ@HA.com

Chris Nerat, Ext. 1615
ChrisN@HA.com

Rob Rosen, Ext. 1767
RRosen@HA.com

Jonathan Scheier, Ext. 1314
JonathanS@HA.com

TIMEPIECES**HA.com/Timepieces**

Jim Wolf, Ext. 1659
JWolf@HA.com

Michael Fossner, Ext. 1208
MichaelF@HA.com

WINE**HA.com/Wine**

Frank Martell, Ext. 1753
FrankM@HA.com

Amanda Crawford, Ext. 1821
AmandaC@HA.com

SERVICES**APPRAISAL SERVICES**

HA.com/Appraisals
Meredith Meuwly, Ext. 1631
MeredithM@HA.com

CHARITY AUCTIONS

Kristen Schultz
KristenS@HA.com, Ext. 1775

MUSEUM SERVICES

Meredith Meuwly, Ext. 1631
MeredithM@HA.com

SPECIAL COLLECTIONS

Nick Dawes, Ext. 1605
NickD@HA.com

TRUSTS & ESTATES**HA.com/Estates**

Mark Prendergast, Ext. 1632
MPrendergast@HA.com

Karl Chiao, Ext. 1958
KarlC@HA.com

Carolyn Mani, Ext. 1677
CarolynM@HA.com

Michelle Castro, Ext. 1824
MichelleC@HA.com

Elyse Luray, Ext. 1369
ElyseL@HA.com

Margaret Barrett

FROM MARILYN MONROE TO MÖTLEY CRÜE, THERE'S NEVER A DULL MOMENT FOR DIRECTOR OF THE ENTERTAINMENT AND MUSIC DEPARTMENT

Colin Young-Wolff



"I've sold so many great things at this point," says Margaret Barrett, "that I can't think of just one that is the best or most expensive."

MARGARET BARRETT MIGHT owe her career in the auction business to silent film actor and comedian Roscoe "Fatty" Arbuckle.

Spotting a help-wanted ad, the Orange County, Calif., native interviewed for an entertainment memorabilia specialist job at Butterfield & Butterfield. "During the interview, my soon-to-be boss quizzed me on who all these old movie stars were and I knew all of them," says Barrett, who graduated from the University of California, Los Angeles. "He said he was most impressed that I knew 'Fatty' Arbuckle's backstory — and keep in mind, this was before the Internet. I couldn't just Google him back then and become an 'insta-expert.'"

Barrett landed the job, and has since worked for Christie's New York, Julien's and Bonhams. In 2011, she joined Heritage Auctions, working primarily in the company's Beverly Hills office. Over the years, she's handled auctions for

the estates of celebrities such as John Wayne, Orson Welles, Marilyn Monroe, Steve McQueen, Bette Davis, James Stewart, Truman Capote and Farrah Fawcett. She's been quoted as an expert in media such as *The Los Angeles Times*, *The New York Times*, *The San Francisco Chronicle*, and *USA Today*, and she's made numerous television appearances on shows including *The Today Show*, *Good Morning America* and CNN.

Did you collect anything as a child?

Figurines of cats, but now as an adult I'm a dog person! I also collected unusual leaves and twigs and rocks — as a kid, I spent all my time outdoors.

When did the transition to entertainment memorabilia begin?

There was never a "transition" per se. I became interested in this field when I got the job at Butterfield & Butterfield and realized it was a good fit because I truly love old films and Hollywood's golden era, as well as the classic rock 'n' roll era.

How did you come to work at Heritage Auctions?

[Heritage Auctions Managing Director] Kathleen Guzman called me out-of-the-blue one day and asked if I wanted a new job. I was actually happy at my previous place of employment, but after meeting with Heritage executives in Dallas, I thought Heritage seemed like a dynamic and fun place to work, so I'm really happy I made the change. Heritage is definitely a "never-a-dull-moment" kind of place.

How so?

The most interesting aspect of my job is meeting clients, especially in their homes. It's a tad voyeuristic, but I love seeing how people live, where they live, how they decorate, what type of treasures they have around the house that they're willing to consign to me. I love hearing their backstories, how they obtained their items, how they came to live where they do. Everyone has a story, right?

What gets you particularly excited when you visit a potential consignor?

I love the vintage Hollywood items the best and I always get excited when I find anything related to Marilyn Monroe

— not just because she's one of our biggest sellers, but because I personally love her and have since I was 16 years old. I also love finding things that solve mysteries — like a version of a script with a different ending, or set photographs showing scenes that were cut, or costumes that weren't used. I really like celebrity correspondence, too. It shows how the stars were in their private lives and oftentimes, they were just as witty, charming and compelling in their personal writing as they were up on the screen using someone else's words.

What trends are happening right now in entertainment memorabilia?

Though items related to the classic "icons" still gain in value year after year — Marilyn Monroe, John Wayne, the Beatles, Elvis — there is a relatively new trend towards collecting contemporary celebrity items as well, which is exciting. For example, stage-worn costumes by current pop divas like Madonna, Lady Gaga, Beyoncé and Christina Aguilera sell really well. Also, screen-seen costumes from A list actors like Brad Pitt, Jennifer Lawrence and Will Ferrell, to name just a few, are definitely gaining in popularity. Heritage Auctions has also had recent success selling items related to the 1980s head-bangin' scene, which is somewhat surprising, in particular clothing and guitars used by the guys from Mötley Crüe.

Describe a perfect day at work. When do you know it's been a good day?

A perfect day is when a piece just walks in the door that you weren't expecting, or when something you were working on for a really long time finally happens. It's also great to see something you never knew existed. For example, I've been selling items related to *Gone With the Wind* for years, but just recently I found an early 1940 pamphlet that Selznick International Pictures Inc. created to thank Hollywood insiders for making the film. I thought I had seen all paper related to this film, but I had never seen this piece. Though it's not hugely valuable — around \$200 to \$300 — it was still thrilling to find out about its existence after all these years.

Expert

To consign and sell fine art and vintage collectibles, visit HA.com/Consign.
For inquiries and updated auction deadlines, call 800-872-6467.

U.S. COINS

U.S. Coins (ANA) Signature® Auction 1223

Auction dates: Aug. 12-17, 2015

Consignment deadline: June 29, 2015

Contact: 800-835-6000

David Mayfield, Ext. 1277

David@HA.com

U.S. Coins (LBEXP0) Signature® Auction 1224

Auction dates: Sept. 16-21, 2015

Consignment deadline: Aug. 3, 2015

Contact: 800-835-6000

David Mayfield, Ext. 1277

David@HA.com

U.S. Coins Signature® Auction 1225

Auction dates: Oct. 29-31, 2015

Consignment deadline: Sept. 15, 2015

Contact: 800-835-6000

David Mayfield, Ext. 1277

David@HA.com

CURRENCY

Currency (ANA) Signature® Auction 3535

Auction dates: Aug. 12-17, 2015

Consignment deadline: June 22, 2015

Contact: Dustin Johnston, Ext. 1302

DJohnston@HA.com

Currency (LBEXP0) Signature® Auction 3538

Auction dates: Sept. 16-21, 2015

Consignment deadline: July 27, 2015

Contact: Dustin Johnston, Ext. 1302

DJohnston@HA.com

Currency (LBEXP0) Signature® Auction 3537

Auction dates: Sept. 16-21, 2015

Consignment deadline: July 27, 2015

Contact: Dustin Johnston, Ext. 1302

DJohnston@HA.com

WORLD COINS

World Coins (ANA) Signature® Auction 3041

Auction dates: Aug. 12-17, 2015

Consignment deadline: June 22, 2015

Contact: Cristiano Birrenbach, Ext. 1661

CrisB@HA.com

World Coins (LBEXP0) Signature® Auction 3042

Auction dates: Sept. 16-22, 2015

Consignment deadline: July 20, 2015

Contact: Cristiano Birrenbach, Ext. 1661

CrisB@HA.com

ENTERTAINMENT & MUSIC MEMORABILIA

Entertainment Signature® Auction 7149

Auction dates: Sept. 19-20, 2015

Consignment deadline: July 15, 2015

Contact: Margaret Barrett, Ext. 1912

MargaretB@HA.com

Entertainment Signature® Auction 7111

Auction date: Oct. 1, 2015

Consignment deadline: Aug. 10, 2015

Contact: Margaret Barrett, Ext. 1912

MargaretB@HA.com

VINTAGE MOVIE POSTERS

Movie Posters Signature® Auction 7109

Auction dates: July 25-26, 2015

Consignment deadline: June 2, 2015

Contact: Grey Smith, Ext. 1367

Grey@HA.com

Movie Posters Signature® Auction 7113

Auction dates: Nov. 21-22, 2015

Consignment deadline: Sept. 29, 2015

Contact: Grey Smith, Ext. 1367

Grey@HA.com

COMICS & COMIC ART

Vintage Comic Books & Comic Art Signature® Auction 7147

Auction dates: Aug. 27-29, 2015

Consignment deadline: July 14, 2015

Contact: Lon Allen, Ext. 1261

LonA@HA.com

Vintage Comic Books & Comic Art Signature® Auction 7152

Auction dates: Nov. 19-21, 2015

Consignment deadline: Oct. 6, 2015

Contact: Lon Allen, Ext. 1261

LonA@HA.com

SPORTS

Sports Signature® Auction 7145

Auction date: July 30, 2015

Consignment deadline: June 8, 2015

Contact: Chris Ivy, Ext. 1319

Clvy@HA.com

Sports Catalog Signature® Auction 7150

Auction dates: Nov. 5-7, 2015

Consignment deadline: Sept. 14, 2015

Contact: Chris Ivy, Ext. 1319

Clvy@HA.com

FINE & DECORATIVE ARTS

Estates Signature® Auction 5225

Auction date: Sept. 12, 2015

Consignment deadline: July 6, 2015

Contact: Karen Rigdon, Ext. 1723

KarenR@HA.com

Photographs Signature® Auction 5220

Auction date: Oct. 8, 2015

Consignment deadline: July 31, 2015

Contact: Rachel Peart, Ext. 1625

RPear@HA.com

20th & 21st Century Design

Auction date: Oct. 9, 2015

Consignment deadline: Aug. 3, 2015

Contact: Katie Nartonis, Ext. 1704

KatieN@HA.com

Illustration Art Signature® Auction 5221

Auction date: Oct. 15, 2015

Consignment deadline: Aug. 7, 2015

Contact: Ed Jaster, Ext. 1288

EdJ@HA.com

American Indian Art Signature® Auction 5222

Auction date: Oct. 23, 2015

Consignment deadline: Aug. 3, 2015

Contact: Delia Sullivan, Ext. 1343

DeliaS@HA.com

Texas Art Signature® Auction 5223

Auction date: Oct. 24, 2015

Consignment deadline: Aug. 17, 2015

Contact: Atlee Phillips, Ext. 1786

AtleeP@HA.com

Modern & Contemporary Art

Auction date: Nov. 7, 2015

Consignment deadline: Aug. 31, 2015

Contact: Frank Hettig, Ext. 1157

FrankH@HA.com

Silver & Vertu Art Signature® Auction 5226

Auction date: Nov. 13, 2015

Consignment deadline: Sept. 11, 2015

Contact: Karen Rigdon, Ext. 1723

KarenR@HA.com

American Art Signature® Auction 5227

Auction date: Nov. 14, 2015

Consignment deadline: Sept. 7, 2015

Contact: Ariana Hartsock, Ext. 1283

ArianaH@HA.com

Lalique & Art Glass Signature® Auction 5228

Auction date: Nov. 23, 2015

Consignment deadline: Sept. 16, 2015

Contact: Nicholas Dawes, Ext. 1605

NickD@HA.com

HISTORICAL

Rare Books Signature® Auction 6127

Auction date: Aug. 5, 2015

Consignment deadline: June 15, 2015

Contact: James Gannon, Ext. 1609

JamesG@HA.com

Americana & Political (Merrill C. Berman Collection Part III) Signature® Auction 6133

Auction date: Sept. 26, 2015

Consignment deadline: Aug. 5, 2015

Contact: Tom Slater, Ext. 1441

TomS@HA.com

Manuscripts Signature® Auction 6149

Auction dates: October 14-15, 2015

Consignment deadline: Aug. 24, 2015

Contact: Sandra Palomino, Ext. 1107

SandraP@HA.com

Rare Books Signature® Auction 6148

Auction dates: Nov. 4-5, 2015

Consignment deadline: Sept. 14, 2015

Contact: James Gannon, Ext. 1609

JamesG@HA.com

Americana & Political Signature® Auction 6142

Auction date: Nov. 7, 2015

Consignment deadline: Sept. 16, 2015

Contact: Tom Slater, Ext. 1441

TomS@HA.com

LUXURY ACCESSORIES

Luxury & Accessories Signature® Auction 5233

Auction dates: Sept. 28-29, 2015

Consignment deadline: July 28, 2015

Contact: Diane D'Amato, Ext. 1901

DianeD@HA.com

Jewelry Signature® Auction 5232

Auction dates: Sept. 28-29, 2015

Consignment deadline: July 14, 2015

Contact: Jill Burgum, Ext. 1697

JillB@HA.com

TIMEPIECES

Timepieces Signature® Auction 5242

Auction date: Oct. 29, 2015

Consignment deadline: Aug. 28, 2015

Contact: Jim Wolf, Ext. 1659

JWolf@HA.com

NATURAL HISTORY

Nature & Science Signature® Auction 5234

Auction date: Oct. 4, 2015

Consignment deadline: July 21, 2015

Contact: Craig Kissick, Ext. 1995

CraigK@HA.com

Nature & Science (Rainbow of Africa Gem & Mineral Collection) Signature® Auction 5236

Auction date: Oct. 16, 2015

Consignment deadline: Aug. 3, 2015

Contact: Craig Kissick, Ext. 1995

CraigK@HA.com

All dates and auctions subject to change after press time. Auctions subject to conditions as printed in auction catalogs. Visit HA.com/Auctions for updates and complete auction schedule.

HERITAGE AUCTIONS ACCEPTS CONSIGNMENTS IN THE FOLLOWING CATEGORIES

Fine & Decorative Arts ■ Antiques ■ Rare Coins & Currency ■ Illustration Art ■ Comics & Comic Art ■ Civil War & Americana
American Indian Art ■ Rare Books & Manuscripts ■ Entertainment Memorabilia ■ Jewelry & Timepieces ■ Nature & Science
Sports Collectibles ■ Arms & Armor ■ Vintage Movie Posters ■ Fine & Rare Wine ■ Luxury Accessories ■ Automobilia

FRANK SINATRA

LEGENDARY CROONER WAS BORN 100 YEARS AGO. HERE'S A LOOK AT RELATED LOTS FROM THE HERITAGE AUCTIONS ARCHIVES



6

PANEL MOVIE POSTERS printed to promote 1960's *Ocean's 11*, which starred Sinatra, Angie Dickinson, Sammy Davis Jr. and Dean Martin. The set realized \$11,352 at a November 2012 auction.



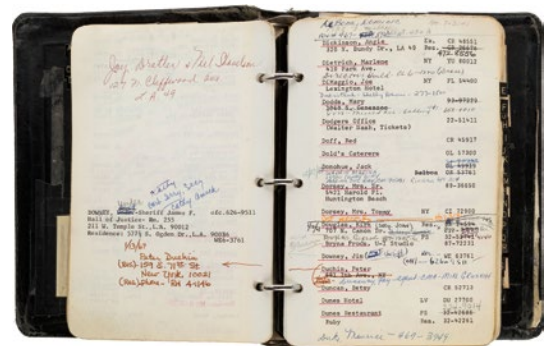
8

SIZE of black patent leather shoes stamped "Made Expressly for Frank Sinatra." They sold for \$3,906 at an August 2014 auction.



410

STREET ADDRESS on Park Avenue in New York for Marlene Dietrich, as noted in Sinatra's address book. It realized \$9,375 at a December 2014 auction.



69.5

INCHES IN HEIGHT of oil-on-board portrait by Nicholas Volpe (1911-1992), displayed at the Beverly Hills (CENSORED!) Club. It realized \$29,875 at an April 2008 auction.



38

NUMBER OF DIAMONDS used for the initials "FS" on this loupe the singer gave to a longtime assistant. It sold for \$3,000 at a March 2012 auction.

1988

YEAR SINATRA, an accomplished amateur painter, completed this 28-by-36-inch canvas. It realized \$18,750 at an August 2014 auction.



15348

SERIAL NUMBER on this Elgin National pocket watch Dean Martin gave to Sinatra in the 1960s. It sold for \$12,500 at a March 2012 auction.



**YOUR BRAIN BURNS 1.5
CALORIES A MINUTE
WHILE LEARNING.**

**CONSIDER THE
PEROT MUSEUM
ITS NEXT GREAT
WORKOUT.**

Come face to face with a colossal dinosaur. Soar like a bird. Journey through our solar system. That's just the beginning of the mind-blowing, adrenaline-rushing, awe-inspiring scientific wonder that is the Perot Museum of Nature and Science. Come and explore.

The Perot Museum of Nature and Science is an AAM accredited institution, supported in part by the City of Dallas Office of Cultural Affairs and the Texas Commission on the Arts. Satellite image of globe used within the Perot Museum logo provided courtesy of NASA.

Per**t**
Museum of Nature and Science



БА

ПО

Режиссер - С.М.ЭЙЗЕНШТЕЙН