HERITAGE AUCTIONS | WINTER 2018-2019

# INTELLIGENT COLLECTOR



# New York Nothing Beats City's Holiday Magic

Alan Weinberg
Top Collector's
Numismatic Journey

#### Auction Previews Rockwell, Hermès, Obama, Disney

Iron Horse's
Personal Items
Make Auction Debut

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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.









# WINE ENTHUSIAST.

# from the editor



## For Gehrig fans, the story begins with an email

It's not every day that you discover artifacts linked to one of the biggest names in sports history. That happened recently when Rob Rosen received an email from a man in Connecticut.

As vice president of sports collectibles at Heritage Auctions, Rosen fields scores of emails and phone calls every week. But this note was special. "We are owners of a wide range of Lou Gehrig memorabilia, which was passed upon his death to [parents] Christina and Heinrich Gehrig," the email read. "Upon their death, it was passed into our family."

The specialists at Heritage Auctions knew immediately there was a good chance this was something special. "We called and listened to their story, got more details, more specifics," Rosen says. "It checked all the boxes ... provenance, a Yankees great, the freshness of the items, the newness to the hobby."

After meeting the owners at Heritage's New York office, the family decided to auction the artifacts, more than 100 items that include baseballs, caps, gifts and photographs once owned by Lou Gehrig. "It's not often that something makes you go, 'Wow,'" Rosen says. "This was one of those moments." The collection is expected to realize at least \$400,000 when it goes to auction Feb. 23–24, 2019, at Heritage Auctions (see "Newly Discovered Gehrig," page 26).

For now, the consignor wishes to remain anonymous. "He's a nice, down-to-earth guy who's very knowledgeable about the subject matter," Rosen says. "It sounds clichéd, but I don't think it's about the money. I really think he's more concerned about the material, how it's presented and where it goes. He received joy and appreciation out of it, and now it's the time in their lives to move the collection."

And that should make collectors everywhere very happy.

**DROP ME** a line at HectorC@HA.com to share your stories. I remain interested in your discoveries.

**HECTOR CANTÚ**, Editor & Publisher

# looking back

# 1953

Dwight D. Eisenhower is sworn in as the 34th president of the United States. Joseph Stalin suffers a stroke in March and dies four days later. Fighting in the Korean War ends. U.S. Senator John F. Kennedy marries Jacqueline Lee Bouvier in Newport, R.I. Virologist Jonas Salk announces his successful test of the polio vaccine. Ian Fleming publishes his first James Bond novel, Casino Royale. Howard Hawks' musical film Gentlemen Prefer Blondes, starring Marilyn Monroe, and Walt Disney's Peter Pan are released in theaters. Nearly 72 percent of all TV sets in the United States tune in to I Love Lucy to watch Lucy give birth to Little Ricky.

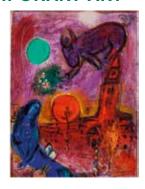


#### **RARE BOOKS**

Ian Fleming's *Casino Royale* introduces the world to British Secret Service agent James Bond. A first edition from London's Jonathan Cape publishing house, inscribed by Fleming (1908-1964), sold for \$50,787 at an October 2009 Heritage auction.

#### **MODERN & CONTEMPORARY ART**

Marc Chagall (1887-1985) is one of the foremost modernists of the 20th century, with a unique style that blends richly colored folk art with Cubism, Surrealism and imagery drawn from the Russian Christian icon tradition. His *Saint-Germain-des-Prés*, an oil on canvas completed in 1953, sold for \$275,000 at a May 2015 Heritage auction.





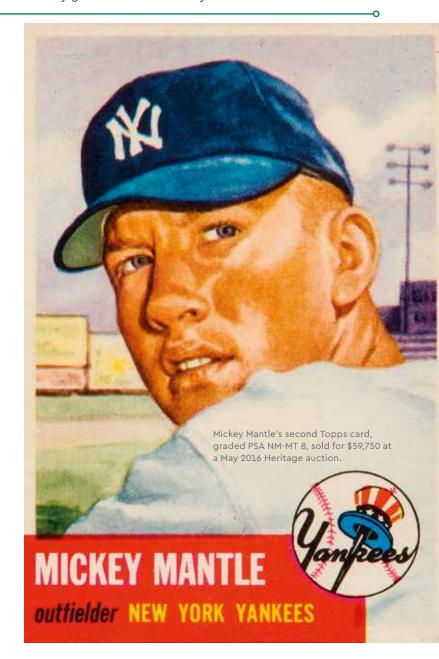
## **MAGAZINES**

With photos of Marilyn Monroe originally taken for a wall calendar, Hugh Hefner (1926-2017) publishes the first issue of *Playboy* magazine. A copy of the issue, graded CGC NM 9.4, sold for \$71,700 at a May 2016 auction.



### **U.S. COINS**

Franklin half-dollars were minted from 1948 to 1963. A 1953 example, the only PR68 Ultra Cameo of the 1950-1953 period, realized \$63,250 at an August 2006 auction.



# auction update

# Hong Kong Week Launched

AUCTION EVENTS INCLUDE COINS, CURRENCY, FINE JEWELRY, LUXURY ACCESSORIES, TIMEPIECES AND FINE WINE

Heritage Auctions is holding its first weeklong series of events in Hong Kong.

Heritage Week–Hong Kong, scheduled for Dec. 3-10, 2018, includes special previews, collections and auctions featuring world coins, currency, fine jewelry, luxury accessories, rare timepieces and wine.

Hong Kong's high-end handbag followers will experience the lavish colors and limited-edition styles of Hermès, Channel and Louis Vuitton. "Hong Kong's fashion-conscious collectors and bidders will see the best in vintage and contemporary examples from only the top design houses," says Diane D'Amato, director of luxury accessories at Heritage. "Our debut is centered on a selection of truly rare and truly extraordinary discoveries."

"Heritage is pleased to introduce beautiful and exciting jewelry to the Hong Kong market," adds Jill Burgum, director of fine jewelry at Heritage Auctions. "We have



Heritage Auctions' inaugural fine jewelry action in Hong Kong includes this exceptional alexandrite pendant-necklace, expected to realize more than \$800,000.

carefully crafted our inaugural boutique auction to reflect the festive color and cheer of the Holiday Season."

Previews and auctions (see page 37) will take place at the Mira Hong Kong Hotel, 118 Nathan Rd., Tsim Sha Tsui, Kowloon, Hong Kong. Visit HA.com/HeritageWeek for information.

# **Scheduled Events**

- Dec. 5-7: Hong Kong International Numismatic Fair World Currency Signature® Auction 4007 (HA.com/4007a)
- Dec. 6-7: Hong Kong International Numismatic Fair World Coins Signature® Auction 3068 (HA.com/3068a)
- Dec. 7-8: Wine Signature® Auction 5368 (HA.com/5368a), simulcast from Beverly Hills
- Dec. 10: Hong Kong Timepieces Signature® Auction 5393 (HA.com/5393a)
- Dec. 10: Hong Kong Jewelry Signature® Auction 5391 (HA.com/5391a)
- Dec. 10: Hong Kong Luxury Accessories Signature<sup>®</sup> Auction 5392 (HA.com/5392a)

## **PEOPLE**



TOM BURSTEIN has joined Heritage Auctions as vice president for global luxury. He previously served as head of Christie's New York jewelry department and head of private sales for the Americas. He also worked at Harry Winston Inc., where he was in charge of the company's U.S. retail business and led its estate jewelry department.



MARK STEPHENSON, who previously served as vice president/director of customer relations at Professional Coin Grading Service (PCGS), has joined Heritage's Beverly Hills office as a Consignment Director. He also has served as general manager, in-house counsel and chief financial officer at Excellent Numismatics in Malibu, Calif.



CHRIS CAVALIER has joined Heritage Auctions' San Francisco office as a sports consignment director. Cavalier previously spent eight years in the sports auction business, and created the website GameUsedUniverse.com, a community of collectors and dealers of game-used sports memorabilia.



CHRIS NERAT is joining Heritage's Chicago office to manage sports collectibles consignments and support the auction house's clients throughout the Midwest. Nerat has worked in several areas of the hobby as an author, show promoter and trading card grader.

## **Shooting for the Stars**



Heritage Auctions' Executive Vice President Todd Imhof was interviewed by *CBS This Morning* to share information about the space exploration auction featuring artifacts from the Armstrong Family Collection™. See page 14.

# events



# BACKYARD CONCERT 2018 CHARITY AUCTION LOS ANGELES

Heritage Auctions donated its charity auction services to benefit UCLA Health and Teen Cancer America, a national non-profit launched by the Who's Roger Daltrey and Pete Townshend that provides support and resources to teens and young adults diagnosed with cancer. Music memorabilia auctioned at Backyard Concert 2018 included a Buddy Holly guitar signed by 75 of the world's top musicians, and a Pinball Wizard pinball machine signed by Daltrey, Townshend, Elton John, Tina Turner and Jack Nicholson. Among the evening's performers were Daltrey, Van Morrison, Don McLean, Jewel and Ed Sheeran. Emcees were Judd Apatow and Howie Mandel. Additional support for the evening was provided by the Buddy Holly Foundation.



Ed Sheeran



Jewel and Van Morrison



Greg and Lysa Rohan

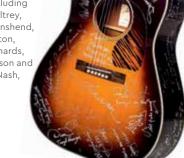


Guests and auction items



Roger Daltrey

A Buddy Holly limited edition acoustic guitar signed by top music icons, including Roger Daltrey, Pete Townshend, Eric Clapton, Keith Richards, Brian Wilson and Graham Nash, sold for \$80,000.



# events



Rick and Mark Armstrong are interviewed by CBS This Morning.

## ARMSTRONG FAMILY COLLECTION™ RECEPTION

FRONTIERS OF FLIGHT MUSEUM, DALLAS

Space exploration collectors turned out for Heritage Auctions' preview and reception for the Armstrong Family Collection™ and other consignors of memorabilia and artifacts. The auction on Nov.1–3 realized more than \$X million, with two additional Armstrong Family Collection™ auctions scheduled for 2019. Reception guests included Mark and Rick Armstrong, sons of Neil Armstrong, and David Hall, CEO and founder of Silicon Valley-based Velodyne LiDAR Inc., the groundbreaking company behind the sensor technology used for autonomous vehicles. "These are some of the most iconic historical items ever to be sold," said Todd Imhof, executive vice president at Heritage Auctions. A portion of auction proceeds will benefit charitable causes related to science and space exploration.



Rick Tewell, Mark Armstrong, David Hall, Rick Armstrong, Anand Gopalan



Jim Halperin, Robert Rodriguez, Todd Imhof



Greg Rohan, Mark Armstrong



Wendy Armstrong, Mike Sadler



Michael Riley, Rick Armstrong

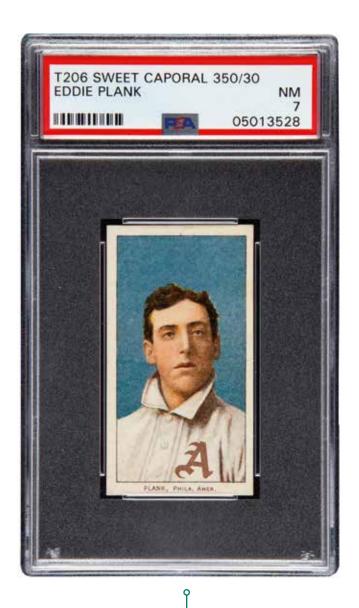


David and Ann Carruth, Robert Pearlman

Photographs by Brandon Wade

# treasures

# **Prices Realized**



# **SPORTS**

If Honus Wagner represents the most coveted of the 1909-11 T206 tobacco card issue, Eddie Plank isn't far behind. The Philadelphia Athletics pitcher's Sweet Caporal card is notoriously rare, with the leading theory blaming a broken printing plate for ending a full production. An example graded PSA NM 7 realized \$690,000 at a September 2018 Heritage auction.

# treasures



# **CURRENCY-**

A total of 6,600 1934 Chicago \$5,000 notes were printed and issued. While plenty of survivors are recorded in the census, attrition has taken its toll and high-grade notes are far and few between. This Choice Uncirculated 64 example sold for \$150,000 at an August 2018 Heritage auction.

# **COMIC BOOKS**

Heritage has offered only three copies of *The Incredible Hulk* #1 (Marvel, 1962) graded higher than VF+ 8.5. This example, graded VF/NM 9.0, sold for \$264,000 at an August 2018 auction.



# RARE BOOKS

Jean Théodore Descourtilz's *Oiseaux brillans du Brésil* (Paris, 1834) is considered the rarest bird book relating to the Americas. The French naturalist and illustrator's book "is so rare that I had begun to doubt its existence," writes Rubens Borba de Moraes, former director of the U.N. Library in New York. A first edition, with 60 hand-colored lithographed plates, sold for \$100,000 at a September 2018 Heritage auction.

# **DECORATIVE ASIAN ART-**

Accomplished painter Wang Dafan is particularly celebrated for his work with porcelain. A pair of Dafan porcelain and hardwood table screens, produced sometime between 1912 and 1949 and with an overall size of 29½ by 19¾ inches, sold for \$150,000 at a September 2018 Heritage auction.





# COMIC ART

Frank Frazetta's legendary career began with illustrations for 1940s "funny animal" comic books before he moved to more adult themes in comics, followed by paintings for paperback covers and rock album covers. Today, his illustrations are deservedly recognized by the fine art community. An original 1990 painting that appeared on the cover of *Death Dealer* #6 (Image Comics, 2008) sold for \$1.79 million at a May 2018 Heritage auction.

# TIMEPIECES-

The Rolex Daytona series has an unusual "exotic" dial design and was dubbed the "Paul Newman" because the actor was always seen wearing it. Early Daytonas are extremely popular with collectors. A 14k gold Ref. 6241 "Paul Newman" Cosmograph Daytona, "John Player Special," circa 1969, sold for \$804,500 at an October Heritage auction.



# **ANCIENT COINS-**

Sextus Pompeius, a Roman general from the late Republic (1st century BC), was a contemporary of Julius Caesar and Mark Antony. An aureus depicting Sextus as Imperator (44-36 BC) sold for \$336,000 at an August 2018 Heritage auction.



# persona

# **David Frangioni**

Audio One/Frangioni Media/IDA

#### What do you do for a living?

I am an entrepreneur who has been in the music and technology business for over 30 years. I own a company that provides high-end recording studio/ facilities, home theater and home automation installations. I also own an artist development company specializing in music with a record label, IDA, that's distributed through WEA. I am a drummer and published author of three books.

# How did a music guy get into movie-poster collecting?

At age 2, I was diagnosed with retinoblastoma, a cancer of the eye. As a result, my right eye was removed and a prosthetic was put in its place. It had a profound impact on my life as I became a loner and immersed myself in music and collecting, first G.I. Joe dolls and then baseball cards by the time I was 8. In my teens, I discovered movie posters and found I had a passion for collecting them.

My mom used to take me to the Regent Theatre in my hometown of Arlington, Mass., for the weekend matinee, 25 cents a person. I would marvel at the

How did you discover movie posters?

cents a person. I would marvel at the movie posters. I got to know the theater manager, Mr. Gunn – no kidding, that was his real name! – and he would give me the posters after they were done with the engagement.

# Why were you specifically attracted to Clint Eastwood posters?

As I saw different movies and posters, I really liked the action and poster images of Clint films. Being a drummer and having a love for music and rock, I was drawn probably because Clint posters showcase a combination of his great



Clint Eastwood Icon: The Essential Film Art Collection (Insight Editions, \$39.95) contains more than 500 original images of Clint Eastwood film posters.







Two of the three *The Good, The Bad and the Ugly* panels (measuring  $39 \times 110$  in. each) from the movie's 1966 Italian premiere.

characters along with great art and cool slogans. Dirty Harry: You don't assign him to murder cases, you just turn him loose!

# So today, you've authored books about Eastwood memorabilia. What's your goal with the books?

I wrote the book that I would want to see over and over as a collector and fan of movie posters. I'm proud that, with the great support of my publisher, Insight Editions, it was mission accomplished! It's a beautiful, coffee-table book.

# Describe the transition from Eastwood collector to Eastwood expert.

I am always learning about items that were released that I did not know even existed. That's one of the most fun and interesting things about the hobby. The word "expert" is a nice compliment, but really, I'm someone who is very passionate about collecting so I immerse myself in learning, finding and, through my books and social media, sharing knowledge.

Where do you find pieces for your collection? The best finds have been through auction houses such as Heritage Auctions and with other collectors. I obtained a poster that was virtually one-of-a-kind from a collector in the middle of Ireland. He was so far in the depths of the country that FedEx was eight hours away from his home! Through the internet and his knowing me through my book, we connected and I was able to obtain this incredible rarity.

#### Which pieces are your favorite?

I think two of my top pieces would be *The Good, the Bad and the Ugly* Italian premier items I got from Heritage. The first is a three-panel set and the other is a 24-sheet poster. Both are from the Italian premier of the film and incredibly rare.

#### How many posters do you have?

At its largest, my collection had more than 10,000 items. Today, it's about 8,000.

# What factors do you consider when culling your collection?

It really depends on my goals at the time, which could be to save space or [selling] items I feel are no longer needed in my current collection. It could also be to raise funds for my charity – Frangioni Foundation – or in the most extreme case, I no longer want to collect that type anymore.

# I imagine you discovered the importance of authenticity pretty early...

I firmly believe that the proper and accurate state of an item must be disclosed so that everyone knows if there's been modification or whatever the history might be. That's a big reason why I am careful with whom I do business, both as a buyer and seller. It's one reason I'm loyal to reputable auction houses such as Heritage, because they are always honest in disclosing everything about the item for sale. That's huge.

# What advice do you have for movie poster collectors?

Stick with it, learn and network, understand values before buying and know when to buy. I say "when" because there will be times where you will see an item that might never be offered for sale again and you need to have enough knowledge to know that now is the moment if you ever want or need that item. Try to have fun with poster collecting because that's one of the reasons we should do it!

# amenities



# **Wine Cellar Royalty**

Known as the "Gold Standard" of wine cellars over the last 40 years, few cellars create the optimal climate for long-term wine storage like a EuroCave. Using patented technology and incomparable design techniques, EuroCave recently created what it calls "the best wine cellar in the world" – the EuroCave Royale. Exclusively available at Wine Enthusiast (WineEnthusiast.com) in the United States, the EuroCave Royale creates a wine storage experience far beyond any other. While all EuroCave Wine Cellars create a proper environment for long-term aging of wine, the Royale (\$13,995) is the pinnacle of EuroCave's technological advances, providing the perfect balance of ultimate wine protection and aesthetic beauty.



# Glenmorangie Delight

Glenmorangie's latest travel retail exclusive is **Grand Vintage Malt 1993** (\$650, Glenmorangie.com), a single malt Scotch whisky that replaces Glenmorangie 25 Years Old, now considered a collectible. The distillery's latest offering spent a decade in ex-bourbon casks, before being transferred to casks previously used to mature Bual Madeira, where it spent another 15 years. It's a singular expression that boasts of achieving the full, flinty intensity that whisky lovers will relish. It's available exclusively in travel retail and at the distillery's visitor center in the Highlands of Scotland.

# Go Speedster Go

Porsche's tantalizingly gorgeous 911
Speedster concept has received the green light for production, reports *Digital Trends*. The sporty, two-seater is part of the company's 70th birthday bash, and the Speedster will commemorate the end of the current generation 911's production run. "The anniversary model," the company says, "forges a link between the very first Porsche 356 'No. 1' Roadster, which received its operating permit on June 8, 1948, and the Porsche cars of today." Production of only 1,948 Speedsters is expected to begin in the first half of 2019. Pricing hasn't been released yet, but don't expect it to come cheap.



# Offshore Camo Chic

One of Audemars Piguet's more controversial pieces this year has been a Royal Oak Offshore Chronograph (\$31,000, AudemarsPiguet.com) that features a camouflage strap, a khaki-green ceramic bezel and a beige dial. It's part of a series that commemorates the 25th anniversary of the Swiss manufacturer's Royal Oak Offshore Tourbillon Chronograph. The strap on this "camo" piece has attracted the ire of the horological cognoscenti, but the bezel and dial combination, reports *WatchTime*, is really quite impressive.





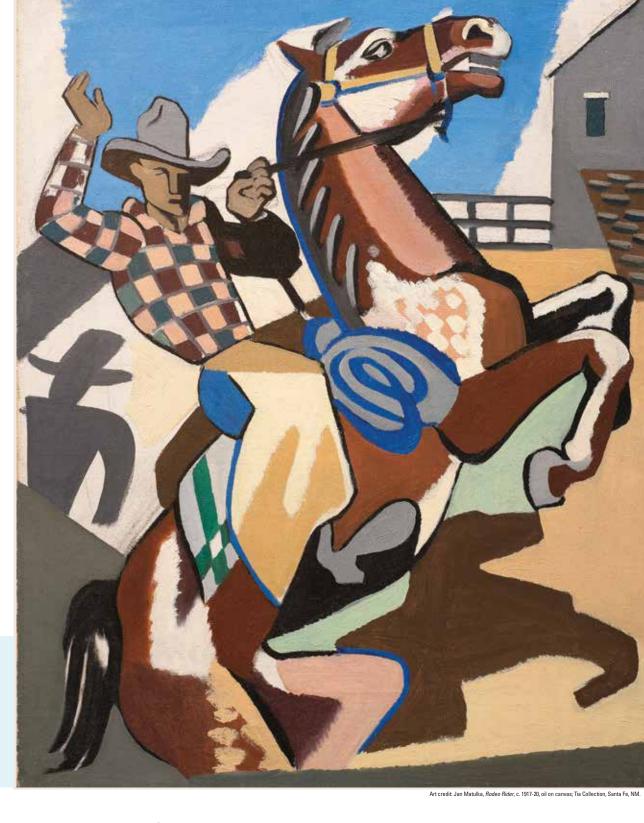
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## IMPORTANT LOTS IN **UPCOMING EVENTS**

#### 32 ROCKWELL'S 'CHRISTMAS'

Classic image graced 1923 magazine cover

25 William Demuth

26 Lou Gehrig

34 Walt Disney

40 Barack Obama

Norman Rockwell (1894-1978) The Night Before Christmas (detail), Literary Digest magazine cover, December 1923 Oil on canvas, 28 × 241/4 in. Estimate: \$500,000-\$700,000

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#### FMAII

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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.



#### 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.



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\*Patent No. 9,064,282

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# **Demuth 'Punch' Figure**

Rare example has original paint, first to appear on market with wood base

By Kathleen Guzman

This charming miscreant was part of an Adirondack cottage purchased by the owner's parents in the 1970s in Brandt Lake, N.Y. He stood vigilantly by the fireplace, but his history is even more interesting.

In the 19th century, many Americans, especially the burgeoning immigrant population, did not read or write. Storeowners placed various attractive signs or carvings in front of their shops so passersby knew what was sold inside.

Most of the men who carved these signs were shipbuilders, and the New York City docks had no shortage of these talented carpenters. In the 1850s, wooden ships were replaced by ironclads, so there was little need for carved figureheads on the ships' bows. These enterprising tradesmen were happy to assist retail establishments with their wares.

One of the preeminent firms of show carvings and pipes was William Demuth (1835-1911). Of German descent, he arrived at age 16 penniless, and learned his craft. By 1863, he opened his own New York shop, offering a variety of carved displays. In 1868, Demuth went into partnership with Moritz J. Selig, a zinc manufacturer and fellow German. Together they cast store display figures in zinc of the highest quality and variety. The 1875 Demuth catalog lists 30 different metal show figures, which were far more durable, replacing wooden varieties that were prone to cracking, fading and warpage.

Punch was one of his liveliest examples, modelled after the puppet-show clown Punchinello – with his distinctive sugarloaf cap and ruff collar. Fitted on his humpback was a bellows for this counter model to blow smoke through his cigar. This rare example has its original paint and is the first to appear on the market with a wood base, similar to the bases listed in the Demuth 1875 catalog. Over time, many figures by Demuth were made, but the Punch figure remains the most difficult to acquire, and rarely comes to market in this spectacular condition. An identical example can be seen in Frederick Fried's 1970 book *Artists in Wood*.

KATHLEEN GUZMAN is managing director of Heritage Auctions in New York.

#### EVENT -

AMERICANA & POLITICAL GRAND FORMAT AUCTION 6185

March 30-31, 2019

Live: Dallas

Online: HA.com/6185a



# **Newly Discovered Gehrig**

Hall of Famer's personal effects, including never-before-seen baby photo, held for decades by friends of family

By David Seideman

Imagine that it's show-and-tell day in your fourth-grade class outside of New Haven, Conn. You want to impress your teacher, who is an avid Yankees fan. Well, one day, a lucky girl brought her grandpa Bob, and his shared objects left her classmates and teacher speechless.

Bob, who worked for IBM for 30 years, showed the class some special heirlooms that once belonged to the family of Lou Gehrig, one of baseball's greatest players. Among the sacred relics were signed checks, baseballs signed by him and Babe Ruth, and his game-worn cap from the mid-1930s. Bob let the students take turns wearing the cap.

This Gehrig collection, estimated to be worth at least \$400,000, will come up for sale at Heritage Auctions' Sports Platinum Auction scheduled for Feb. 23 and 24, 2019. It's one of the most valuable Gehrig collections to surface in more than a decade. But what makes it really extraordinary is its impeccable provenance, the personal nature of the items, and the consignor's passion.



Lou Gehrig, a native of New York City, played his entire professional career for the New York Yankees.

long thought to have been unsurpassable until Cal Ripken Jr. broke it in 1995, and for his inspiring "Luckiest Man on the Face of the Earth" speech, baseball's Gettysburg Address. He delivered it to a packed Yankee Stadium in 1939, two years before his untimely demise at 37 from the rare disease now named after him.

In Westchester County, just north of New York City, the mother of Bob's wife, Jill, became close friends with Gehrig's mother, Christina, immortalized in the classic 1942 Gary Cooper film *The Pride of the Yankees*. After the death of Gehrig's father in 1946, Christina moved to northeast Connecticut with the family of Jill's mom. There's even a Little League field named after Lou Gehrig in Milford, Conn.

After Christina's death in 1954, she bequeathed the memorabilia, via her will, to Jill's mom.

Jill's mom kept the collection

in a safe along with her jewelry until she passed away in 1998. The full safe moved to Jill and Bob's house and its contents were divided between Bob and Jill's brother. "The first thing I asked for was the cap," Bob says. "I also asked for one or two of the signed baseballs."

When Bob decided it was time to sell, he contacted Rob Rosen, vice president of sports collectibles at Heritage Auctions. Rosen, a Yankees specialist, flew from Heritage's Dallas office to meet Bob and his son in Heritage's Manhattan office. Like any collector, Rosen was astonished. "Everyone," Rosen says, "wants to see this kind of stuff."

#### FRIENDS WITH A LEGEND

The story starts sometime in the early 1930s. Gehrig, the Yankees first baseman, was in the prime of his magnificent career. "[He] scored over 100 runs and drove in over 100 runs for 13 straight seasons," notes the National Baseball Hall of Fame. "He led the American League in runs four times, home runs three times, runs-batted in five times, on-base percentage five times, and batting average once."

The "Iron Horse" is best known for playing in 2,130 consecutive games for the Yankees, a superhuman streak,



#### **EXCEPTIONAL ITEMS**

The highlight is Gehrig's game-used cap, which has a conservative pre-sale estimate of at least \$200,000. "Caps have always been popular," Rosen says. "It's something he went to war with, performing his job. Gehrig jerseys now go well into the seven figures and bats well into six figures." A cap is, thus, a far more affordable game-used item. The tag inside says "Mr" next to Gehrig, a less common attribute that helps Heritage's experts pinpoint the date when he wore it.

Among the exceptional autographs, one piece stands out: Gehrig's own baseball signed by Hall of Famers Babe Ruth, Ty Cobb, Tris Speaker and Eddie Collins - four of the best players ever. Signed in 1928 while they were all still active, the ball is expected to sell for at least \$30,000. There are three signed Gehrig checks, which are highly collectible (\$10,000 each). Another amazing autograph is on Gehrig's 1926 Certificate of Registration for his Peerless Coupe Roadster because it's one-of-a-kind and he included his full name, "Henry Louis Gehrig" (\$10,000).

Items from a player's personal life, such as the registration, seldom survive. Here, there are dozens, including a pair of

Gehrig's beautiful handkerchiefs, one monogrammed (\$4,000 for the pair), and his wallet (\$4,000). Two kimonos and pairs of slippers from the American All Stars Tour of Japan, likely from 1931, with detailed floral patterns are like fine works of art (\$15,000 apiece).

Rosen believes the sleeper in the auction might be Gehrig's baby photo. It sort of amounts to his true rookie card; and vintage, first generation photos are an extremely hot category today. "Due to its uniqueness," Rosen says, "it has the potential to be the most sought after and popular item in the auction."

For his part, Bob, 76, has known his collection has been valuable since Jill's brother sold his half in 2002.

He will put the proceeds of his sale into trust funds for his son and daughter and his two grandchildren. "Neither of the kids



1930s Lou Gehrig Game-Worn New York Yankees Cap Estimate: \$200,000+



Circa 1930 Lou Gehrig Personally Owned Handkerchiefs Lot of 2 Estimate: \$4,000+

#### EVENT -

**PLATINUM SPORTS AUCTION 50011a** 

Feb. 23-24, 2019 Online: HA.com/50011 **INQUIRIES** 

Chris Ivy 214.409.1319 Clvy@HA.com



# **Cheers!**

# Original 19th century beer poster expected to command six figures

Recruiting professional athletes to pitch beverages is nothing new. Back in 1889, Guinness Brewery selected two superstars of the era, Cap Anson of the Chicago White Stockings and Buck Ewing of the New York Giants, to endorse its E&J Burke "Finest Pale Ale" and "Extra Foreign Stout."

In the poster, Anson and Ewing are seen enjoying a cold one as a game takes place in the background.

"This has been called the most important baseball advertising poster of the 19th century," says Heritage's Director of Sports Auctions Chris Ivy. "It's recognized as one the great masterpieces of American advertising posters."

An original example is being offered at Heritage Auctions' Sports Platinum Auction scheduled for Feb. 23 and 24, 2019. A similar poster sold at auction in 2008 for \$188,000. "This particular poster was gifted to the family of our consignor in the early 1900s," Ivy says. "It was hanging inconspicuously on the wall of their upstate New York home for decades."



1889 Original Cap Anson and Buck Ewing "Burke Ale" Beer Poster Estimate: \$150,000+

#### sports

are baseball fans," he says. "They don't have the sentimental attachment to the stuff that I do."

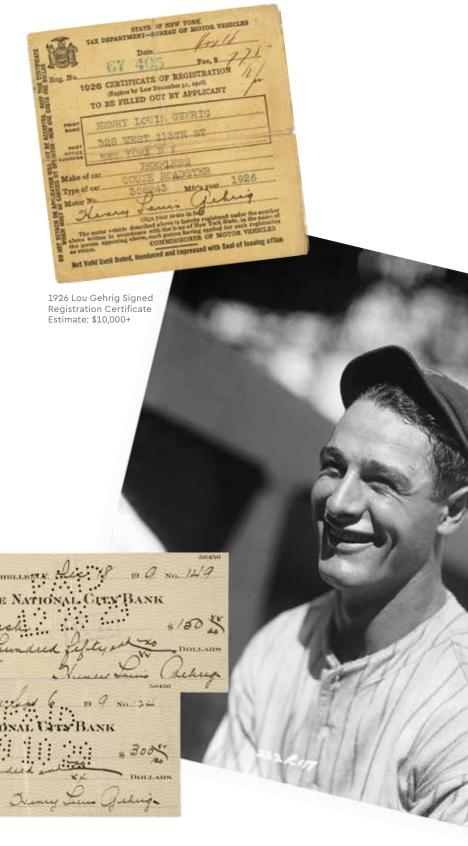
For the past 20 years, Bob has shared his love of the collection and of Gehrig with other fans. Besides his granddaughter's class, he has brought much of his treasure trove to a baseball historical society called Silver Sluggers in Derby, CT, Rotary Clubs, and JC Clubs. As a Father's Day gift, a 50-year-old man took his 76-year-old dad and a friend to Bob's house. They spent three joyful hours in his kitchen. Every time Bob shared his gems, he let anyone have his or her picture taken wearing the cap.

A self-described "mini-historian" of Gehrig, Bob is a walking and talking encyclopedia of his all-time favorite player ... after Mickey Mantle. "Gehrig's statistics are so superior to today's baseball," he says. "If he didn't beat Ruth, he was right behind him. What would he have done with five more years? The streak wouldn't have ended. He was handsome and strong. He adored his parents. He adored children."

As for Gehrig's beloved cap, Bob never had a picture taken of himself wearing it because it wasn't big enough to fit him. "A lot of people have smaller heads," he says. "It would have sat on top of me like a beanie. I would have looked foolish."

DAVID SEIDEMAN covers sports collectibles as a senior contributor to Forbes, and his work on the industry has also appeared in Time and Sports Illustrated.

1929 Lou Gehrig Signed Checks Estimate: \$10,000+ each





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The TAOS SOCIETY OF ARTISTS helped shape the identity of the American Southwest. From left, founders J.H. Sharp, E.L. Blumenschein, "Buck" Dunton, E.I. Couse, Bert Phillips, and O.E. Berninghaus.

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SAVE THE DATE for our Sixth Biennial Couse Foundation GALA & ART AUCTION | Saturday, June 15, 2019

**TOURS BY APPOINTMENT** OPEN HOUSES | JULY-OCTOBER

# Rockwell's 'Christmas' Scene

Classic holiday image graced cover of 1923 Literary Digest magazine

By Ariana Hartsock

Few images hold a sense of nostalgia in the American consciousness as that of Santa Claus visiting the homes of youngsters on Christmas Eve.

Artists and writers have long depicted a variety of renderings of St. Nick, many of these influenced by the 1823 publication of Clement Clarke Moore's poem "A Visit from St. Nicholas," now widely known as "The Night Before Christmas." By the 1920s, the classic American Santa, embodied as a jolly old man in a red suit, was ubiquitous in the work of popular illustrators – and familiar to American audiences.

Similarly, few artists have captivated the nation's imagination, particularly around Christmastime, as adeptly as America's most beloved illustrator, Norman Rockwell. From his earliest advertisements to his patriotic World War II subjects, Rockwell's virtuoso was in his ability to capture the essence of American culture and a view of a more innocent time in our country's history.

Just in time for the holidays, Heritage Auctions is providing a sneak peek of an important work by Rockwell, *The Night Before Christmas*, which highlights the auction house's May 3, 2019, American Art auction.

Depicting a sleeping child and dog on Christmas Eve, with a jubilant Santa Claus peeping out from the shadows, this original oil on canvas comes directly from the distinguished collection of Jack and Martha Campbell of Houston. An evocative and tender scene, this work was featured on the cover of the Dec. 23, 1923 issue of *Literary Digest* and was Rockwell's fifth and final cover illustration for the magazine.

The Night Before Christmas is a prime example of Rockwell's painting style of the 1920s and '30s. A great admirer of Rembrandt, Rockwell often paid homage to the artist by utilizing chiaroscuro (light-dark) effects, as here, in the candlelight that illumines the central composition. In this nocturnal scene, the child and dog are nestled in a wingback chair, having dozed off waiting for Santa.

The fire in the nearby hearth has cooled, and a patchwork quilt wards off the night chill, with the child's toes peeking through. It is only after we observe the slumbering pair that the subtle figure of Santa Claus emerges from the background, and we sense our own childlike exhilaration at the sight. *The Night Before Christmas* is a beautifully composed work, which told a familiar and magical tale to popular audiences in 1923, just as it does today.

**ARIANA HARTSOCK** is Dallas director of fine art at Heritage Auctions.

Norman Rockwell (1894–1978) The Night Before Christmas, Literary Digest magazine cover, December 1923 Oil on canvas, 28 × 24¾ in. Estimate: \$500,000-\$700,000

#### EVENT -

**AMERICAN ART SIGNATURE® 5404** 

May 3, 2019 Live: Dallas

Online: HA.com/5404a

**INQUIRIES** 

Ariana Hartsock 214.409.1283 ArianaH@HA.com



# **Celebrating Mickey**

## Disney's animated mouse took world by storm 90 years ago

Ninety years ago, a mouse changed pop culture forever.

Mickey Mouse is perhaps the most recognizable cartoon character in the world. And it all began in 1928, when Walt Disney and Ub Iwerks set out to produce a cartoon with a mouse wearing shorts, large shoes and white gloves.

"No one can deny Mickey's importance in film and animation history and in the pop-culture fabric of the United States and the world," says Jim Lentz, director of animation art at Heritage Auctions.

What better way to celebrate the mouse's 90th anniversary, Lentz says, than a special collection of historical items being offered at Heritage Auctions' animation art auction scheduled for Dec. 8 in Beverly Hills. "Some of the most notable collectors of Disneyana are opening their vaults to share their precious pieces of animation and original art with fans," Lentz says.

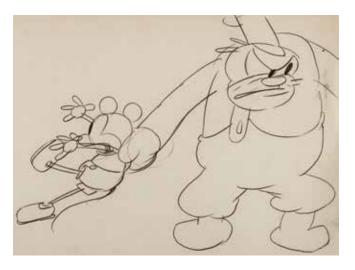
Among the offerings is an original animation drawing from *Plane Crazy*, first shown to a test audience in May 1928, making it technically the first Mickey Mouse cartoon shown theatrically, Lentz says. "This drawing is attributed to the hand of Ub Iwerks," Lentz says, "and is a major piece of Disney and Mickey Mouse history."

Also offered are pieces of animation from other Disney classics, such as 1928's *Steamboat Willie*, Mickey Mouse's first widely released cartoon.

"The short was directed by Disney, who also provided the voice for Mickey Mouse," Lentz says. "The animation was done by Iwerks. This is an extremely rare and important piece of Disney animation art, showing both Mickey and Peg Leg Pete. This image can be seen at the 7:02 mark of the film."

The 1940 film *Fantasia* gave Mickey perhaps his greatest role as the Sorcerer's Apprentice. "This is one of the single best animation drawings from this performance we have seen," Lentz says. "As total bedlam is going on, Yen Sid appears at the top of the stairs and waves his hands and arms, and all is returned to normal. This is an outstanding, one-of-a-kind piece that shows Mickey handing the hat back."

All together, the auction includes 1,000 pieces from Disney, Hanna-Barbera, Warner Bros. and MGM, among others. "We also have key pieces from cartoonist and animator Winsor McCay that reflect the birth of animation," Lentz says, "as well as artwork from the hand of Disney artist Mary Blair and artwork from the Mary Blair Family Trust."



Steamboat Willie, 1928, Walt Disney Studios, 12 Field Two Peg Hole Animation Drawing Estimate: \$10.000



Steamboat Willie, 1928, Walt Disney Studios, 12 Field Two Peg Hole Animation Drawing Estimate: \$5.000

#### EVENT -

#### **ANIMATION ART SIGNATURE® AUCTION 7196**

Dec. 8, 2018 Live: Beverly Hills Online: HA.com/7196a

#### **INQUIRIES**

Jim Lentz 214.409.1991 JimL@HA.com



The Cactus Kid, 1930, Walt Disney Studios, 12 Field Two Peg Hole Animation Drawing Estimate: \$750



The Opry House, 1929, Walt Disney Studios, 12 Field Two Peg Hole Animation Drawing Estimate: \$1,000

The auction represents one of the largest collections of early and important Mickey Mouse production artwork brought to market, Lentz says. "This auction offers collectors a great opportunity to acquire some of the most desirable pieces on the market today."



Plane Crazy, 1928, Walt Disney Studios, Original 12 Field Two Peg Hole Animation Drawing Estimate: \$5,000



Fantasia, 1940, Walt Disney Studios, 12 Field Five Peg Hole Animation Drawing Estimate: \$2,500

**Exceptional Hermès Kelly Bag** 

Special order piece produced with Maison Lemarié of Paris being offered for first time

A one-of-a-kind Hermès Kelly Bag is a highlight of Heritage's luxury accessories auction in New York.

Designed exclusively for an esteemed collector, the guineafowl-feathered bag is an exceptional rarity, says Diane D'Amato, director of luxury accessories at Heritage Auctions. "The orange and black feather design was created in partnership with Maison Lemarié of Paris, the most renowned and celebrated plumassier among haute couture houses."

The feathers were not only carefully handpicked, D'Amato notes, but also attached individually, "forming a delicate pattern of iridescent colors framed by Hermès Box Calfskin Leather.

"This bag is exceptionally rare," D'Amato says. "It's a special order, one of the rarest bags ever created, and the first time it has been offered at Heritage."

Plumed, feathered "birdhouse hats" were the rage when Lemarié was founded in 1880. Lemarié later collaborated with Parisian fashion houses such as Cristóbal Balenciaga and Christian Dior. Lemarié in recent years launched a line of jewelry influenced by tribal art, using feathers, rhinestones and precious metals.

The auction, scheduled for Dec. 2-3, 2018, at the Ukrainian Institute of America at the Fletcher-Sinclair Mansion in New York, includes more than 250 lots.



Hermès Special Order Horseshoe 32cm Orange H Evercolor Leather & Feather Sellier Kelly Bag with Gold Hardware Estimate: \$120,000-\$140,000



Hermès 25cm Ficelle Niloticus Lizard Birkin Bag with Palladium Hardware Estimate: \$20,000-\$25,000



Hermès 25cm Shiny Vert Fonce Lizard Sellier Kelly Bag with Palladium Hardware Estimate: \$20,000-\$25,000

## EVENT -

## **LUXURY ACCESSORIES SIGNATURE® AUCTION 5354**

Dec. 2-3, 2018 Live: New York

Online: HA.com/5354a

## **INQUIRIES**

Diane D'Amato 212.486.3518 DianeD@HA.com

## **Hong Kong Week**

Jewelry, timepieces, handbags anchor dazzling auctions for high-end collectors

Heritage Auctions inaugural "Heritage Week-Hong Kong," a series of six auctions and public previews, includes rare collections of jewelry, timepieces and luxury handbags.

"Heritage is pleased to bring together a selection of some of the rarest known gems and finest designer names to the Hong Kong market," says Jill Burgum, director of fine jewelry at Heritage Auctions. "We have carefully crafted our inaugural boutique auction to reflect the festive color and cheer of the holiday season."

Among the fine jewelry lots is a breathtaking Kashmir sapphire, diamond, platinum, gold ring crafted by Jean Schlumberger for Tiffany & Co. "This most valuable of sapphires with Kashmir pedigree radiates a high intensity of color, and boasts no heat enhancement," Burgum says. "Schlumberger is the first designer permitted to sign his designs for Tiffany & Co." The piece is expected to realize at least \$300,000.

The timepiece auction includes a rare Patek Philippe, Ref. 5970J-001, unused single sealed gold chronograph. "This watch was launched in 2004 and was produced for just seven years, making it a rarity in all four configurations: yellow gold, white gold, rose gold and platinum," says Jim Wolf, Heritage Auctions' director of watches and fine timepieces. "The yellow gold version offered in this auction is among the rarest of this extraordinary reference."

The timepiece auction, Wolf adds, "is both an important and exciting offering to the many high-end collectors of luxury timepieces in Asia, and presents an array of timepieces that never has been offered there before."

Among the offerings in the luxury handbag auction is a rare 25cm Matte Rose Extreme Alligator Birkin Bag, expected to realize at least \$45,000. "The exquisite palladium hardware accents an interior finished in Rose Extreme Chevre Leather to create a bag sought after all over the world," says Diane D'Amato, director of luxury accessories at Heritage Auctions. "This is a vintage masterwork."

Previews and auctions for Heritage Week–Hong Kong will be held at the Mira Hong Kong Hotel. Information on all auction items can be found at HA.com/HeritageWeek.



Kashmir Sapphire, Diamond, Platinum, Gold Ring, Schlumberger for Tiffany & Co. Estimate: \$300,000-\$400,000



Patek Philippe, Ref. 5970J-001, Unused Single Sealed, Gold Chronograph With Perpetual Calendar, Moon Phases, Tachometer And 24 Hour Indication Estimate: \$120,000-\$130,000



Hermès 25cm Matte Rose Extreme Alligator Birkin Bag with Palladium Hardware Estimate: \$45,000-\$75,000

## **EVENTS** -

## TIMEPIECES SIGNATURE® AUCTION 5393

Dec. 10, 2018 Live: Hong Kong Online: HA.com/5393a Contact: Jim Wolf JWolf@HA.com

## JEWELRY SIGNATURE® AUCTION 5391

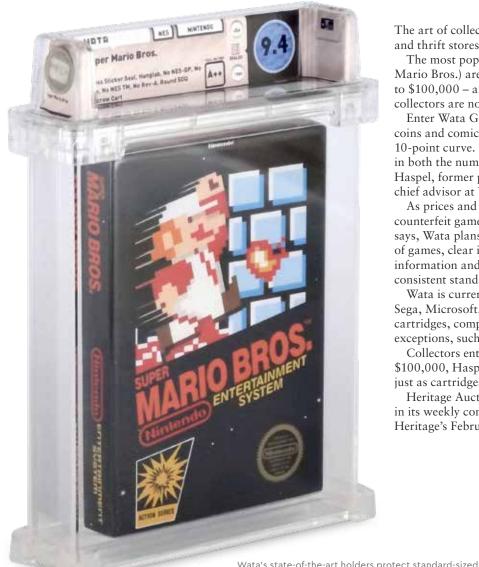
Dec. 10, 2018 Live: Hong Kong Online: HA.com/5391a Contact: Jill Burgum JillB@HA.com

## LUXURY ACCESSORIES SIGNATURE® AUCTION 5392

Dec. 10, 2018 Live: Hong Kong Online: HA.com/5392a Contact: Diane D'Amato DianeD@HA.com

## Collecting Super Mario Bros., Zelda

Booming interest in rare, vintage examples creates new grading company



The art of collecting vintage videogames is moving beyond garage sales and thrift stores.

The most popular and rare examples (think Sonic, Zelda, Super Mario Bros.) are now commanding serious money – in some cases up to \$100,000 – and are now popping up at auction. And that means collectors are now placing a premium on condition and authenticity.

Enter Wata Games, a Denver-based grading company that – like coins and comics – grades and certifies videogames, in this case on a 10-point curve. "In the last five years, we have seen tremendous growth in both the number of collectors and the prices of games," says Mark Haspel, former president at Certified Guaranty Company and now chief advisor at Wata Games Inc. (WataGames.com).

As prices and demand climb, the market has been flooded with counterfeit games and instability. Like other grading services, Haspel says, Wata plans to "restore confidence through our authentication of games, clear identification of variants and important historical information and, most importantly, by creating a transparent and consistent standard in grading condition."

Wata is currently grading standard-sized games for Nintendo, Sega, Microsoft, Sony and other systems – "Whether they be loose cartridges, complete-in-box, factory-sealed games or even outliers and exceptions, such as prototype games," Haspel says.

Collectors entering the market will find that prices range from \$1 to \$100,000, Haspel says. Factory-sealed games command a premium, just as cartridges will be much more affordable than a CIB game.

Heritage Auctions begins offering collectible videogames this month in its weekly comics auctions. A selection will also be offered in Heritage's February Comics & Comic Art Signature® Auction.





## EVENT

**COMICS & COMIC ART SIGNATURE® AUCTION 7204** 

Feb. 21–22, 2019 Live: Dallas

Live: Dalias

Online: HA.com/7204a

**INQUIRIES** 

Lon Allen 214.409.1261 LonA@HA.com

38 Intelligent Collector

games for most consoles from the 1970s to today.

## John Sutter's Sword

## Historic presentation piece dates to California Gold Rush

John A. Sutter was one of California's most important pioneers and landowners. The German-born immigrant established Sutter's Fort on the site that would become the city of Sacramento but, of course, he is best known for his ownership of the mill where California gold was first detected in 1848.

Sutter's trusted employee, James S. Marshall, was charged with building a water-powered sawmill. When inspecting the tailrace for silt and debris, he found nuggets from the river and quickly informed his employer. Sutter did his best to keep the discovery a secret as he set about acquiring as much land as possible in the area. But word leaked out, setting off the tumultuous and historic California Gold Rush.

As one of California's most prominent citizens, Sutter (1803-1880) in 1853 was presented a sword "in consideration of [Sutter's] early services to the state of California," according to a newspaper report of the day.

Capt. A. Andrews of a militia known as the Sutter Rifles spoke eloquently at the ceremony: "You are honored and esteemed by not only those who have known you, but wherever your reputation has extended; and I would have you accept the sword in proof of the fact that virtue in the distinguished citizen is not always unappreciated."



John A. Sutter

The sword presented that day is being offered in the Western section of Heritage Auctions' March Americana and political auction. It's expected to realize at least \$25,000.

Perhaps because Sutter had some military background in Europe he was given the honorific "Major General," although there is little evidence he was actively involved in military administration in California.

Sutter reportedly responded to Andrews: "I claim no credit for

whatever services I may have rendered in the early days of California. As one of its pioneers, I could not do less than use my best exertions to promote its prosperity, and to contribute to the comfort and enjoyment of those who followed me to its lovely valleys."

Ironically, most of Sutter's business ventures proved less than successful, but his name remains forever identified with the discovery that fueled the growth of the modern state of California.



## EVENT -

AMERICANA & POLITICAL GRAND FORMAT AUCTION 6185

March 30–31, 2019 Live: Dallas

Online: HA.com/6185a

## **INQUIRIES**

Tom Slater 214.409.1441 TomS@HA.com



## **Obama's High School Jersey**

## Future president played for Hawaiian basketball team

Basketball was a refuge, Barack Obama told *Sports Illustrated* in 2008.

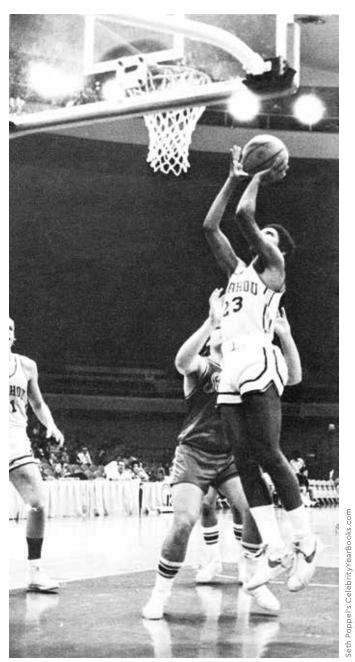
"[It was] a place where I made a lot of my closest friends, and picked up a lot of my sense of competition and fair play," Obama said. "It was very important to me all the way through my teenage years."

Nearly 30 years before he was elected president, "Barry" Obama played on both the J.V. and varsity teams at Hawaii's Punahou School, with the team winning a state championship in 1979. Friends recall his playing nickname was "Barry O'Bomber," because of his love of taking difficult shots.

A few years after Obama left Punahou, the school was discarding uniforms when a student saved it from the trash. "He decided to keep the jersey because he liked the number," says Heritage Auctions' Director of Sports Auctions Chris Ivy. "He realized only decades later that it had belong to Obama."

The jersey, photo-matched to yearbook photos of Obama, is now being offered in Heritage's Platinum Sports Auction scheduled for Feb. 23-24, 2019. It's expected to sell for at least \$100,000.

"Basketball was important to the 44th president of the United States," Ivy says. "Basketball was a recurring theme in his eight years in office. He played 'horse' with reporters and he shot hoops with the military in Kuwait, and filled in his NCAA brackets every year. This is a truly special item for collectors or presidential memorabilia and American history."



Obama wears the jersey in his senior class yearbook.

## EVENT

## **PLATINUM SPORTS AUCTION 50011**

Feb. 23-24, 2019

Online: HA.com/50011a

## **INQUIRIES**

Chris Ivy 214.409.1319 Clvy@HA.com

## **Upcoming Auctions**

## Visit HA.com/Auctions for details on all Heritage Auctions

## **DECEMBER**

LUXURY ACCESSORIES Signature® Auction 5354 New York – HA.com/5354a

## **JEWELRY**

Signature® Auction 5353 Holiday Fine Jewelry New York – HA.com/5353a

## **URBAN ART**

Signature® Auction 5388 Dallas – HA.com/5388a

## WORLD CURRENCY

Signature® Auction 4007 Hong Kong International Numismatic Fair Hong Kong – HA.com/4007a

## **WORLD COINS**

Signature® Auction 3068 Hong Kong International Numismatic Fair Hong Kong – HA.com/3068a

## WINE

Signature® Auction 5368 Beverly Hills – HA.com/5368a

## **EUROPEAN ART**

Signature® Auction 5384 Dallas – HA.com/5384a

## FINE & DECORATIVE ARTS

Signature® Auction 5385 Dallas – HA.com/5385a

## ANIMATION ART

Signature® Auction 7196 Beverly Hills – HA.com/7196a

## CIVIL WAR, MILITARIA, ARMS & ARMOR

Grand Format Auction 6194 Dallas – HA.com/6194a

## FINE JEWELRY

Signature® Auction 5391 Hong Kong – HA.com/5391a

## **LUXURY ACCESSORIES**

Signature® Auction 5392 Hong Kong – HA.com/5392a

## **TIMEPIECES**

Signature® Auction 5393 Hong Kong – HA.com/5393a

## U.S. COINS

Signature® Auction 1282 Beverly Hills – HA.com/1282a

## NATURE & SCIENCE

Signature® Auction 5389 Dallas – HA.com/5389a

## PRINTS & MULTIPLES

Fine Art Auction 191853 Online – HA.com/191853a

## **PHOTOGRAPHS**

Fine Art Auction 191854 Online – HA.com/191854a

## **JANUARY**

## **PRINTS & MULTIPLES**

Fine Art Auction 201901 Online – HA.com/201901a

## **WORLD COINS**

Signature® Auction 3071 New York International Numismatic Convention New York – HA.com/3071a

## **PHOTOGRAPHS**

Fine Art Auction 191902 Online – HA.com/191902a

## **U.S. COINS**

Signature® Auction 1291
Florida United Numismatists
Orlando – HA.com/1291a

## **CURRENCY**

Signature® Auction 3571 Florida United Numismatists Orlando – HA.com/3571a

## WORLD CURRENCY

Signature® Auction 4008 Florida United Numismatists Orlando – HA.com/4008a

## PRINTS & MULTIPLES

Fine Art Auction 201902 Online – HA.com/201902a

## **MANUSCRIPTS**

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## PASSIONATE CONNOISSEUR

DECADES OF COLLECTING HAVE EARNED

ALAN WEINBERG A SPOT AMONG THE HOBBY'S

TOP COIN AND MEDAL COLLECTORS

STORY BY DAVID STONE

PHOTOGRAPHS BY AXEL KOESTER

Over nearly six decades, Alan Weinberg has formed one of the most fascinating collections of American coins and medals, a collection known across the hobby for its rare and quality pieces.

"Alan is arguably one of the most impressive rare coin collectors of all time," says Heritage Auctions' Executive Vice President Todd Imhof. "He is a passionate connoisseur but at the same time he tempers his desire to acquire items with intelligence and research."

This approach has made Weinberg a top collector and authority on early coppers, Colonials, 1792 patterns and medals of many series. "Alan has long understood the importance of acquiring items that strike a balance between historical significance, popularity, quality and true rarity," Imhof adds. "He has always focused his interest in 'true rarity,' such as early Americana issues, rather than 'conditional rarities,' such as modern issues that are only rare in the very highest grades."

As Weinberg prepares to sell Part I of his collection through Heritage Auctions at January's Florida United Numismatists Convention in Orlando (with Part II going to auction at the 2020 show), Weinberg took time to discuss his numismatic journey and the colorful personalities he has encountered along the way.





## **EYE FOR QUALITY**

Like most great collectors, Weinberg came to the hobby at an early age. His collecting habits back then were innovative and somewhat unorthodox. "I started collecting Lincoln cents in junior high," he recalls, "influenced by a good friend who was a collector and used to ask to check my change in the lunch cafeteria every day. I dipped my pennies in vinegar and taped them to shirt cardboard."

Weinberg soon adopted more conventional means of preserving his coins. He also developed a remarkable eye for quality at an early date, establishing an ironclad principle of personally inspecting every item he purchased for his collection. "I quickly learned in 1960 never to buy or bid on an item that I couldn't examine in-hand," he says. "At that time, I bought at auction from a major dealer a 'Proof' 1829 half dime for \$50 that was actually a polished circulated coin. I never returned it and considered it a good lesson, which I've followed all these years. Either attend the auction or arrange to examine the piece beforehand."

Weinberg's interests quickly progressed to more advanced numismatic series and he graduated to collecting 1793 large cents by variety within a year after he started collecting. By the time he finished high school, he was an advanced student of Colonial coinage, making large purchases from some of the most prominent collectors and dealers of the time.

"I met [prominent collector/dealers] Dick Picker and Bill Anton Jr. in high school and started spending up to \$3,000 for individual rare Colonials," he says. "I recall Billy taking me to dinner in the early '60s and laying out seven genuine 1737 Colonial Higleys on the table in the candlelight, my pick at \$3,750. I bought a nice 1737 Axe Higley. I also recall talking to Dave Bowers on the frat house payphone and buying two mint red 1804 half cents from him for \$125 each following his return from a European buying trip."

Weinberg experienced one outstanding disappointment in his early years in the hobby. In June 1962, the summer he graduated from high school, he received a call from Picker, who offered



Weinberg in 1983 scored one of his greatest numismatic triumphs when he purchased this Judd-1 1792 Silver Center cent, considered the third finest of 13 known examples.

## "I recall Billy [Anton] ... laying out seven genuine 1737 Colonial Higleys on the table in the candlelight."

him the Virgil Brand specimen of the 1787 Brasher Doubloon for \$14,000. Weinberg did not have the money to purchase the coin at that time, so he regretfully passed on the opportunity. Shortly thereafter, Picker sold the coin to Jack Friedberg, president of Capitol Coin Company. "That was the greatest disappointment of my 58 years in numismatics and it has haunted me all these years."

Similar Brasher Doubloons today can fetch more than \$3 million.

Weinberg established a strong work ethic as a young man, working behind the counter at the snack bar of the neighborhood pool when he was 14. He later pursued a variety of summer jobs, including working for the construction company of noted coin collector and dealer William Anton Sr. He still has his "Anton scar" on his wrist from that experience. He enrolled in law school after college, but he was drafted into the Army at the height of the Vietnam War. Fortunately, he was stationed in Germany, serving for two years of active duty at the Frankfurt 97th General Hospital. He was able to keep in touch with numismatics from there, having his father represent him at a New Netherlands auction where he acquired handsome specimens of the 1793 and 1802 half cents.

Dealers continued to send him valuable coins to examine while he was overseas. Chicago dealer Ed Milas actually mailed him a Choice AU 1793 Chain cent on approval at \$20,000 while he was serving in Germany.

When his military service was completed, Weinberg drove cross-country to California and joined the Los Angeles Police Department in December 1970. His plan was to approach criminal law from both directions – school and the street. As it turned out, he had a real affinity for police work and made that his career. Weinberg says he never returned to law school because he felt he was more effective in the field. Police work afforded him the opportunity to earn extra time off, which he used to attend coin shows across the country. He retired from the LAPD in 1991 at 46 years old, after 20 years on the street.

## FOCUSING ON THE CHALLENGE

One of Weinberg's early mentors was numismatic book specialist Aaron Feldman, and Weinberg took his dictum "buy the book before the coin" to heart. He completed a full set of plated large-format Chapman catalogs in superb condition, paying no more than \$175 for the most expensive items. Feldman later assisted Weinberg in selling his library to a young Harry Bass, who was a relative newcomer to the hobby at the time. A later mentor was John Jay Ford Jr., one of the most knowledgeable dealers of

"I am proud to say I never once bought a numismatic item for investment."



Weinberg (left), with LAPD Police Chief Ed Davis, graduated from the Los Angeles police academy in 1972. He remained on the streets for 20 years.

the time, but Weinberg's buying philosophy was much different from Ford's.

"In all my years of serious collecting, and I was never casual about it," Weinberg says, "I am proud to say I never once bought a numismatic item for investment and that, in fact, investment was the last objective of any acquisition. I bought an item for its challenge to acquire, its absolute rarity, its aesthetics, top condition and historical importance. To sum it up, pride of ownership."

Ford was a canny businessman and always tried to buy low and trade in his favor. When they competed, as they sometimes did because their collecting interests were similar, Weinberg's willingness to pay a fair price for his acquisitions often made the difference. He won several rare medals that Ford bowed out on, or was not even offered.

Weinberg's collecting philosophy also leaves him with mixed feelings about third-party grading. He understands the virtues of the system and acknowledges that it has prevented many abuses, like his experience with the 1829 "Proof" half dime. However, he prefers to collect "raw" coins that can be viewed and appreciated without the interference of the holder. Because investment is not his objective, he has little interest in crossing over grading services and upgrading coins in his collection. Most of his best pieces will be certified for the first time for the upcoming Heritage auctions.

## SUPPORT WHERE IT COUNTS

Weinberg married his wife Linda in 1976 in New Jersey. The first stop they made on their honeymoon trip down the East Coast was the 1976 ANA Convention in New York. Linda collects designer shoes, purses, clothing and high-end costume jewelry. They have been happily married for 41 years and enthusiastically support each other's collecting activities. "She has never once questioned my purchases," Weinberg says.

In 1983, Weinberg scored one of his greatest numismatic triumphs when he purchased his 1792 Silver Center cent. The coin is considered the fifth finest of 12 known examples, with remarkably clean surfaces and outstanding eye appeal. The coin

was in the estate of Loye Lauder, a reported heir to the Lauder cosmetics fortune and one of the few female collectors to pursue early coppers and Colonial coins. Lauder kept her collecting activities very much under the radar before her death in 1964.

Few collectors knew of Loye Lauder, Weinberg says, and eyebrows were raised when her estate consigned her collection to an antique dealer that at the time rarely, if ever, handled rare coins. "Her auction was held three days after Stack's remarkable John Roper Colonial auction," Weinberg says. "Unbelievably, the format was a 'Dutch auction' – where the coin up for sale is offered at a high start price and, if no takers, keeps dropping until someone raises their arm."

The Judd-1 Silver Center cent opened at \$70,000 and dropped incrementally to \$40,000, at which point Weinberg's agent, Bill Anton, raised his hand and it was quickly hammered to him, with other dealers sitting there astonished. "There was a 10 percent buyer's fee, so I paid \$44,000 for a coin I'd authorized Bill to pay up to \$77,000 for," Weinberg says. "A week later, a prominent dealer at the Lauder sale called to offer me a \$10,000 profit. I declined."

Weinberg continues collecting passionately, but his collecting emphasis is steadily evolving. Currently, he feels he has limited opportunities in his pursuit of Colonials and early coppers. Quoting his friend, noted coin collector Walter Husak, Weinberg remarks, "I've hit a brick wall." He feels anything he still needs in numismatics is so rare and expensive that it is beyond his scope now, with his old-time memories of what was once available and at what price. Hence his decision to sell his main collection. A long-time friendship and trusted business relationship with Imhof and Heritage Co-chairman Jim Halperin convinced Weinberg to choose Heritage as his auction firm.

But make no mistake. Weinberg's passion for collecting remains strong, and he is pursuing new areas of interest with great enthusiasm. "I have found a new field that satisfies all my collecting needs – early, rare, top-quality American political brooches, ambrotypes, ferrotypes and pewter rims, the crème-dela-crème of politicals. I firmly believe this field is where rare coin collecting was back in the 1960s."



DAVID STONE is a numismatic cataloger at Heritage Auctions who has written for The Numismatist and Coin World.



## U.S. MINT'S FIRST REGULAR-ISSUE COIN

Chain cents were the first mass-production coins in any metal issued by the U.S. government on its own machinery. This 1793 Chain cent from the Weinberg collection is being offered at Heritage's 2019 FUN convention auction.

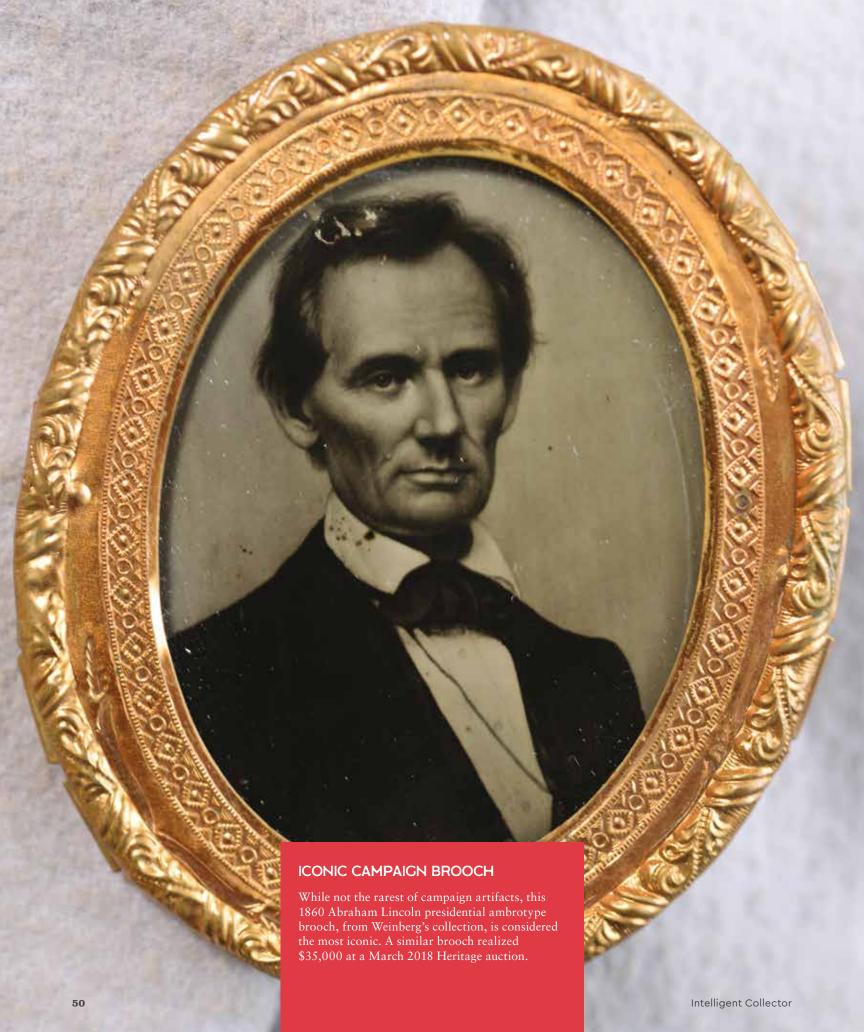
## **COLONIAL COINS**

Over 58 years of collecting, Weinberg has acquired some of the hobby's rarest Colonials, including this 1792 George Washington half-dollar in silver (Baker-24), a 1652 Noe-4 Oak Tree shilling, and a 1652 Noe-4 Pine Tree shilling.















## **INDIAN PEACE MEDALS**

Indian Peace Medals were gifted to American Indian leaders in early U.S. history. This 1845 James K. Polk Peace Medal (above left) is considered the rarest of all die-struck peace medals, with only 11 surviving the melt in 1845. This medal was President Millard Fillmore's personal medal. The 1801 Thomas Jefferson Indian Peace Medal was struck by the U.S. Mint. Produced in three different sizes, they were carried by the Lewis & Clark Expedition to present to American Indian chiefs and prominent warriors. The largest version (above right) was reserved by President Jefferson to be awarded to the most prominent chiefs. This example is the finest known, and most likely belonged to Jefferson. Struck in bronze and silver by the U.S. Mint, this Abraham Lincoln 1862 Indian Peace Medal (right) on its reverse presented a message against internecine warfare and promoted a peaceful farming culture.



## **INAUGURAL MEDALS**

Only two or three John Quincy Adams inaugural medals are known to exist. Struck by the U.S. Mint and dated March 4, 1825, Weinberg says this silver medal (top) is "excessively rare and by far the finest." Early American medalist Moritz Furst is credited with producing this 2-inch piece. This 1800 inaugural copper medal (bottom) for incumbent President John Adams was prematurely struck, as Adams was defeated by Thomas Jefferson. "Contemporary metallic portraits of Adams are virtually unknown," Weinberg says.

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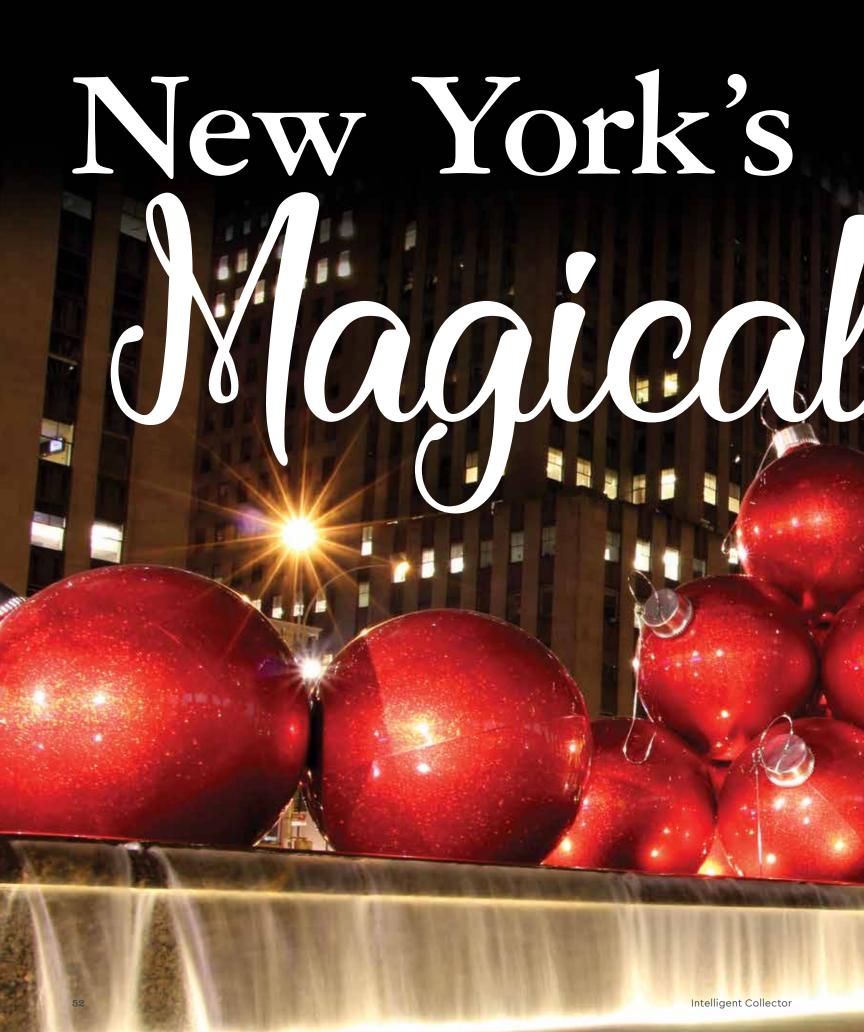
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## The auctions. The museums. The shopping. The city that never sleeps just might be a collector's best friend.

New York is the auction capital of the world. So it makes sense that it's a worldwide destination for collectors – especially during the holiday season, when the city's best attractions transform into festive winter wonderlands.

"Just by walking the city streets," says Diane D'Amato, director of luxury accessories at Heritage Auctions in New York, "you are immediately transported into the holiday spirit, with the festive decorations and holiday music filing the air.

While connoisseurs of Tiffany, Harry Winston, Bulgari, Hermès and Chanel no doubt will relish the chance to visit their favorite boutiques, don't forget the vintage. Streets markets such as the Chelsea and Hell's Kitchen fleas can't be missed. Then there are the world-class museums: the Museum of Modern Art, the Guggenheim, the Metropolitan Museum of Art and the Whitney Museum of American Art, to name a few. "New York is the center of the art world," says Heritage Auctions President Greg Rohan. "We have the museums, galleries, lectures and exhibits for just about every collecting interest and budget."

New York is, of course, an auction house mecca, and Heritage Auctions sits in the heart of the auction district. New Yorkers and out-of-town visitors often crowd Heritage's "Window on Park Avenue," an ever-changing display of vintage collectibles and fine art heading to auction. Inside the Heritage offices on Park Avenue and 57th Street, experts are available to offer auction appraisals for a wide range of collectibles, including fine art, coins, currency, comics, entertainment memorabilia, jewelry and luxury accessories, and fine wine.

"Quite simply, New York City is the center of the world," says Taylor Curry, a modern and contemporary art specialist at Heritage in New York. "Finance, media, art, fashion and design all intertwine in this city. Combine that with New York's rich history and historic sites and it becomes one of the most vibrant and culturally diverse cities for collectors to visit."

On the following pages, the experts at Heritage Auctions in New York offer their favorite places to visit, shop and eat – for today's traveling collector.





## Greg Rohan

## **President, Heritage Auctions**

Why is New York such an important market for collectors and where does Heritage Auctions fit in?

New York is the center of the art world. We have the museums, galleries, auction houses, lectures and exhibits for just about every collecting interest and budget. And best of all, there is usually just a small charge for entry, or none at all.

Heritage Auctions is located in the heart of what is referred to as the "auction district," on Park Avenue at the corner of 57th Street. We have regular New York previews, auctions, receptions and lectures, and our 18-foot "Window on Park Avenue" is an ever-changing display of upcoming auction highlights from all our collecting categories. The window itself is a destination for both local residents and visitors staying at hotels nearby.

What is your idea of a perfect "day off" in New York?

I like to start the day with a brisk walk in Central Park, which
I think is the single best place in New York. The park is so
large that you can go every day for weeks and walk a different
area. My personal favorite is the Great Lawn and the Jacqueline
Kennedy Onassis Reservoir, so named because her apartment at
1040 Fifth Avenue overlooked it, and she was a great supporter of
the park.

Walking the reservoir in the morning when the sun is coming up over the city never ceases to inspire and excite me. Then it's breakfast at the Palace restaurant, which is anything but a palace. It's a classic, New York diner around the corner from Heritage Auctions on 57th Street.

Weather permitting, I'll stop at my favorite museums, maybe a little shopping at Bergdorf Goodman (there are separate stores across from each other on Fifth Avenue, one for men, the other for women), then dinner at my longtime favorite restaurant, La Grenouille, where the flower arrangements are almost as beautiful as the food. New York is the city that never sleeps, and I love the 11 p.m. show at Birdland Jazz Club (established in 1949) in the Hell's Kitchen neighborhood.



The Neue Galerie is home to Adele Bloch-Bauer I (also called The Woman in Gold), Gustav Klimt's dazzling 1907 portrait of socialite Adele Bloch-Bauer.



Founded in 1904, the Jewish Museum is the first institution of its kind in the United States and one of the oldest Jewish museums in the world.

## Favorite Museums

New York is home to the world's top museums, so it's hard to pick the best when advising collectors, says Heritage Auctions President Greg Rohan. "But here are a few of my favorites."

- The Metropolitan Museum is a destination where you can spend countless hours and still never see it all, Rohan says. "I love seeing exhibits on Friday and Saturday evenings when there is live music at the Great Hall Balcony Café and Bar. Don't miss the museum gift shops."
- The Jewish Museum is a gem housed in a historic Fifth Avenue mansion. "The Russ & Daughters restaurant within the museum is kosher, unique and delicious," Rohan says.
- The New-York Historical Society overlooks Central Park at 77th Street on the West Side. "It was founded in 1804 as New York's first museum and is a treasure chest of the most fabulous objects relating to the history of New York, its art and its artists," Rohan says. The newly opened gallery of Tiffany Lamps is itself a work of art. "Prepare to be dazzled!"
- The Museum of Arts and Design on Columbus Circle "is a wonderful collection of both contemporary and historic crafts, art and design." The gift shop is unique and worthy of a close look as is the exceptional, art-inspired restaurant, Robert, on the museum's top floor.
- Neue Galerie is housed in a beautiful, impeccably restored Fifth Avenue mansion. Inside, you'll find early 20th century German and Austrian art owned by esteemed collector and philanthropist Ronald Lauder. "Among its treasures is the Gustav Klimt masterpiece *The Woman in Gold*, the subject of the eponymous movie starring Helen Mirren," Rohan says. "Café Sabarsky on the first floor is the closest thing you'll find outside of Vienna to an authentic Viennese café."
- Museum of Modern Art is a crown jewel of New York, Rohan says. "The collection, gifts shops, outdoor seating area and both restaurants, the Modern-Bar Room and the Modern-Dining Room, are all just wonderful."



## Kathleen Guzman

## Managing Director, Heritage Auctions, New York

What are your favorite places to find antiques and collectibles? I am a sucker for a good flea market. As an appraiser on Antiques Roadshow for over 23 years, I am always looking for the pot of gold at the end of the rainbow, so my weekends are no exception. The Chelsea Flea Market at 25th Street off Broadway has over 135 vendors and well worth the \$1 entry. The Hell's Kitchen Flea Market under the access to the Lincoln Tunnel is fun, as well as the Brooklyn Dumbo flea, with 80-plus vendors under the Manhattan Bridge. Another man's trash is another man's treasure, so you're sure to have a great day.

## What's your favorite museum?

my Wolfcale

Hands down, the Cloisters in Upper Manhattan. Pick a rainy, dreary day. This medieval re-creation, part of the Metropolitan Museum of Art, is your own personal Game of Thrones. On Sunday, there is often ethereal choir music. You will be transported to another time.

## What's the best place to take out-of-town guests?

Little Italy is uniquely New York. And Puglia has been serving Southern Italian food since 1919. It's as authentic an experience as you can get. The communal tables allow you to mingle, so when Jorge the pianist plays the chicken dance, you will be swirling your napkin with the best of them and dancing on the tables.

## Diane D'Amato

Director, Luxury Accessories, Heritage Auctions, New York

What makes New York especially important for handbag collectors? New York is the fashion capital of the world. Collectors travel from all over to visit the boutiques and auction houses. The assortment is



unparalleled, and New York is the mecca for the fashion world, business and celebrities ... where people come to see and be seen. As a luxury accessories collector, what's your favorite place to visit in New York?

I love visiting all of New York's museums. The Museum of Modern Art, the Guggenheim, the Museum of Natural History, to name a few. By far my favorite is the Metropolitan Museum of Art. From spring to fall, there are always special exhibits on the rooftop where you can take in panoramic views of New York and enjoy your favorite cocktail. I especially look forward to the Costume Institute exhibit every spring.

What's your favorite place to shop in the city during the holidays? I love to shop on Madison, SoHo and Fifth Avenue. There is nothing like it anywhere in the world. The windows are treasure troves.



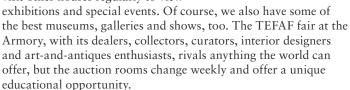
The Hell's Kitchen Flea Market is an ideal place for collectors hunting for antiques, vintage clothing, home decorations, furniture, ephemera and jewelry.

## **Nick Dawes**

Vice President, Special Collections, Heritage Auctions, New York

What are your favorite New York art haunts?

I love that the international auction business is centered here, and I visit other houses regularly to view



## What do you do for Heritage Auctions?

I field calls and email inquiries every day from clients, old and new to Heritage, who want help selling, valuing or just identifying their items. And all "general" inquiries fall on my desk, too. I like to say my main area of specialty, after almost 40 years in the business, is bringing things to auction. I am also an auctioneer and responsible for the Gentleman Collector and Art Glass sales we hold regularly.

## Is most of your business in New York?

I came here from England, where the trade is very different, but I've developed a good sesne of how to do business successfully here. The "tristate area" – New York, Connecticut and New Jersey – is my main territory, but I regularly dip into Pennsylvania and make frequent trips to our regional offices and elsewhere to look at collections or even single items.

Kathleen Guzman, managing director of Heritage Auctions in New York, has been an appraiser on *Antiques Roadshow* for over 23 years.

## Aviva Lehmann

Director, American Art, Heritage Auctions, New York

What will American Art collectors find in New York?

So many artists and artist movements percolated and began in New York. The New York Harbor inspired early maritime painters.

Central Park served as muse to impressionists Childe Hassam and William Merritt Chase. The Art Students League is where icons George Bellows and Thomas Hart Benton learned and taught ... and, of course, the 1913 Armory Show changed American Modernism forever. Shall I go on?

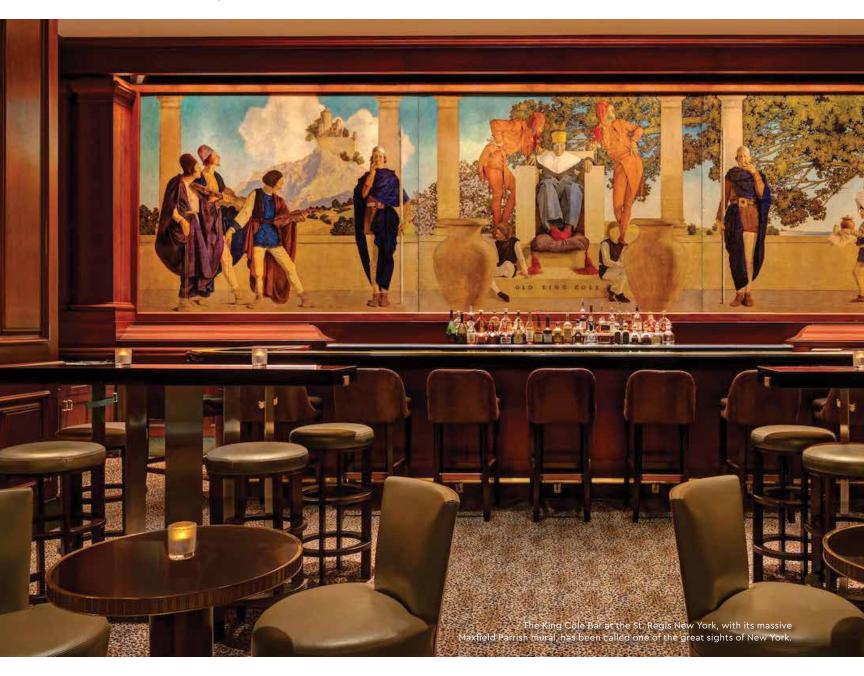


## As an art specialist, what's your favorite museum?

My favorite is the Whitney Museum of American Art, down in the Meatpacking District. I love the experience of moving indoors and outdoors to view some of the greatest American art by masters ... Edward Hopper, Jasper Johns, Alexander Calder ... all the while taking it in against the always-moving backdrop of downtown New York. I literally get a high every time I visit!

## So what's a great non-museum place for art collectors?

I have three favorites: Ralph Lauren's Polo Bar for the fun sporting art. The King Cole Bar at the St. Regis Hotel for the fantastic Maxfield Parrish mural. And the Central Park Zoo for the Paul Manship bronzes.



## Sarah Miller

Director, Numismatics, Heritage Auctions, New York

What makes New York special for coin collectors?

New York has been an important city for coin collectors since colonial times. In the 1500s to 1800s, an amalgam of colonial and world coins – including

the British and Spanish coins that served as temporary currency, and the coppers of New York, New Jersey and Connecticut – passed through as part of everyday commerce. In the 1800s and 1900s, artists such as Augustus Saint-Gaudens and James Earle Fraser, who designed some of the best-loved U.S. coins, frequently worked



and studied here. It also is the site of the impressive American Numismatic Society and its research collections.

## What is the best place for coin collectors to visit?

The New York Historical Society on Central Park West is exhibiting the only 1933 Double Eagle that is legally held in private hands. This allows collectors the opportunity to see an infamous coin and one of the most valuable pieces in all of numismatics.

## Is there a restaurant or hotel that's unexpectedly "coin-collector friendly"?

Keens Steakhouse at 72 W. 36th St. is known for its longevity, having opened in 1885. What is lesser known is that the New York Numismatic Club was founded at this restaurant in 1908. Club members during its first decade included notable numismatists such as Farran Zerbe, B. Max Mehl, Augustus Heaton, Wayte Raymond, Thomas Elder, the Chapman Brothers, Virgil Brand, John Clapp, Lyman Low, William Woodin, and more. You can still eat dinner there today.



Director, Photographs, Heritage Auctions, New York

Why is New York an important city for collectors of photographs?

New York has the most photography galleries, and the most photography auctions and major museum collections. It also hosts the Association of International Photography Art Dealers Photography Show every April. This is the second largest photography fair in the world after Paris Photo.

What's a great place for photography collectors to visit?

I suggest seeing *Monumental Journey: The Daguerreotypes* of *Girault de Prangey* at the Met Fifth Avenue from Jan. 30 to May 12, 2019. This exhibition is the first to feature the earliest-known photographs around the eastern Mediterranean, including Greece, Egypt, Turkey and Jerusalem.

So we have to ask...what's the best place to take spectacular photos during the holidays?

There are so many things to see and photograph when New York

is dressed up for the holidays, from the ice-skaters in Rockefeller Plaza to the Christmas tree and Neapolitan Baroque Crèche at the Met. For shots of the skyline, visit the top of the Empire State Building, One World Observatory or walk along Brooklyn Bridge Park or Roosevelt Island.





## Richard Cervantes

Director, Asian Art, Heritage Auctions, New York

What is the best place for Asian art collectors to visit?

The Metropolitan Museum of Art should be any art-lover's first

museum to visit in New York. Beyond the Met, though, Asian art collectors and admirers should seek out the Rubin Museum of Art to see exceptional Himalayan works of art. Also, check out the Japan Society and the Asia Society Museum for exhibits.

What's your favorite non-museum activity in New York?

A trip on the Staten Island Ferry provides great views of Manhattan and the islands of Upper New York Bay. Having that distant view of the city helps one to consider it as a whole and understand how the unique geography shaped its history.



Consignment Director, Modern & Contemporary Art, Heritage Auctions, New York

What is the best place for modern and contemporary art collectors to visit?

The Guggenheim has great exhibitions and is housed in one of

the most recognizable and iconic buildings in the world, designed by Frank Lloyd Wright. After your museum excursion, walk one block and escape in Central Park or continue your trek on Museum Mile, which runs along Fifth Avenue, where you can visit the Metropolitan Museum of Art, the Museum of the City of New York and much more.

## Is there a place in the city that's unexpectedly friendly for modern and contemporary art collectors?

The Chelsea gallery district is the place to be if you want to see some of the best exhibitions by today's living artists. Situated within a few blocks on the West Side of Manhattan, there are numerous galleries open to the public. While there, take a walk down the High Line, the elevated parkway, and visit the Chelsea Market, which has local artist-run shops and award-winning restaurants. The building itself is a gem and was once the factory for the National Biscuit Company and the place where the Oreo cookie was invented.





## Heritage New York

Heritage Auctions' New York location offers auctions and appraisals for a wide range of collectibles, including Fine Art, Coins & Currency, Comics, Entertainment Memorabilia, Jewelry & Luxury Accessories, and Fine Wine. Visitors will find an array of certified coins available for immediate purchase, appropriate for both new and experienced numismatists. Window displays and exhibitions of fine art by well-known artists are also often available in the galleries.

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Address: 445 Park Ave. (at 57th Street)

New York, NY 10022

Website: HA.com/NewYork



## Keith Davis

## Consignment Director, Watches & Fine Timepieces, Heritage Auctions, New York

## What does New York hold for timepiece collectors?

The city is the window to the world, especially when it comes to all things luxury. Many of the important authorized retailers, auction houses and pre-owned dealers all have significant footprints in New York City. These factors create an environment where, if you are looking for a specific timepiece, chances are you will find it in New York.

## What are the best places for timepiece collectors to visit?

Ideally, if you are just visiting, come in the fall or spring during watch auction season. Previews are always great to attend, and they enable you to inspect timepieces you normally would be unable to see anywhere else. Additionally, I would make stops at the iconic and historic Grand Central Watch in Grand Central Station, as they always have a great selection of interesting

vintage timepieces on display. Finally, check out the Horological Society of New York. It's America's first watchmaking guild, founded in 1866. They often have lectures or events.

## Is there a place in the city that's unexpectedly "timepiece friendly"?

I strongly recommend staying at the Peninsula Hotel. On the street level, you will find Wempe Jewelers at the immediate corner. Wempe is an authorized dealer for over 15 respected

timepiece manufacturers and has a great selection. Additionally, you will be conveniently located near every timepiece brand boutique on Fifth and Madison avenues.







From fine dining to spectacular views, Heritage Auctions' specialists reveal the amenities that make these hotels their favorites

## **Public Hotel**

## PublicHotels.com

"If I had to pick one hotel, it would be my new favorite: the Public Hotel on the Lower East Side," says Aviva Lehmann. "It has such an artsy, bohemian, yet sophisticated flair. When you walk in, you feel like you are part of a private club. The art is inspiring. It's truly an immersive experience, not to mention the food is *terrific*!"

The Public Hotel's rooftop bar can have a vibrant and energetic atmosphere.

## Plaza Hotel

### Fairmont.com

"It's hard to beat the Plaza Hotel for its combination of charm, lovely architecture and location near Central Park," says Sarah Miller. "Many rooms have wonderful park views, and you are steps from some of the city's best highlights."

## Hotel Sixty LES

## SixtyHotels.com

"There are lots of options but one hotel that stands out is Sixty on the Lower East Side," Taylor Curry says. "It has wonderful views of the city, a rooftop pool and it's located in one of the most fashionable neighborhoods. Look closely and you'll see an Andy Warhol film still painted on the pool floor and Lee Friedlander photographs that illuminate bedroom headboards."



Andy Warhol's face greets you from the bottom of the swimming pool at Hotel Sixty LES.

## St. Regis New York

## Marriott.com

"I like Airbnb these days for larger groups or family travel, for economy and the opportunity to live like a New Yorker for a few days," Nick Dawes says. "But if you insist on an old-fashioned, elegant hotel with superb bar, restaurant and service, stay at the St. Regis. If you come regularly, use the same hotel and become familiar with it. It will soon be your home away from home."

## Peninsula New York

## Peninsula.com

"Since I live in Manhattan," Kathleen Guzman says, "I actually have never stayed in a hotel here! But if I did, it would be the Peninsula. The hotel spa and rooftop pool are an oasis of calm in bustling midtown. To be pampered there is an exquisite Asianstyle experience, and afternoon tea downstairs is a delight. And the nearby luxury shops – Tiffany, Harry Winston, Bulgari – are a girl's best friends."



The Peninsula New York in 2007 was named one of the greatest hotels in the world by *Travel + Leisure* magazine.

## **Bowery Hotel**

## TheBoweryHotel.com

"A standout among the warm and richly furnished old-style hotels is the Bowery Hotel in Lower Manhattan," says Richard Cervantes. "The rich, traditional décor appeals to me as an antique specialist. Having started my career in Oriental rugs, I particularly love the Bowery's use of Persian carpets throughout the first floor."



Rich, traditional décor greets guests at the Bowery Hotel, while its Penthouse Suite affords some of the best views in Manhattan.

## KEEPING IT REPEAL

As secondary market blooms, there are ways to protect yourself from the growing problem of 'super-fake' handbags

By Barbara Tunick

There was a time not long ago when connoisseurs and collectors of luxury accessories never worried about buying or selling counterfeit bags. That's because fake bags were clearly knock-offs: the color was wrong, the leather didn't feel or smell right, the hardware was off and, sometimes, even the designer's name was misspelled. Plus, fake bags were only sold on the sly, in back rooms and on folding tables on city sidewalks.

Today, however, due to the accessibility and abundance of bags both online and on the secondary market, there is a proliferation of counterfeit bags. "Ironically, the luxury houses created the secondary market by limiting the amount and style of bags clients can purchase," explains Diane D'Amato, director of luxury accessories at Heritage Auctions.

Indeed, the boom in the secondary market coincides with the continued rise of the global counterfeit market. According to the Organisation for Economic Co-operation and Development, \$450 billion worth of counterfeit goods were bought and sold last year.

## FAKE OR FANTASTIC

Unlike their inferior predecessors, today's faux bags look, feel and even smell real. So much so that even the most discerning luxury client can be fooled. "Counterfeit bags," D'Amato says, "have gotten much more sophisticated and are harder to detect – especially if it's a 'super fake,' made with authentic exotic skins or leather, and genuine hardware."

When luxury buyer Justin Navin purchased what he thought were six new Chanel bags for \$20,000, he was confident he could re-sell them. Yet, nearly two years later, the bags are still nestled in their boxes in a corner of his home in Calabasas, Calif. "They looked exactly like the Chanel I bought from the store to use as a comparison," Navin says. "They had authenticity cards, blue plastic covering the hardware, dust bags and Chanel boxes."

Navin, owner of Luxury Buyers LLC, a multi-million dollar luxury bag and diamond business, discovered the bags were fake only after consigning them, along with several others, to Heritage



Auctions last summer. "I had no idea they weren't real until Diane called," he says. "I don't think there's anything more I could have done to protect myself. I learned everything I could about bags, and up until then, I had never bought a fake."

"Something just wasn't right with Justin's bags," D'Amato recalls. "They didn't have the right weight, the skins looked off and the boxes felt different, so I sent them to Gerry Gallagher for a definitive answer."

Having repaired and restored more than 250,000 Hermès and Chanel bags and accessories over four decades, Gallagher is a world-renowned authenticator and leather craftsman. In fact, he coined the term "super fake" about five years ago in his studio, Leather Surgeons, in Doylestown, Pa. As he recalls, a client sent him what appeared to be two brand new Chanel bags that had been authenticated by two different authenticators. Even though the bags looked and felt genuine, something was off. After thoroughly examining the bags, Gallagher decided the only way to know for sure was to take a closer look inside.

"Just like a house is built on a foundation, a luxury bag is as well," Gallagher says. "Counterfeiters aren't worried about perfecting the inside of a bag because no one is going to look under the lining. As soon as I opened the seams and looked inside, I knew they weren't real."

According to Gallagher, super-fake bags can be made with materials from genuine bags, making them especially tricky to identify. In fact, the first bags he authenticated for Heritage Auctions were five bags that appeared to be Chanel Jumbo Alligator Classics.

"Diane knew something was wrong with the bags, but she couldn't put her finger on it," he says. "She has a ton of experience and a super eye, so when she suspects something is off, it usually is. The bags were fantastic. The hardware and authenticity cards were right, but I know the way Chanel cuts and seams alligator, and these were off." After further investigation, Gallagher solved the mystery.

"Whoever made the bags meticulously copied a Chanel, but didn't bother to copy an exotic so there were inconsistencies which made me question its legitimacy," Gallagher explains. "A great authenticator develops a sense of the bag. It's more than counting stitches or measuring the width. There's something about the brand that transcends the mechanics of the bag. You have to understand the intention of the artist."

The counterfeiters took their newly made alligator shells and built them around authentic linings. "They spent about \$2,400 on alligator skins for each bag hoping to create \$40,000 handbags. I call these Frankenstein bags because they've molded the fake and real together like a monster," chuckles Gallagher.

Hermès bags, he notes, are more difficult to counterfeit because they are hand-stitched by artisans, as opposed to machine-stitched. "Even when they [Hermès artisans] drop a stitch or have a double stitch," Gallagher says, "the bag is a different kind of perfect. This makes them much harder to replicate."

Chanel and Hermès, however, aren't the only bags being forged. "Practically every luxury designer has been knocked off," warns D'Amato, "including Dior, Gucci, Goyard and Louis Vuitton."

## DESTINATION FAUX

"People think buying and selling counterfeit goods is a victimless crime, but it isn't," warns Robert Barchiesi, president of the International AntiCounterfeiting Coalition (IACC) in New York. "It not only hurts the consumer, it devalues the brand, especially in the luxury market where there is a history and sense of quality and pride associated with a brand. It also helps fund organized crime, including

## **FAUX FAKES**

In the ongoing quest to ferret out fake bags, some people may mistake inconsistencies for forgeries. Here are three things to consider:

An extra stitch. "Hermès craftsmanship is truly like no other," says Diane D'Amato, Heritage Auctions' director of luxury accessories. "Since every bag is made by hand, an extra stitch may simply be human error. It doesn't automatically mean the bag is counterfeit."

Length of a chain. "I can't tell you how many times people bring in bags they think are fake because the chain is too long or too short," says leather craftsman and authenticator Gerry Gallagher, "but the length of a chain does not immediately indicate a fake bag. It simply could have been altered to fit the buyer."

Unexpected color or style.

Sometimes, bags are created for a specialized market. "Hermès or Chanel may create a limited collection within a particular country, or for a special event like the opening of a boutique," D'Amato says. "These unusual finds are rare and not necessarily fake."

drugs, guns and human trafficking."

And contrary to what some believe, Barchiesi says, "bags are not being walked out the back door of the designers' factories at night. The majority of fake bags are coming from China. They're also coming from Hong Kong, Singapore and India."

Catching international counterfeiters, Barchiesi says, has been complicated by the prevalence of online shopping. "Years ago, there would have been a lot of shipping containers seized with counterfeit goods, but today the fakes are being shipped directly to the consumer," he says. That hasn't stopped the IACC from trying to thwart the influx of fake goods.

"We strongly believe in bringing together a global coalition in the fight against fakes," Barchiesi says. "That has been our primary mission for the last five years. It's bringing brand holders together with Homeland Security and law enforcement departments. We train police, prosecutors and custom officials around the world. We have partnerships in place so if a website based in China knowingly sells bags to consumers in New York, we will shut them down."

## PROTECT YOURSELF

Since buying desirable bags directly from boutiques can be challenging due to notoriously long wait lists, collectors often seek out the secondary market. However, consumers need to be especially educated about the products. Learn as much as you can about the bag, as well as about the person or place from whom you're buying it, advises Barchiesi. "If you're buying a bag online, carefully look at the website and call the customer service number before making a purchase. Oftentimes, a sham site will have a number that doesn't work."

"One of the most important things you can do to protect yourself," adds Gallagher, "is to buy from a reputable source. Make sure the bag's authenticity is guaranteed before you buy it."

"That's one thing you never have to worry about when buying from Heritage Auctions," adds D'Amato. "We guarantee that everything we sell is authentic. We check and double-check everything from the hardware and blind stamps to making sure the leather or exotics are made in the color and style consistent with the corresponding year.

"I've been doing this a long time, so much of it comes as second nature," D'Amato says. "Sometimes just by looking at or touching a bag will make me question its authenticity, and if there's even the slightest doubt, I'll send it to an outside authenticator. The last thing I want to do is call a client to tell him his bag is fake."

Justin Navin knows exactly how that feels. "I really don't know what I'll do with these bags," he says regretfully. "Maybe I'll just give them to my mom."

BARBARA TUNICK is a New York-area writer who has written for numerous national magazines and newspapers, including The Philadelphia Inquirer, The Bark and Popular Science. All the statements and opinions in this story are those of the people interviewed. They are not from or reflect the opinions of Chanel, Hermès or any other luxury house.

## **FAKE VS. REAL**





Close up of genuine Chanel snap (left) and a fake Chanel snap (right). The engraving, shape and bevel on fake hardware may be sized differently than on genuine hardware. Some noticeable fake bags use generic snaps or magnets instead of Chanel logo snaps.



An authentic Chanel Wallet on Chain (gold, top) and a fake Chanel Wallet on Chain (silver, bottom). It's important to note that not all genuine chains are gold and not all fake chains are silver.





There are several differences between a genuine Chanel Wallet on Chain (left) and a fake (right). Visible imperfections on a counterfeit wallet may include the way the zipper lays, the chain collar and stitching.



Authentic Wallet on Chain bags, like this Chanel Black Quilted Lambskin Leather Boy with Gold Hardware, can easily sell for more than \$2,000.

## FIRST THINGS FIRST...

Before acquiring a luxury bag, learn as much as you can about it, including which colors, styles, leathers and hardware are used to create it.

## When buying Hermès, make sure:

- The engraving and hot stamp are clean and even.
- You can't unscrew the feet.
- The hardware is authentic. Hermès only uses precious metal, so it practically never peels.
- The edging is solid, firm and waxy. It should never feel spongy or sticky.
- It does not come with an authenticity card. Hermès does not include them.

## When buying Chanel, make sure:

- It has the right screws. Chanel uses flat screws and star screws, but rarely Philips head screws except when Lucite hardware is used.
- Authenticity stickers are actually authentic. Be wary if the stickers are thin or one solid sticker rather than an X-cut. Older Chanel bags do not have an X-cut, but new ones do.
- The 0's in serial numbers for newer Chanels have strike-throughs; 1's have small serifs (feet).
- There aren't any generic snaps or magnets where Chanel logo snaps should be.
- Stitching on leather chain straps are clean and seamless. There shouldn't be any lines or bumps.



This authentic Chanel Matte Dark Pink Alligator Jumbo Classic Double Flap Bag (left) realized \$20,000 at a June 2018 Heritage auction, while a Hermès Shiny Blue Electric Porosus Crocodile Birkin Bag (right) realized \$187,500 in September 2018.

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## Coveted

Finite supply of whiskey, and the resulting surging prices, grabbing the attention of imbibers ... and collectors

By Debbie Carlson

Wine investing is well-established in the collecting world. Now it's whiskey's turn.

In the past decade, investing in whiskey (or, whisky, as the Scottish prefer) has grown in popularity, and prices have followed. In May, two bottles of a rare 60-year-old Macallan whiskey sold for more than \$1 million – each – making them, at the time, the most expensive whiskies ever sold. The sale smashed the previous world-record price for a whiskey – also a Macallan bottle. "It's quite incredible," says Kieron Elliott, national accounts manager at Edrington, the group that owns Macallan.

The sale in November of a 60-year-old bottle of Macallan Valerio Adami 1926 single malt whiskey kept the pace going, selling for just over \$1.1 million.

A bottle of whiskey selling for more than a million bucks is a standout, but prices for the noble spirit have grown sharply in recent years. The Rare Whisky Apex 1000 Index, which tracks the best-performing 1,000 rare whiskey bottles, is up 447 percent since 2010. Mike Raymond, owner of Reserve 101 and the Cottonmouth Club in Houston and a judge for Whiskies of the World, says whiskey has been undervalued for a long time, so it's not surprising to see these price gains.

In the 1980s, when consumers preferred vodka, a number of Scottish distilleries closed, says Lorne Cousin, national

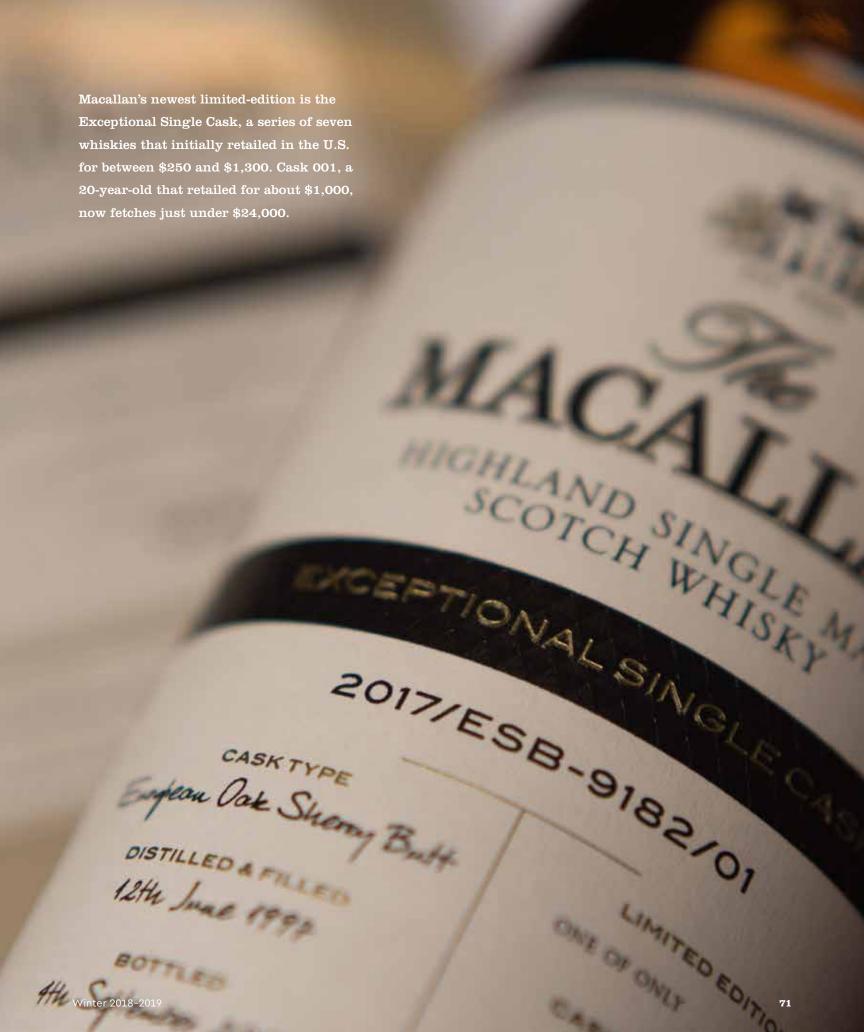
brand ambassador for Balvenie. Tastes for whiskey came back in the late 1990s, but there were fewer distilleries to meet renewed demand. Considering that finer whiskies need to age for 10 to 12 years before being considered a basic bottling, it made an already-scarce product rarer.

## **INVESTOR INTEREST**

Whiskey collecting has a strong investment case, says Andy Simpson, founder of Rare Whisky 101, and one of the world's top experts. On the supply side, it's a quality product and there's a finite supply. Investors focus on singlemalt whiskies from the most iconic Scottish distilleries such as Macallan, Balvenie, Ardbeg, Lagavulin, Glenmorangie and others, plus select distilleries from Japan. Single-malt whiskies comprise only 8 percent to 10 percent of all Scotch whisky production annually.

Demand comes from three overlapping categories: those who like to drink whiskey, those who collect certain types of bottles, and investors seeking to eventually sell collections. "Somebody's collection today quite regularly becomes someone's drink tomorrow," Simpson says, "so there's this great interaction between all three buyers."

There are a number of ways to get started. Some collectors focus on a particular distillery. Others look for



bottles from their birth year or an anniversary. For someone who wants a meaningful, instant collection, a buyer should start with at least \$100,000 and work with a reputable whiskey merchant, Simpson says.

Look for limited-editions bottles, Raymond says, as the core lines of whiskey sold in your local liquor shops are unlikely to see a price jump. Start with specialized whiskey shops and auctions.

Travel is a popular way for people to collect whiskies, whether at duty-free shops or visiting their favorite distilleries to source distillery-only releases, says Clarke Boyer, brand ambassador for Glenmorangie and Ardbeg. "What companies have increasingly done is put out special releases just for travel retail. It's a cool way to reward travelers and give them something that they can't necessarily get elsewhere."

### **TOP POURS**

Macallan's multiple limited-edition releases have helped the brand become the top collector's whiskey, Elliot says. The distillery's newest limited-edition bottling is the Exceptional Single Cask, released in late 2017; it's a series of seven

whiskies that initially retailed in the United States for \$250 to \$1,300. Cask 001, a 20-year-old that retailed at about \$1,000, now fetches just under \$24,000, he says. The distillery is about to release a new wave of these bottlings in the United States. Single-cask bottling isn't something Macallan does often, making it unique. Additionally, he says the flavor of the bottling is "absolutely phenomenal."

Another popular collectible whiskey is the Balvenie's Tun series, which started when the distillery's famed malt master, David Stewart, decided to play around with casks that dated to the 1980s whiskey slump. The series of nine bottles, Tun 1401, became hugely popular. Originally sold for about \$250, a bottle can now command well over \$1,000. A complete set of nine recently realized more than \$20,000.

Another highly prized collection, Cousin says, is Balvenie's DCS Compendium, which celebrates Stewart's 50-plus years of working at the distillery. There will be five "chapters" in the series – with three released already. Stewart selected 25 extremely rare and significant vintage single cask whiskies as part of the series. Cousin says Chapter 3, which was the oldest vintage released, at 55 years, sold for \$60,000.

Balvenie's malt master David Stewart (right) produced nine batches (only 2,000 liters per batch) of the Tun 1401 series between 2010 and 2013, with collectors now snapping them up for three or four times their original asking price of \$250.



### IMBIBERS BEWARE

Whiskey collecting has similarities to wine collecting, Elliott says. Like wine, certain houses and certain labels are more desirable than others, but the biggest difference is whiskey is less volatile than wine if stored properly. Whiskey remains inert once bottled, while wine ages in the bottle. Geographical differences, Boyer says, may affect value in whiskey collecting, but unlike wine, whiskey isn't influenced by seasons or harvests since distillers use somewhat commoditized grain products to create unique maturation characteristics.

Like any item that's seen a sharp price increase, connoisseurs should be aware of counterfeiting, Simpson points out. He's worked with brands and collectors on sniffing out fakes. They can be as obvious as poorly designed labels to as sinister as refilling real bottles with different whiskey or even tea. The best way to be sure is to radiocarbon test the liquid inside, he says.

For collectors seeking whiskey as an investment, experts say whiskies outside of Scotland, such as the Japanese whiskies Hanyu and Yamazaki, can have value, but demand for non-Scottish can be specialized. There's some demand for select U.S. whiskies, and little demand for Canadian or Irish whiskies. "From a pricing perspective, we've seen continuous upward pricing pressure on Scotch," Simpson says, "whereas with some Japanese whiskies, there tends to be not boom-and-bust, but boom and then stabilize."

Whiskey demand has prompted some previously shuttered distilleries, such as the highly prized Port Ellen and Brora labels, to reopen. But Simpson doesn't see the reopened distillers pressuring prices of old whiskies. "To see a 38- or a 40-year-old Port Ellen [from the new distillery]," he says, "we're all going to be retired well before that."



DEBBIE CARLSON is a Chicago freelancer whose work has appeared in Barron's, U.S. News & World Report and The Wall Street Journal.

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Highland Mail

# Storing your collection

While wine collections have certain storage requirements, storing a prized whiskey collection is generally much easier, because unlike wine, whiskey doesn't age in the bottle.

Kieron Elliott, national accounts manager at Edrington, the group that owns Macallan, says there are a few basics to keep your investment intact for years to come. Store the bottle standing up, rather than lying on its side. Whiskey has a much higher alcohol content, at least 40 percent, and if the spirit is left laying down, it will eat through the cork. Avoid direct sunlight and ultraviolet light, which can damage labels and discolor the liquid.

Whiskey can be stored in a cool, dry place, but it's also fine at room temperature, says Andy Simpson, founder of Rare Whisky 101. Avoid extreme temperatures, which causes the liquid to expand and contract, loosening the closures, which can lead to evaporation.

"As long as there's a good closure on it, there's no danger of it turning into vinegar," Simpson says. "A whiskey with a good closure will outlast you and I."

From an investment-risk perspective, Simpson adds, there are two "Ds" to keep in mind with Scotch: "Don't drink it and don't drop it," he says.

Just 40 bottles of the Macallan 1926 were produced, with a bottle selling for more than \$1 million in 2018.

# Treasure-Makers

Most manufacturers of collectible decorative art are long gone.

Here are some exceptions.

It's rare when pieces of decorative art reach collectible status. It's even rarer when the brands responsible for those pieces are still around.

From ancient pottery and silver to stained glass and furniture, decorative art has been a fundamental part of the human experience for generations, notes 1000 Masterpieces of Decorative Art by Albert Jacquemart and Emile Bayard. While fine art is confined to museums and galleries, decorative art is the art of the everyday, combining beauty, functionality, quality of design and craftsmanship. These factors, done exquisitely, make a piece of decorative art special, and collectible, decades after it was manufactured.

Remarkably, a handful of brands that existed up to 250 years ago are still in business today – from Tiffany's and Steuben to Lalique and Baccarat.

"Tiffany's strongest 19th and 20th century works continue bringing incredible bidding interest," says Karen Rigdon, director of fine silver and decorative arts at Heritage Auctions. "Great pieces of 20th century silver

by recognizable makers are also still affordable. Many collectors are drawn to the sleek, timeless silver designs of manufacturers such as Buccellati and Georg Jensen."

While quality material continues commanding top dollar, collectors of fine traditional furniture might find a buyer's market, Rigdon says. "In the past few years, young collectors have veered away from antiques to contemporary and mid-century upholstery and case pieces. So we're seeing an overwhelming amount of traditional furniture on the market."

At the same time, collectors seem more interested in smaller pieces, such as KPM plaques, Meissen figures, clocks with elaborate cases and ornate mirrors. "The trend," Rigdon says, "is towards portable pieces rather than furniture."

The bottom line? Collecting decorative art means acquiring what you like, Rigdon says, and what makes your home special.

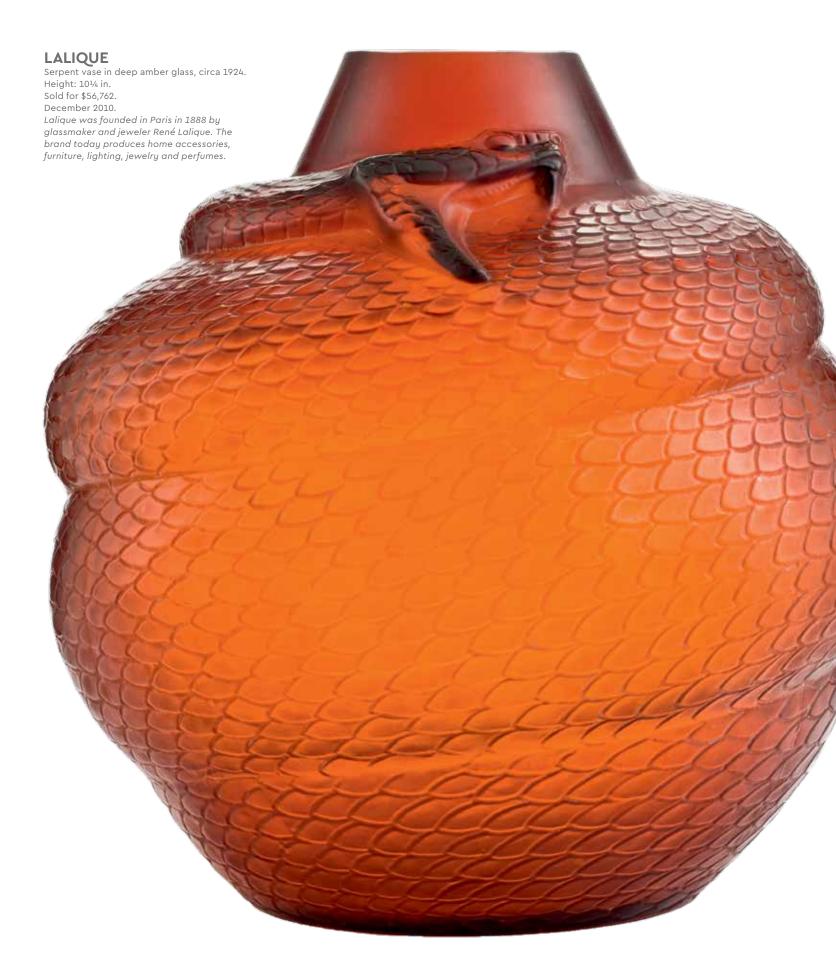
The Intelligent Collector staff



### **REED & BARTON**

Silver ice bucket and tongs, Taunton, Mass., designed 1907.
Height: 101/4 in.
Sold for \$22,705.
November 2007.
Reed & Barton was established in
Massachusetts in 1824. Now part of the
Lenox Company, the brand produces
flatware, barware and glassware.











### **DAUM**

Etched and enameled glass rain lamp, Nancy, France, circa 1900. Height: 141/4 in. Sold for \$43,750 November 2014. Daum glassworks founded in France in 1878. Today, it continues creating art glass and crystal sculptures.





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### luxury real estate

### Winter's Hot Markets

As vacation home prices top out, now may be a good time to consider a ski chalet or seaside villa

By Rochelle Mortensen

When the summer fun has faded and frost is in the air, many people start dreaming of winter vacation destinations. Whether the aim is finding a place with the perfect powder or a sunny beach spot to escape the winter doldrums, there are many great options to consider when buying a winter destination home.

If you're looking for a luxury vacation home, it's a good idea to consider the home as an investment tool. If you need or want to sell in the future, it will be easier to do so if you've bought in a place where demand can be expected to remain high. Start your search by considering what's available in perennially popular vacation spots.

Indeed, some of the nation's hottest markets right now are in popular vacation destination spots. Las Vegas, Salt Lake City and Phoenix among the nation's top year-round markets. Other top 50 markets include Florida favorites Winter Haven and Miami, and wintery destinations like Provo, Colorado Springs and Denver. That's no surprise. According to the National Association of Realtors, the South and West comprise a whopping 63 percent of existing home sales in the United States.

Evidence is beginning to show that housing sales have peaked for this market cycle, so buyers may find prices are a little more within reach in the coming months. According to economist Michelle Meyer at Bank of America Merrill Lynch, sales of existing homes have failed to top the level of 5.72 million reached a year ago in November.

"We are calling it," Meyer says. "Existing home sales have peaked."

To protect their investments, buyers looking for secondary homes should also look for homes with strong rental potential – that means keeping local restrictions for short-term rentals in mind if they plan to use the home as a vacation rental. Local codes are changing to keep up with the challenges presented by online vacation home rental services, so it's best if buyers do some homework and find out what the local attitude is regarding such plans.

### DOING YOUR HOMEWORK

Despite slowing sales volume, there remains a market for luxury homes in the economy. Sales of homes priced over \$750,000 comprise 7 percent of existing home sales in the U.S. market, according to a recent report by Kiplinger. The strongest markets for luxury homes are in the South, where sales of homes priced over \$1 million rose nearly 22 percent. In other markets, sales for luxury properties were considerably weaker.

Buyers looking for reassurance that they're not overpaying might bear in mind that in six major metropolitan areas, 90 percent of homes have yet to recover all the value lost during the last crash. Las Vegas; Hartford, Conn.; Orlando, Fla.; Riverside, Calif.; Baltimore; and Miami have not yet seen prices as high as they were before the adjustments of a decade ago.

Sellers of luxury homes may well expect buyers to have smaller budgets in mind as mortgage rates, expected changes to tax laws, and increased renovation budgets will certainly play a role in the affordability of secondary homes. Rather than risking sitting on the market unsold, or guessing what a fair price might be in a fickle marketplace, sellers have the option of quickly maximizing their sales price through auction.

"Homeowners are finding it more challenging to sell high-end properties in many areas of the country," says Nate Schar, director of Heritage Auctions' Luxury Real Estate. "Our model encourages competitive bidding for each property, thereby ensuring properties sell for market value."

Whether buying a ski chalet or a seaside villa, do your homework. Find out what destinations are popular and what you can expect from income and expenses from the property. Look for opportunities and be prepared to act on them when they arise. Most of all, buy a place that says "home" to you.



ROCHELLE MORTENSEN is manager of Heritage Auctions' Luxury Real Estate (HA.com/LuxuryRealEstate). To learn more about luxury real estate auctions, contact Rochelle Mortensen at rochellem@ha.com@HA.com or call 214.409.1384

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### kids & collecting

## **Patch Together**

Scout memorabilia collecting typically begins with a focus on those colorful, embroidered badges

By Pamela Wiggins Siegel

Boy Scouts of America has been inspiring and educating youngsters since its founding in 1910, and there has been no shortage of scouting memorabilia produced along the way.

Some of these items are worth big bucks today, including several notable examples sold by Heritage Auctions. But when it comes to collecting Boy Scout memorabilia with kids, experts agree that it usually starts with colorful, embroidered patches.

Mark James of Arlington, Texas, joined the Boy Scouts in 1958. He received his first patch when he attended a fall camporee that year. He quickly learned that he could buy extra patches when attending similar Scouting events. From that point on, he acquired one for his uniform and another to save for future trades with other Scouts. Fast forward to 2002, and his affinity for those treasured patches from his youth morphed into something bigger.

As a scouting historian and memorabilia conservator, James frequently gets calls from folks offering a variety of Scouting items he willingly adds to his stash. Since he has been collecting and studying this type of memorabilia most of his life, keeping it around for future generations to learn from and enjoy is important to him. All these years later, he still has the patches he earned as a child, along with more than 30,000 varied items in his inventory at TradingEagles.com.

One way James shares his dedication for preserving Scouting history is by sharing his knowledge with youngsters earning Scouting Heritage and Collections merit badges. Closely examining collectible patches is a big part of that endeavor. "I found at a very young age that I could learn the history of Scouting by researching and studying the patches," he shares.

The focused hobby of buying, selling and trading patches goes on all year, both at Scouting events and online. For adding to a collection of memorabilia in person, however, James says there's nothing better than attending one of the many local "Trade-O-Ree" events held across the country.

During these events James will often trade one-for-one with kids if the patches of interest are readily available in the marketplace. These types of easy-to-find examples are usually offered for sale in the \$2 to \$4 range by event vendors, making them well within a kid's budget, even if a young shopper doesn't have patches to trade.

The basic types of Boy Scout patches sought by kid collectors are three-inch activity patches received for attending events like those James traded years ago, Council Shoulder Patches (CSP) from around the country, Order of the Arrow (OA) examples, and those developed for National and World



Patches like these examples from the Transatlantic Council for American Scouts living in the United Kingdom are prized by Scout collectors.

Jamboree gatherings. Not all patches are easy to find and inexpensive, though.

The rarities in this area of Scouting collectibles, James says, can easily sell in the thousands, and many more go for hundreds. When a young patch enthusiast wants to trade for something pricier, he uses the opportunity to talk to them about what makes a patch out of the ordinary and valuable, including the age and history of the example. If it's doable, he'll then trade value-forvalue with the interested Scout. Either way, the youngster walks away knowing a little more about what they are collecting as well as Scouting history in general.



Kids working toward earning the Collections merit badge can attend Trade-O-Rees, too. Folks like John Ryan, who first joined BSA in 1967 and currently serves as the Lone Star Trade-O-Ree's chairman, are on hand to guide them. He personally became interested in collecting patches after joining the Order of the Arrow, a part of BSA that recognizes "Scouts and Scouters who best exemplify the South Oath and Law in their daily lives."

Now, at the events Ryan oversees in the North Texas area, kids can further their patch collections while learning about other types of Scouting memorabilia available. Ryan also organizes activities that help kids in earning their Collections merit badges during the Trade-O-Rees.

At the urging of the BSA Museum, Ryan actually oversaw the development of the Collections badge curriculum. He notes that the steps required to earn the badge were designed to easily engage Scouts. "It's an annual tradition for me to offer it at my unit," Ryan says. "I am a counselor, so any Scout can call me and I can organize a class."

But the Collections badge doesn't stop with patches or other types of Scouting memorabilia. Any collection a kid might be interested in can qualify, from sports cards to travel souvenirs to



PAMELA WIGGINS SIEGEL is the author of Collecting with Kids: How to Inspire, Intrigue and Guide the Young Collector, a book based on her columns in The Intelligent Collector.

toys like action figures, James says. The only items excluded from earning this badge are coins and stamps, since those topics have their own collecting-related merit badges for young Scouts.

### PROPER STORAGE

One of the many lessons garnered through earning the Collections badge includes how to preserve memorabilia, so kids understand the importance of storing and displaying their collections appropriately. They also explore values and investing in collections, and how grading condition and looking for identifying marks and nuances can increase value. They're even encouraged to explore possible career paths associated with collecting to round out the badge-earning experience.

Learning more and obtaining resources to help kids get started in this area is as easy as visiting the website of the International Scouting Collectors Association (ISCA) at ScoutTrader.org. The organization provides helpful checklists for patch collecting and detailed information on what earning the Collections merit badge entails, along with other free downloads. There's even a helpful section on fakes, reproductions and overruns that adults can share with their little collecting buddies. Other resources are available for purchase to assist in collecting BSA memorabilia as well.

So if you know a Scout who isn't collecting yet, guiding them in that direction is easy. By combining the wisdom and experience of adult counselors who have a lifelong love for Scouting with the enthusiasm of youngsters, exploring BSA memorabilia can be a fun and rewarding hobby for everyone involved.

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Auction dates:
Jan. 30-Feb. 4, 2019
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Contact: David Mayfield

Contact: David Mayfield Ext. 1277 | David@HA.com

### Fine Art Prints & Multiples Auction

Auction date: Jan. 2, 2019
Consignment deadline:
Dec. 18, 2018
Contact: Holly Sherratt
Ext. 1505 | HollyS@HA.com

### Fine Art Photographs Auction Auction date: Jan. 8, 2019

Consignment deadline: Dec. 24, 2018 Contact: Nigel Russell Ext. 1231 | NigelR@HA.com

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### **JANUARY**

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Auction dates: Jan. 16–23, 2019 Consignment deadline:

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Auction dates: March 24, 2019 Consignment deadline: Jan. 9, 2019 Contact: Diane D'Amato Ext. 1901 | DianeD@HA.com

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Auction dates: March 5-6, 2019 Consignment deadline: Jan. 11, 2019 Contact: James Gannon Ext. 1609 | JamesG@HA.com

### **Asian Art Auction**

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### Sports Memorabilia Auction

Auction dates: May 16-17, 2019
Consignment deadline:
March 25, 2019
Contact: Chris Ivy
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### Modern &

Contemporary Art Auction Auction date: May 23, 2019 Consignment deadline: March 28, 2019 Contact: Frank Hettig Ext. 1157 | FrankH@HA.com

#### APRIL

Fine Art Photographs Auction Auction date: June 4, 2019 Consignment deadline: April 9, 2019

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## by the numbers

Rita Hayworth

One of the top motion-picture stars of all time was born 100 years ago.

A look at related items from the Heritage archives

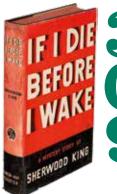


WIDTH in inches of photographer Bob Landry's 1941 pinup shot showing Hayworth on her satincovered bed. An original early print sold for \$2,151 at a July 2012 auction.





NUMBER OF NOTECARDS, rendered by Orson Welles between 1943 and 1947 for his movie-star wife, sold for \$2,629 at a July 2011 auction.



PAGES in Sherwood King's 1938 novel If I Die Before I Wake, the basis of Hayworth's 1947 movie The Lady from Shanghai, directed by husband Orson Welles. A first edition of the book sold for \$2,000 at a September 2017 auction.





MINUTES running time of *The Naked Zoo*, one of Hayworth's final movies. Silk-chiffon palazzo pants she wore in the 1970 film sold for \$3,000 at a July 2012 Heritage auction.

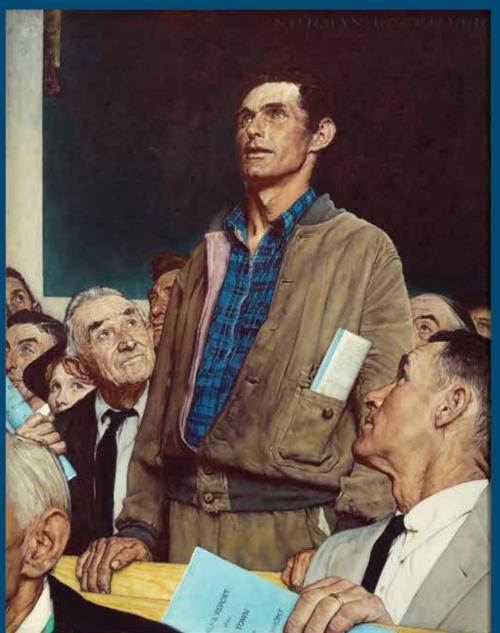
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ADDRESS on Sunset Boulevard of popular West Hollywood nightclub Ciro's. A 1940s scroll with autographs of more than 95 celebrities who visited the club, including those of Hayworth and Welles, sold for \$6,875 at a December 2014 auction.

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Norman Rockwell, Freedom of Speech, 1943, 01943 SEPS, Curis Lionning, Indianapolis, IN. Collection of Norman Rockwell Muteum

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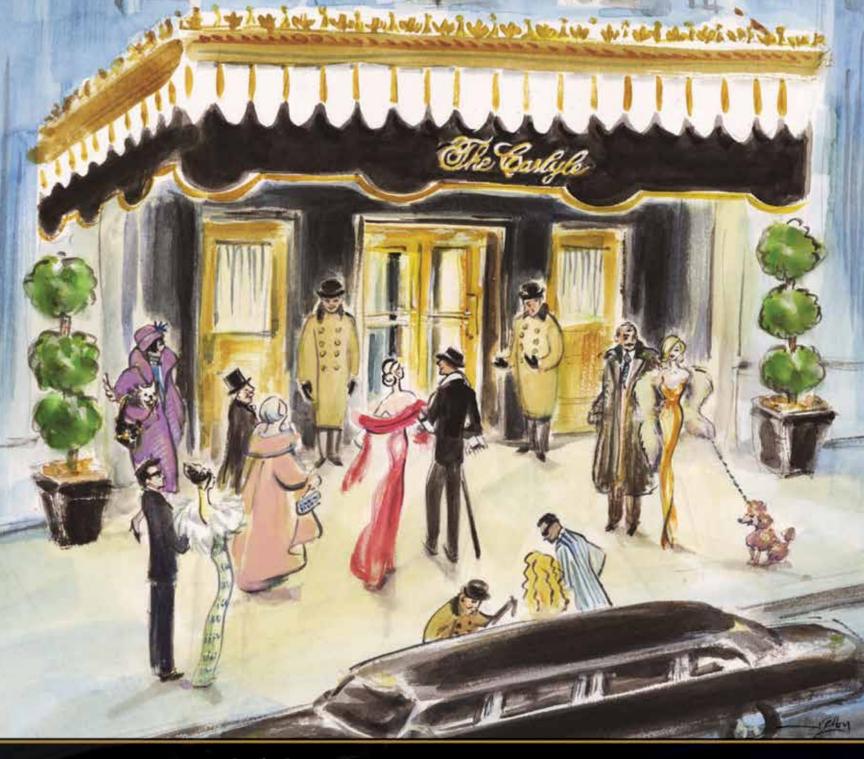
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