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# contents



## HIGHLIGHTS

**28 Numismatics: George's Coin**  
 Legendary collector Eric P. Newman's favorite coin was \$10 gold eagle pattern that was pocket piece of America's first president  
 By The Intelligent Collector Staff

**34 Collecting: Art on the Edge**  
 Movie producer Sean Sorensen among the groundbreakers in emerging 'urban art' market  
 By Stacy Suaya  
 Portrait by Axel Koester

**46 Space Exploration: American Hero**  
 Family of Neil Armstrong sharing moonwalker's personal artifacts with fans across the world  
 Interview by Hector Cantú | Portrait by Peggy Joseph

**52 Security: Watch Out!**  
 Smart-home technology makes it significantly easier to protect your valuables  
 By Debbie Carlson  
 Illustration by Clay Sisk

**58 Luxury Accessories: Brilliant Treasures**  
 The past 12 months have seen remarkable prices for rare timepieces, exquisite jewelry and unique handbags  
 By The Intelligent Collector Staff

### on the cover:

Rick and Mark Armstrong at the Cincinnati Observatory. Photograph by Peggy Joseph.

## AUCTION PREVIEWS

**14 How to Bid**

**15 Comic Art: Frazetta's 'Escape on Venus'**  
 Painting used for 1974 cover of Edgar Rice Burroughs novel reflects legend's stunning style

**16 Entertainment: Vintage Music Posters**  
 Rarity of pop-music ephemera pushing popularity to new heights

**20 Animation Art: The Art of Ronald and Friends**  
 Setmakers Collection reflects early days of restaurant's McDonaldland concept

**23 Sports: Ben Hogan's Golf Shoes**  
 Legend wore Peals at historic comeback at 1950 U.S. Open

**24 American Art: Rockwell's Elgin Illustration**  
 Oil on canvas for 1926 advertisement captures nostalgia of a simpler world that remains familiar today  
 By Aviva Lehmann

**26 Sports: Mantle's Historic Jersey**  
 Hall of Famer wore garment while hitting his record-setting 17th and 18th World Series home runs

**27 Upcoming Auctions**

## COLUMNS

**65 Handbags: Judith's Genius**  
 Leiber's legacy of innovation, workmanship and creativity will be remembered for years to come  
 By Saini Kannan

**66 Luxury Real Estate: Living with Your Passions**  
 Here are seven signs you're buying a great vacation home  
 By Nate Schar

**68 Legacy: Intangible Treasures**  
 When working on your estate plan, don't forget some of your most valuable assets: wisdom, beliefs, values  
 By Laura A. Roser





52



28

**69 Vintage Comics: Saving the Day**

Superman, Wonder Woman, Batman weathered the storm, and helped usher in comics' Silver Age  
By David Tosh

**70 Kids & Collecting: High-Rolling Fun**

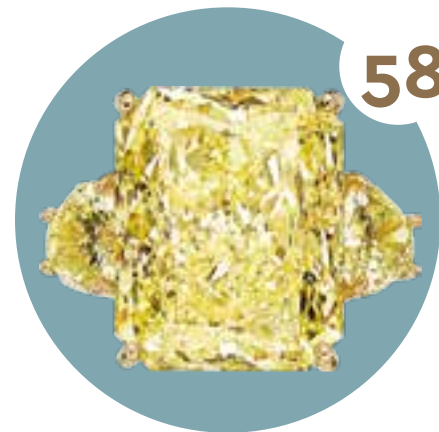
Teen sons have helped lifelong gamer expand from traditional to fantasy/science-fiction board games  
By Pamela Y. Wiggins

**IN EVERY ISSUE**

**07** From the Editor

**72** Category Specialists

**73** Consignment Deadlines



58

**DEPARTMENTS**

**08 Looking Back: 1896**

William McKinley, Queen Victoria, Henry Ford, Fannie Farmer, H.G. Wells

**10 Auction Update: Serving up Rockwell**

Heritage Auctions sponsoring traveling exhibit of legendary artist's 'Four Freedoms'

**74 By the Numbers: Elvis Presley**

Collectibles from pop music's legendary performer

34





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# from the editor



## Knowledge, Experience are Vital in the Auction World

Credentials matter. In the auction business, you want to feel comfortable with your consignment director's level of knowledge, expertise and know-how. You should be confident in your choice of advisor.

That's why we're proud of the writers, photographers and illustrators who help us produce *The Intelligent Collector*. Our aim is to work with the best in the business.

The photographs of Peggy Joseph have appeared in the *Cincinnati Business Courier*, *People* magazine and *Central Florida Lifestyle Magazine*. We sent Peggy to snap a portrait of Mark and Rick Armstrong for our cover story ("Armstrong Artifacts," page 46), and she captured perfectly the brothers' contagious energy.



Joseph

As a pop-culture and style writer, Stacy Suaya is well-suited to delve into the growing Urban Art collectibles category (see "Art on the Edge," page 34). Stacy has written for *The New York Times Style Magazine* and the *Los Angeles Times*. Photographer Axel Koester, who's shot for *Time*, *BusinessWeek*, *Fortune* and *WatchTime* magazine, teamed up with Stacy to produce our feature.

Clay Sisk is a remarkable illustrator who has done work for *USA Today Network*, *The Indianapolis Star* and *The Cincinnati Enquirer*. Of course, we're certain Clay's favorite job is working on his web comic, *Professor Herbert and GEO*. Check out Clay's take on home security ("Watch Out!") on page 52.



Sisk

Pamela Wiggins is a long-time collectibles specialist who's been writing our Kids & Collecting column since 2010 ("High-Rolling Fun," page 70). She's a successful author whose books include *Warman's Costume Jewelry: Identification and Price Guide*, and *Collecting With Kids: How to Inspire, Intrigue and Guide the Young Collector* from Krause Publications.

One thing all of us here at *The Intelligent Collector* have in common is helping our readers make the best decisions possible when it comes to their collecting. Our credentials are a springboard to that goal.

**DROP ME** a line at [HectorC@HA.com](mailto:HectorC@HA.com) to share your stories. I remain interested in your discoveries.

A blue ink handwritten signature of Hector Cantú.

**HECTOR CANTÚ**, Editor & Publisher

# looking back

# 1896

Republican William McKinley defeats William Jennings Bryan to become the 25th president of the United States. Queen Victoria surpasses her grandfather King George III to become the longest-reigning monarch in British history (a distinction now held by Queen Elizabeth II). The last emperor of Russia, Nicholas II, is formally crowned. The 1896 Summer Olympics in Athens are the first international Olympic Games in modern history. Henry Ford creates the quadricycle, his first car. Fannie Farmer publishes the *Boston Cooking-School Cook Book*, later retitled *The Fannie Farmer Cookbook*. Giacomo Puccini's opera *La bohème* premieres in Turin, Italy. And English author H.G. Wells releases *The Island of Doctor Moreau*.

## U.S. COINS



The Morgan dollar, named for Mint engraver George T. Morgan, was produced from 1878 to 1904, and again in 1921. An 1896 Morgan dollar minted in San Francisco and graded MS69 PCGS sold for \$402,500 at a November 2005 Heritage auction.



## TEXAS ART

Frank Reaugh (1860-1945), an Illinois native who later moved to Texas, is known for paintings that portrayed the Great Plains and the American Southwest. His 1896 oil on canvas *Breezy Morning* sold for \$179,250 at a May 2007 auction.

## RARE BOOKS

Geoffrey Chaucer (1343-1400) is among the greatest English poets of the Middle Ages. An 1896 Kelmscott Press edition of *The Works of Geoffrey Chaucer Now Newly Imprinted*, once owned by actor Jean Hersholt, sold for \$44,812 at an April 2011 auction.



## AMERICANA

Fewer than 10 William McKinley "Hobby Horse" cartoon buttons from the 1896 presidential election are known to exist. This example sold for \$4,481 at a February 2007 Heritage auction.



An 1896 oil-on-canvas portrait of Cornelius Vanderbilt II (detail) by Daniel Huntington (1816-1906) realized \$33,460 at a May 2007 auction.



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# ROCKWELL ★ ROOSEVELT

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## THE FOUR FREEDOMS



Norman Rockwell, *Freedom of Speech*, 1943. ©1943 NEPS, Curis Licensing, Indianapolis, IN. Collection of Norman Rockwell Museum

### THE POWER OF ART

Explore the first-ever exhibition devoted to Norman Rockwell's iconic depictions of FDR's Four Freedoms, together with more than 100 original works of art by Rockwell and other illustrators, as well as selected pieces by artists of today. Archival photos, documents, and objects are presented alongside digital displays and a virtual reality experience.

Exhibition tour:

**NEW-YORK HISTORICAL SOCIETY  
& ROOSEVELT HOUSE, NYC**  
May 25 - Sep 2, 2018

**THE HENRY FORD, MI**  
Oct 13, 2018 - Jan 13, 2019

**GEORGE WASHINGTON UNIVERSITY  
MUSEUM, DC**  
Feb 9 - May 6, 2019

**CAEN MEMORIAL MUSEUM, France**  
Jun 4 - Oct 27, 2019

**MUSEUM FINE ARTS, HOUSTON, TX**  
Dec 15, 2019 - Mar 22, 2020

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# auction update



Rockwell's "Freedom From Want" appeared in the March 6, 1943, edition of *The Saturday Evening Post*.

## Serving up Rockwell

HERITAGE AUCTIONS SPONSORING TRAVELING EXHIBIT OF LEGENDARY ARTIST'S 'FOUR FREEDOMS'

The first comprehensive exhibition of Norman Rockwell's 1943 depictions of President Franklin D. Roosevelt's wartime defense of humanity's fundamental human rights is going on the road.

The Norman Rockwell Museum's "Enduring Ideals: Rockwell, Roosevelt & the Four Freedoms" is sponsored by Heritage Auctions. "Rockwell's artistic interpretation of these rights sparked a national movement in America and abroad, inspiring generations for the last 75 years," says Heritage Auctions President Greg Rohan.

Considered among the most indelible images in the history of American art, Rockwell's *Freedom of Speech*, *Freedom from Want*, *Freedom from Fear* and *Freedom of Worship* oil paintings are on display at the New-York Historical Society until Sept. 2. The exhibit then travels to the Henry Ford Museum in Dearborn, Mich.; the George Washington University Museum and the Textile Museum, Washington, D.C.; Mémorial de Caen, Normandy, France; Museum of Fine Arts in Houston; and the Norman Rockwell Museum, Stockbridge, Mass.

"The exhibition will show how Rockwell's aspirational paintings shifted American attitudes towards engagement in World War II in defense of the free world, and, ultimately, helped to make the case for universal human rights," says Norman Rockwell Museum Director Laurie Norton Moffatt.

"*Enduring Ideals: Rockwell, Roosevelt & the Four Freedoms*" will visit six cities over two years. Visit [RockwellFourFreedoms.org](http://RockwellFourFreedoms.org) for details.

## Gabor Estate Shatters Expectations

A standing room-only crowd and fans from around the world participating online bid more than \$900,000 in the Estate of Zsa Zsa Gabor Auction to acquire pieces from the Hollywood socialite's personal collection. Total sales were more than triple expectations.

The auction was preceded by a lot-viewing event at Gabor's home in Bel Air, Calif. The live auction was held at Heritage Auctions Beverly Hills.

Spanning the star's 60-year career, the estate included keepsakes, designer couture, screen-used costumes and Hollywood memorabilia. Frédéric Prinz von Anhalt, Gabor's last husband, said his late wife requested an auction to offer her private property to fans. Gabor died in December 2016. She was 99.

Top lots ranged from the sentimental to the luxurious. A portrait of the star by friend Margaret Keane realized \$45,000, soaring past its \$6,000 estimate to set a world auction record for the artist. Keane gained notoriety for her paintings of "big-eyed waifs," the subject of the 2014 film *Big Eyes*.

Margaret Keane's portrait of Zsa Zsa Gabor.

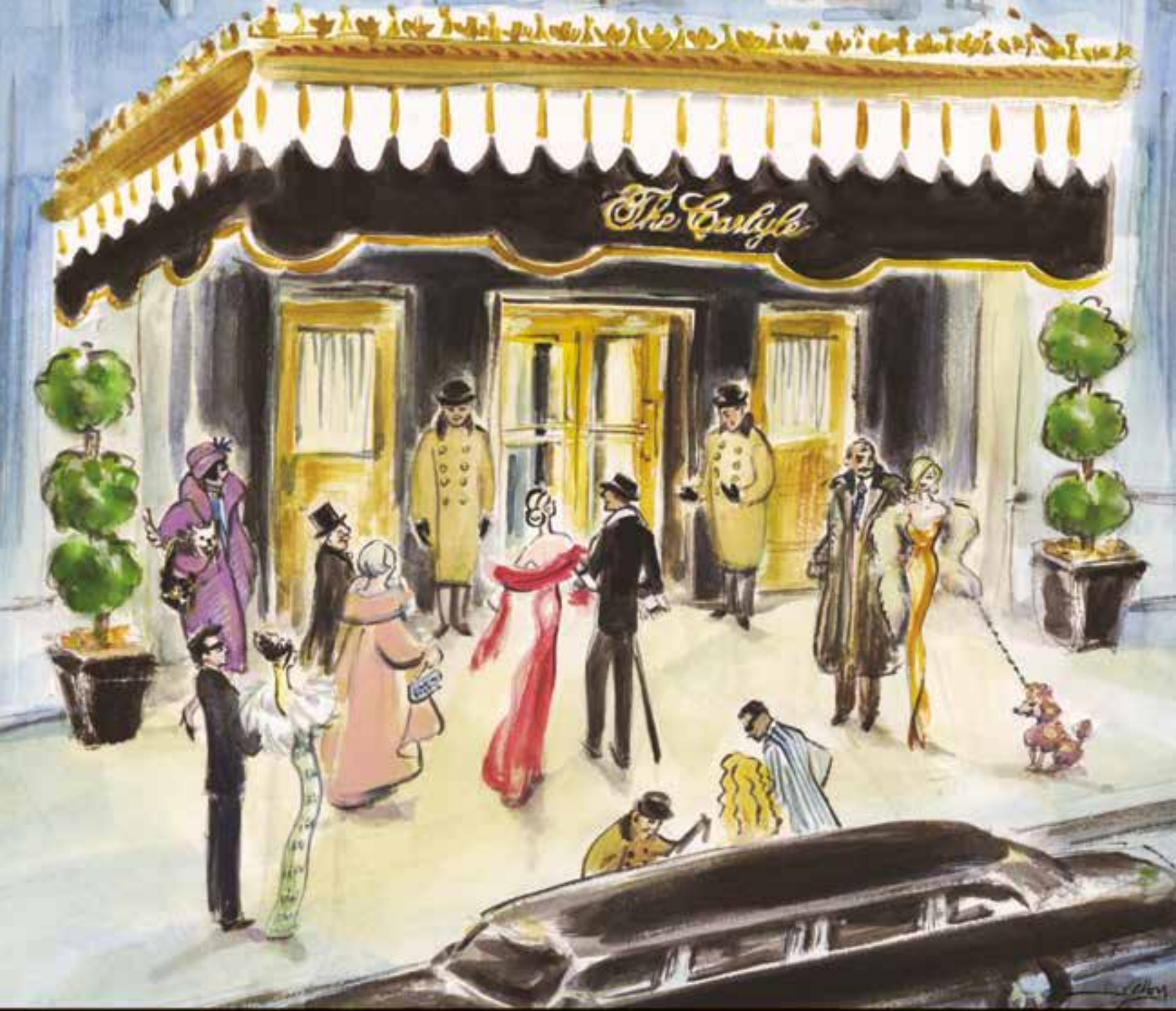


## Ken Burns Gala



Heritage Auctions representatives Lysa Rohan, Kathleen Guzman and Greg Rohan joined Ken Burns at the 2018 Ken Burns American Heritage Prize at New York's American Museum of Natural History. This year's recipient was artist, designer and environmentalist Maya Lin.





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# auction previews



## IMPORTANT LOTS IN UPCOMING EVENTS

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**16 CONCERT POSTERS**  
Collector sharing rarities  
of pop-music history

---

- 15 Frank Frazetta
- 20 Ronald McDonald
- 23 Ben Hogan
- 23 Bobby Jones
- 24 Norman Rockwell
- 26 Mickey Mantle

Buddy Holly & the Crickets,  
Fats Domino, Chuck Berry  
"Biggest Show of Stars for '57"  
Concert Poster (detail)  
Opening bid: \$500

# HOW TO BID

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### EMAIL

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



### POSTAL MAIL

Simply complete the Bid Sheet with your bids on the lots you want, sign it and mail it in (it must be received 24 hours prior to the auction). Call 877.HERITAGE (437.4824) and ask for postal mail bidding assistance to receive a Bid Sheet.



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\*Patent No. 9,064,282

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## Frazetta's 'Escape on Venus'

Painting used for 1974 cover of Edgar Rice Burroughs novel reflects legend's stunning style

It seems the legacy of Frank Frazetta grows with each passing day.

In May, the artist's 1990 painting *Death Dealer 6* – first published as the cover for Verotik's 1996 *Death Dealer #2* comic book – more than doubled the all-time auction record for any piece of comic art when it sold for \$1.79 million. It was also a record for a Frazetta painting and three times its \$600,000 pre-auction estimate.

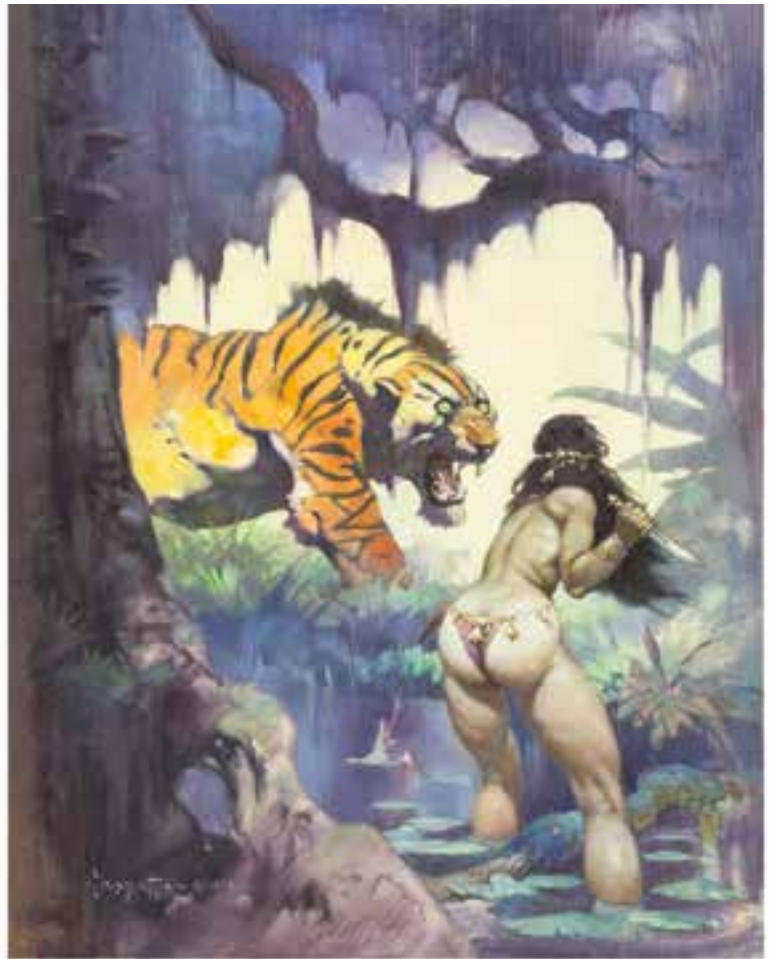
"Owning a Frazetta painting is a dream for many serious art collectors and not just fans of the comics and fantasy art genres," says Joe Mannarino, director of comics and comic art at Heritage Auctions.

Similar excitement is building over Heritage Auctions' latest offering: *Escape on Venus*, a painting Frazetta completed in 1972. The piece was used for the cover of the 1974 re-issue of the Edgar Rice Burroughs novel of the same name.

The image was also released as a print in the late 1970s. "It is a stunning piece," Mannarino says. "From the piercing eyes of the tiger to the delicate jewelry on the female to the soft lush vegetation, it is an iconic piece from an artist who produces nothing less than exemplary pieces."

When Frazetta died in 2010 at age 82, the *Los Angeles Times* noted his "images of sinewy warriors and lush vixens graced paperback novels, album covers and comic books for decades and became something close to the contemporary visual definition of the sword-and-sorcery genres."

Frazetta's images, Mannarino adds, have adorned the rooms of fans for nearly 50 years. "Countless artists, filmmakers and writers point to him as inspiration. His imagination and artistry make his images timeless."



Frank Frazetta (1928–2010)  
*Escape on Venus*, 1972  
Oil on presswood board  
15¾ x 20 in.  
Estimate: \$500,000+

### EVENT

#### COMICS SIGNATURE® AUCTION 7189

Aug. 2–4, 2018

Dallas

Online: [HA.com/7189a](http://HA.com/7189a)

#### INQUIRIES

Joe Mannarino

214.409.1921

[JoeM@HA.com](mailto:JoeM@HA.com)

## Vintage Music Posters

Rarity of pop-music ephemera pushing popularity to new heights

Over the past two decades, Andrew Hawley has seen a boom in the vintage music poster market.

As with most collectibles, the driving force is rarity.

“Much of this stuff is as rare or rarer than the best movie posters,” says Hawley, one of the nation’s top vintage music poster collectors. “It’s almost so scarce that when people go to look up a lot of this stuff, there are no references or examples of an item because it’s never been seen or sold before.”

That scarcity is driving demand, says Giles Moon, music memorabilia consignment director at Heritage Auctions. “The vintage music poster market is the fastest emerging and most exciting area of the music and entertainment memorabilia market right now,” Moon says. “These posters were produced in small numbers and often displayed outdoors, so few have survived. In some cases, there are only one or two known copies. It’s therefore no surprise that the market for these musical artifacts is so competitive.”

Hawley, who founded San Francisco-based Vintage Rock Posters in 1995, is now auctioning a selection of vintage posters from his personal collection. We talked to Hawley about his collection and items in the upcoming auction.

### When did you start collecting?

I started collecting baseball cards and football cards at a young age just like so many other kids my age. In 1979, I actually started collecting bootleg records for my favorite rock band, the Doors. [That] morphed into Doors concert posters. ... It wasn’t until 1986, when I was 21, that I bought my first concert poster, the 1968 California Folk-Rock Festival poster, featuring bands such as the Doors and the Animals. I only bought it because the Doors were on there. It wasn’t a super-rare poster and cost about \$50. Now it’s worth around \$500. Shortly after that, I purchased a grouping of about six or seven rare Doors concert posters from a collector, and from then on, I was hooked!



Andrew Hawley has been collecting music posters for more than 30 years.

### How did this grow into a serious hobby for you?

From 1992 to 1995, I worked in a gallery called Psychedelic Solution in New York, owned by another enthusiastic collector, Jacaerber Kastor. He was the leading collector of Fillmore and Avalon posters and Jimi Hendrix concert memorabilia, so it seemed, and was, a great place to work. ... It was at this point that I decided to put all my efforts in obtaining the rarest and most sought-after Doors concert posters. I was placing ads all over the country in local newspapers hoping to extract those everyday “Joes” who had these things buried in their attics.

## EVENT

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Live: Dallas

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"Blue Jean Bop"

"Lotta Loving"

"Bi Bickey Bi"

"You Told A Fib"

"Wear My Ring"

# GENE VINCENT

and his **BLUE CAPS**

© 1958 Columbia Records - 100 - 1500 97 - 200

Gene Vincent | Coquille Community Hall, Oregon | Concert Poster (1958)

Opening bid: \$500

From the Andrew Hawley Collection



Direct From England

# THE ROLLING STONES

IN  
PERSON



IN  
CONCERT

NOVEMBER 13TH  
HARA ARENA  
DAYTON, OHIO

TICKETS ON SALE  
① MAYORS (PRELUD 200P)  
② SEARS  
③ WAMPLERS ARENA

Year Direction: GENERAL ARTISTS CORPORATION

WORLDWIDE POSTER PRINTING CO. INC. 200 N. 44 ST. NYC

Rolling Stones | Dayton, Ohio | Concert Poster (1964)

Opening bid: \$500

From the Andrew Hawley Collection

**How many posters do you typically have in your collection at one time?**

Right now, I have about 50 posters in my personal collection. Nowadays, I just keep the pieces that really inspire me. It may be the band on the poster or just the artwork itself. Some of the posters represent significant events and seminal shows. There are some really cool posters out there and the great thing is everyone has different tastes so not everyone is collecting the same thing.

**Let's talk about some of your important posters. Tell us the story behind your 1964 Rolling Stones poster from a show in Dayton, Ohio. How did you find that?**

I got the Stones poster from another collector who had gotten it from someone who attended the show. This was the Stones' second U.S. tour and less than 1,000 people attended the show. The arena held 6,000 people! Hard to imagine a band that has spanned over six decades not being able to draw over 1,000 spectators. It's amazing that someone even bothered to save the darn poster.

**What about your Beach Boys poster? It's actually dated the day President Kennedy was assassinated?**

The Beach Boys poster came from the estate of the late [Beach Boys co-founder] Dennis Wilson. The show actually still happened despite Kennedy's assassination on the same day. Anyone who is old enough remembers where they were and what they were doing on Nov. 22, 1963. Fred Vail was the promoter of that concert and I actually had the chance to meet him. The concert took place in a very small Northern California town and, as far as I know, it remains the only known example.

**Your Buddy Holly multi-act poster is remarkable, and graphically pretty cool. When was this show?**

The Buddy Holly poster is from 1957 and was from the "Biggest Show of Stars" tour. There are quite a few rock 'n' roll Hall of Famers on that poster. Can you imagine seeing Chuck Berry, Fats Domino, Frankie Lymon and Buddy Holly all in the same night? That's crazy. Many folks consider this to be the greatest rock line up of all time. It's pretty cool and so graphically pleasing.

**What changes have you seen in the vintage concert poster market?**

The vintage concert poster market is definitely growing at a rapid pace. These posters have what I call an incredible "likability" aspect to them and oftentimes folks don't know how appealing they are until they see some in person. The scarcity factor with this stuff is unreal and as a collecting buddy of mine likes to put it, "They are saved by a mistake and found by a mistake." Which is to say that they were meant to be hung up and used for a specific moment in time and then discarded. .. Folks are just now discovering how incredible these posters are, but because they are so scarce it requires a lot of patience and persistence to put together a nice collection or to find a specific piece. But trust me, it's worth the wait and time!



Beach Boys  
Marysville Memorial Auditorium, California  
Concert Poster (1963)  
Opening bid: \$500  
From the Andrew Hawley Collection



Buddy Holly & the Crickets, Fats Domino, Chuck Berry  
"Biggest Show of Stars" Concert Poster (1957)  
Opening bid: \$500  
From the Andrew Hawley Collection

## The Art of Ronald and Friends

Setmakers Collection reflects early days of restaurant's McDonaldland concept



Statues of Ronald McDonald are featured in the auction.

McDonald's is more than a fast-food chain. It's one of the world's most influential businesses, shaping pop culture and breaking ground in marketing in the years after Ray Kroc assumed company leadership in 1955.

Kroc (1902-1984) is often grouped with American business legends such as Sam Walton and Jeff Bezos. "Few entrepreneurs can claim to have radically changed the way we live, and Ray Kroc is one of them," notes the book *Grinding It Out: The Making of McDonald's*.

A big part of the company's success was the clown mascot Ronald McDonald, introduced in 1965. The company soon launched its themed-entertainment concept, and Officer Big Mac, Mayor McCheese, the Hamburglar, Grimace and Birdie the Early Bird joined the cheerful clown in McDonaldland. "Ronald McDonald and his Playland friends represent some of the most beloved and well-known pop-culture icons across the globe," says Jim Lentz, director of animation art at Heritage Auctions.

A collection of artifacts dating to the dawn of McDonaldland is being offered at Heritage's Animation Art auction scheduled for Sept. 22, 2018, in Chicago. The auction includes maquettes, prototypes, displays, hand-painted murals and life-size fiberglass statues from the collection of Setmakers Inc., the California company that designed and produced playgrounds and in-store décor for McDonald's restaurants. "This rare collection of never-



One-of-a-Kind  
Hamburglar Maquette  
Estimate: \$1,500-\$2,500





Hand-Painted McDonald's  
Interior Original Prototype Painting  
Estimate: \$1,500-\$2,500



Wes Cook was one of the most prolific concept  
designers and artists in the fields of themed  
entertainment and theme parks.

before-seen, one-of-a-kind artwork, playground and dining room prototypes and other treasures that brought these characters into McDonald's locations around the globe is simply breathtaking," Lentz says.

The themed-entertainment concept – designed to transport spectators into an immersive, imaginary world – became a focus in the early 1970s after the Illinois-based company created the mythical McDonaldland for a TV commercial.

"McDonald's came to California from Chicago with their ad agency looking for a company to produce those commercials," says Duane Ament of L.A.-based Setmakers, founded by his father Don. The elder Ament, the production designer for Screen Gems commercials, landed the job to design the TV sets and designs for McDonaldland.

"The commercials were great," Duane says. "The issue started with kids going to McDonald's and expecting to see the

playgrounds they had seen on television."

Soon, Don Ament and his creative team at Setmakers were designing and building the first playground equipment for McDonald's Playland. That was followed by Setmakers creating in-store murals, indoor playgrounds and specialized seating. "We opened the first Playland at the Chula Vista McDonald's near San Diego in 1972," says Duane, who was named president of Setmakers in 1976. "Sales went up wherever they had a Playland."

Among the notable concept artists hired by Setmakers were theme-park designer Wes Cook (Disney Imagineering, Tokyo DisneySea, Universal's Islands of Adventure, Sea World), and Lee Go (Marvel Studios, Universal MCA). "We had some of the best artists in the system," Duane says.

"Cook," Lentz adds, "was one of the most prolific concept designers and artists in the field of themed entertainment.



Wes Cook  
Hand-Drawn McDonald's  
Interior Mural Design in Graphite  
Estimate: \$1,000-\$1,500

## animation art

He had an extensive career in the film and television industry.”

In those early days, Setmakers sold hand-painted murals, some up to 10 feet wide, to McDonald's restaurants, who then added them to the décor. The company subsequently provided restaurants with more reasonably priced reproductions, while keeping the original artwork. Setmakers closed shop in 1986.

In addition to artwork, the Setmakers Collection includes statues of the world-famous McDonaldland cast. “We have the first Ronald McDonald statue we ever made in the first Playland,” Duane says. There's also a full-size Ronald McDonald statue finished in bronze, one of only three made. One was presented to McDonald's executive Ray Kroc at a company anniversary celebration in 1975.

“These never-before-seen gems of Ronald McDonald, Grimace, the Hamburglar, Mayor McCheese and all the McDonaldland characters,” Lentz says, “present a true once-in-a-lifetime opportunity for all McDonald's fans and collectors.”

For millions of people, Duane adds, the collection represents a time passed. “These are things kids enjoyed. They identified with all these characters. It's about McDonald's Playland. It's real Americana.”

A portion of the auction proceeds will benefit the Ronald McDonald House Charities.



Among the statues offered are Officer Big Mac.



McDonald's Hamburglar Store Prototype Statue  
Estimate: \$2,500-\$5,000

## EVENT

### ANIMATION ART SIGNATURE® AUCTION 7202

*The Art of Ronald McDonald and Friends: The Setmakers Collection*  
Sept. 22, 2018  
Live: Chicago  
Online: [HA.com/7202a](http://HA.com/7202a)

### INQUIRIES

Jim Lentz  
214.409.1991  
[JimL@HA.com](mailto:JimL@HA.com)

## Ben Hogan's Golf Shoes

Legend wore Peals at historic comeback at U.S. Open



Ben Hogan is considered one of the greatest players in the history of the game.

The 1950 U.S. Open at Merion Golf Club in Ardmore, Pa., marked Ben Hogan's miraculous comeback.

Sixteen months earlier, Hogan suffered a nearly fatal injury after a head-on collision with a bus. Yet, playing in extreme pain, he defeated Lloyd Mangrum and George Fazio in an 18-hole playoff to win the tournament.

It was a historic win in many ways. Hy Peskin's photograph of Hogan at the tournament is among the most famous pictures in golf. The point on the 18th fairway where Hogan hit his famous shot to force a three-way tie, and eventually win, is commemorated with a plaque. And the iron Hogan used in the win resides in the U.S. Golf Association Museum.

Now, Heritage Auctions is offering the Peal golf shoes Hogan (1912-1997) wore during the tournament. The shoes were acquired by the current owner from a starter at Tamarisk Country Club in Rancho Mirage, Calif., where Hogan was the winter golf professional.

"There are few names in golf so powerful or so mystical,"

says Heritage Auctions sports specialist and consignment director Mike Gutierrez. "At the time and in the decades since Hogan ruled the greens, his status as a legendary player and style icon has only grown in statue.

"These Hogan artifacts," Gutierrez says, "will be prized by any collector of golf memorabilia."



Ben Hogan (1912-1997)  
Game-Used Shoes  
1950 U.S. Open  
Merion Golf Club  
Estimate: \$40,000-\$50,000

### EVENT

FALL SPORTS MEMORABILIA  
CATALOG AUCTION 50006

Oct. 18-19, 2018  
Online: HA.com/50006a

### INQUIRIES

Mike Gutierrez  
214.409.1183  
MikeG@HA.com

## Badge of a Legend

In 1930, as a 28-year-old amateur, Bobby Jones conquered the British Amateur Championship, the British Open, the U.S. Open and, finally, the U.S. Amateur Championship. "Only Jones has ever completed a Grand Slam," says Heritage Auctions sports specialist and consignment director Mike Gutierrez.

Jones retired after his Grand Slam, playing only his own tournament, the Masters.

Of course, Jones artifacts are particularly popular with sports fans, which makes the discovery of his 1941 Masters Contestant badge, labeled "Player 1," an exciting development, Gutierrez says. "It is the only known Bobby Jones Masters badge and the only one to be sold through auction."

The badge has been held by the family of Merryl Israel Aron, a native of New Orleans who won dozens of local and regional amateur golf championships and played with famous golfers such as Ben Hogan, Jimmy Demaret and Babe Didrikson Zaharias. She passed away in December 2015.



Bobby Jones (1902-1971)  
1941 Masters Contestant Badge  
Estimate: \$10,000+



## Rockwell's Elgin Illustration

Oil on canvas for 1926 timepiece advertisement captures nostalgia of a simpler world that remains familiar today

By Aviva Lehmann

Through numerous illustrations appearing in publications such as *The Saturday Evening Post*, *The Literary Digest*, and *Ladies' Home Journal*, Norman Rockwell's timeless images of everyday America entered the homes of millions of people. His descriptive painting style and ability to encapsulate the traditional and nearly universal values shared in the American experience contributed to his tremendous popularity and rendered him hugely successful.

*She Said it for a Lifetime (Man Receiving Gift Watch)* serves as a primary example of Rockwell's skillful ability to present an enduring and heartwarming image that continues to resonate with the public decades after its creation. The artwork is being offered at Heritage's American Art auction scheduled for Nov. 3.

During the late 1910s, illustration jobs were becoming increasingly competitive as magazines were incorporating more photographic images into their layouts and rising costs in book publishing limited opportunities for illustrators. It is probably due only to his talent and drive that Rockwell was largely unaffected by this trend. "At an age when most young men are leaving college, Norman already ranked as one of America's leading illustrators," notes A.L. Guptill in his book *Norman Rockwell: Illustrator*.

In 1916, one of Rockwell's illustrations appeared on the cover of *The Saturday Evening Post* for the first time. This great achievement was a windfall for the artist, leading to commissions from a variety of magazines, including *Collier's*, *The Literary Digest*, *Ladies' Home Journal* and *Life*.

Recognizing the readership's nostalgia for young and old alike, Rockwell produced *She Said it for a Lifetime (Man Receiving Gift Watch)* for an Elgin Watch Company advertisement that first appeared in the June 1926 *Ladies' Home Journal*, followed by an appearance in *The Saturday Evening Post* on July 17, 1926. The present work is an endearing portrayal of a mother bestowing an Elgin pocket watch upon her son on his birthday.

"His twenty-first birthday. The threshold of young manhood,"

the advertisement states. "To mother, the occasion calls for something more than short-lived recognition — the celebration of a day. It calls for a commemoration of her affection that shall live with him throughout his life. Her birthday gift must say, not merely 'I love you,' but, 'I love you forever and aye!'"

It is of little wonder that Elgin Watch Company would have commissioned Norman Rockwell for doing such a work.

Elgin, which started producing their first pocket-watch movements in 1867, was during the 1920s the most dominant of the American watch brands, producing up to one million timekeepers in 1926 alone. Rockwell, whose finger rested firmly on the pulse of American ideals of the period, perfectly captured the emotion of giving and receiving an Elgin timepiece.

With *She Said it for a Lifetime (Man Receiving Gift Watch)*, Elgin tapped into the strong, and one might even say progressive, purchasing power of women in 1926. This notion of marketing directly to women is what one might expect to see in the 1950s or later. Yet in 1926, the concept speaks volumes about the forward-thinking minds of both Elgin and of Rockwell himself.

*She Said it for a Lifetime (Man Receiving Gift Watch)* is executed in Rockwell's signature descriptive style of finely drawn, clear realism with a wealth of fascinating detail — the young man's ring and well-cut suit, his mother's diaphanous shawl, and the Elgin watch itself.

In discussing his career, Rockwell once commented, "I was showing the America I knew and observed to others who might not have noticed. And perhaps, therefore, this is one function of the illustrator. He can show what has become so familiar that it is no longer noticed. The illustrator thus becomes a chronicler of his time."

With *She Said it for a Lifetime (Man Receiving Gift Watch)*, Rockwell once again succeeds in capturing the nostalgia of a simpler world that is as familiar today as it was nearly a century ago when he painted this beguiling work.

### EVENT

#### AMERICAN ART SIGNATURE® 5372

Nov. 3, 2018

Live: Dallas

Online: HA.com/5372a

#### INQUIRIES

Aviva Lehmann

214.409.1519

AvivaL@HA.com



Norman Rockwell (1894–1978)  
*She Said It for a Lifetime (Man Receiving Gift Watch)*  
 Elgin Watch Company advertisement, 1926  
 Oil on canvas, 20 × 27 in.  
 Estimate: \$350,000–\$500,000

The painting was inherited directly from the Estate of Robert E. Dreher and is offered from the Collection of Bradley and Susan Schuchat, his descendants. The proceeds are being generously donated to fund college scholarships, one of which is a graduate nursing scholarship at the University of South Florida. The scholarship funds nurses furthering their education in the Masters, Doctoral of Nursing and Ph.D. programs and was established in memory of their daughter, Diane.

AVIVA LEHMANN is director of American Art at Heritage Auctions.



The Elgin Watch Company advertisement appeared in national magazines.

# Mantle's Historic Jersey

Hall of Famer wore garment while hitting his record-setting 17th and 18th World Series home runs

On Oct. 15, 1964, Mickey Mantle hit a three-run homer – the 18th and final World Series home run of his career.

It's a record that spanned Mantle's 12 World Series appearances, ending with the future Hall of Famer surpassing Babe Ruth's mark of 15. It is, perhaps, a record that will never be broken.

"Mantle helped the Yankees capture seven world titles, while slugging a record number of World Series homers," says Heritage's Director of Sports Auctions Chris Ivy. "It's a feat that most likely will never be matched."

The jersey Mantle (1931-1995) wore in games six and seven of the 1964 World Series, marking his 17th and 18th World Series home runs, is being offered at Heritage's Summer Platinum Night Sports Collectibles Catalog Auction scheduled for Aug. 18-19, 2018. It's expected to realize at least \$750,000.

"While it goes without saying that any Mickey Mantle game-worn jersey is a treasure of American sports history," Ivy says, "this remarkable example distinguishes itself within that rare and coveted breed for its link to the only surviving record from the Mick's Hall of Fame resume."

The garment, Ivy points out, survives in 100 percent original and unaltered condition, losing its sole point in the MEARS grade for a cracked button and minor soiling/staining. "While many, if not most, of the Major League jerseys repurposed for secondary wear were altered at the farm club level, this important artifact stands as a most welcome exception to that standard."



1964 Mickey Mantle World Series Home Run Record-Setting Game-Worn New York Yankees Jersey, MEARS A9  
Estimate: \$750,000+

## EVENT

**SUMMER PLATINUM NIGHT SPORTS COLLECTIBLES CATALOG AUCTION 50005**  
Aug. 18-19, 2018  
Online: HA.com/50005a

**INQUIRIES**  
Chris Ivy  
214.409.1319  
Clvy@HA.com



1952 Topps  
Mickey Mantle #311  
PSA NM-MT+ 8.5  
Estimate: \$1 million+

## Thanks, Mom

An East Coast man who collected baseball cards in the 1950s is offering the cards to collectors – after they were stored in a box for nearly 70 years in the family attic.

Among the cache: five 1952 Topps Mickey Mantles, all in superb condition.

One card, graded PSA 8.5 NM/MT+, is expected to sell for at least \$1 million when it goes to auction Aug. 18-19. Two examples, graded PSA 7 NM and PSA 5 EX, are expected to realize at least \$100,000 and \$40,000, respectively, when they go to auction Nov. 15-16 (HA.com/50007a).

The true hero of this story is the collector's mother, notes *Forbes*. Unlike millions of other moms, she didn't throw away her son's treasures. "His mother took the cards and put them away," says Heritage Auctions consignment director Lee Iskowitz. "She later gave them back to him."



# Upcoming Auctions

Visit [HA.com/Auctions](http://HA.com/Auctions) for details on all Heritage Auctions

## AUGUST

### COMICS

Signature® Auction 7189  
Beverly Hills – [HA.com/7189a](http://HA.com/7189a)

### PRINTS & MULTIPLES

Fine Art Auction 191835  
Online – [HA.com/191835a](http://HA.com/191835a)

### U.S. COINS

Signature® Auction 1278  
ANA World's Fair of Money  
Philadelphia – [HA.com/1278a](http://HA.com/1278a)

### CURRENCY

Signature® Auction 3566  
ANA World's Fair of Money  
Philadelphia – [HA.com/3566a](http://HA.com/3566a)

### WORLD CURRENCY

Signature® Auction 4005  
ANA World's Fair of Money  
Philadelphia – [HA.com/4005a](http://HA.com/4005a)

### WORLD COINS

Signature® Auction 3066  
ANA World's Fair of Money  
Philadelphia – [HA.com/3066a](http://HA.com/3066a)

### NATURE & SCIENCE

Signature® Auction 5387  
Dallas – [HA.com/5387a](http://HA.com/5387a)

### AMERICANA & POLITICAL

Grand Format Auction 6183  
Dallas – [HA.com/6183a](http://HA.com/6183a)

### SPORTS COLLECTIBLES

Summer Platinum Night  
Catalog Auction 50005  
Online – [HA.com/50005a](http://HA.com/50005a)

### REAL ESTATE

Applegate Valley Auction 1270  
Dallas – [HA.com/1270a](http://HA.com/1270a)

## SEPTEMBER

### U.S. COINS

Signature® Auction 1279  
*Long Beach Expo*  
Long Beach, Calif. –  
[HA.com/1279a](http://HA.com/1279a)

### WORLD COINS

Signature® Auction 3067  
*Long Beach Expo*  
Long Beach, Calif. –  
[HA.com/3067a](http://HA.com/3067a)

### CURRENCY

Signature® Auction 3567  
*Long Beach Expo*  
Long Beach, Calif. –  
[HA.com/3567a](http://HA.com/3567a)

### WORLD CURRENCY

Signature® Auction 4006  
*Long Beach Expo*  
Long Beach, Calif. –  
[HA.com/4006a](http://HA.com/4006a)

### ASIAN ART

Signature® Auction 5374  
New York – [HA.com/5374a](http://HA.com/5374a)

### BOOKS

Signature® Auction 6193  
Dallas – [HA.com/6193a](http://HA.com/6193a)

### 1909-11 T206 PSA SET

REGISTRY SPORTS  
COLLECTIBLES  
Catalog Auction 50008  
Online – [HA.com/50008a](http://HA.com/50008a)

### WINE

Signature® Auction 5367  
Beverly Hills – [HA.com/5367a](http://HA.com/5367a)

### FINE & DECORATIVE ARTS

Estates Signature® Auction 5375  
Dallas – [HA.com/5375a](http://HA.com/5375a)

### ANIMATION ART

Signature® Auction 7202  
Chicago – [HA.com/7202a](http://HA.com/7202a)

### LUXURY ACCESSORIES

Signature® Auction 5350  
Beverly Hills – [HA.com/5350a](http://HA.com/5350a)

### 20TH CENTURY

#### AMERICAN ART PRINTS

Fine Art Auction 191838  
Online – [HA.com/191838a](http://HA.com/191838a)

### PRINTS & MULTIPLES

Fine Art Auction 191839  
Online – [HA.com/191839a](http://HA.com/191839a)

### PHOTOGRAPHS

Fine Art Auction 191840  
Online – [HA.com/191840a](http://HA.com/191840a)

## OCTOBER

### FINE JEWELRY

Signature® Auction 5349  
Beverly Hills – [HA.com/5349a](http://HA.com/5349a)

### U.S. COINS

Signature® Auction 1280  
Chicago – [HA.com/1280a](http://HA.com/1280a)

### PHOTOGRAPHS

Signature® Auction 5376  
Dallas – [HA.com/5376a](http://HA.com/5376a)

### ILLUSTRATION ART

Signature® Auction 5343  
Dallas – [HA.com/5343a](http://HA.com/5343a)

### SILVER & VERTU

Signature® Auction 5377  
Dallas – [HA.com/5377a](http://HA.com/5377a)

### FALL SPORTS

MEMORABILIA  
Catalog Auction 50006  
Online – [HA.com/50006a](http://HA.com/50006a)

### AMERICANA & POLITICAL

Grand Format Auction 6191  
Dallas – [HA.com/6191a](http://HA.com/6191a)



Rolex Ref. 6241 Cosmograph  
Daytona 14k Gold with  
"John Player Special  
Paul Newman" Dial  
Estimate: \$400,000+  
*Timepieces Signature®  
Auction 5369*

### PRINTS & MULTIPLES

#### MODERN &

#### CONTEMPORARY

Signature® Auction 5379  
Dallas – [HA.com/5379a](http://HA.com/5379a)

### TIMEPIECES

Signature® Auction 5369  
New York – [HA.com/5369a](http://HA.com/5369a)

### DESIGN

Signature® Auction 5378  
Dallas – [HA.com/5378a](http://HA.com/5378a)

### MANUSCRIPTS

Grand Format Auction 6204  
Dallas – [HA.com/6204a](http://HA.com/6204a)

### TEXAS ART

Signature® Auction 5380  
Dallas – [HA.com/5380a](http://HA.com/5380a)

### MUSICAL INSTRUMENTS

Signature® Auction 7199  
Dallas – [HA.com/7199a](http://HA.com/7199a)

## NOVEMBER

### SPACE EXPLORATION

Signature® Auction 6205  
*Featuring Artifacts from  
the Armstrong Family  
Collection*  
Dallas – [HA.com/6205a](http://HA.com/6205a)

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

# George's Coin



## Legendary collector Eric P. Newman's favorite coin was \$10 gold eagle pattern that he believed was pocket piece of America's first president

One coin always stood head and shoulders above all the others for legendary collector Eric P. Newman: the unique 1792 Washington President \$10 gold eagle pattern.

When Newman passed away last year, *The New York Times* noted the author of numismatic books and scholarly articles was "a consummate intellectual with an encyclopedic memory, a passion for history, the instincts of a relentless detective and the sharp eye of a trader in antiquarian treasures."

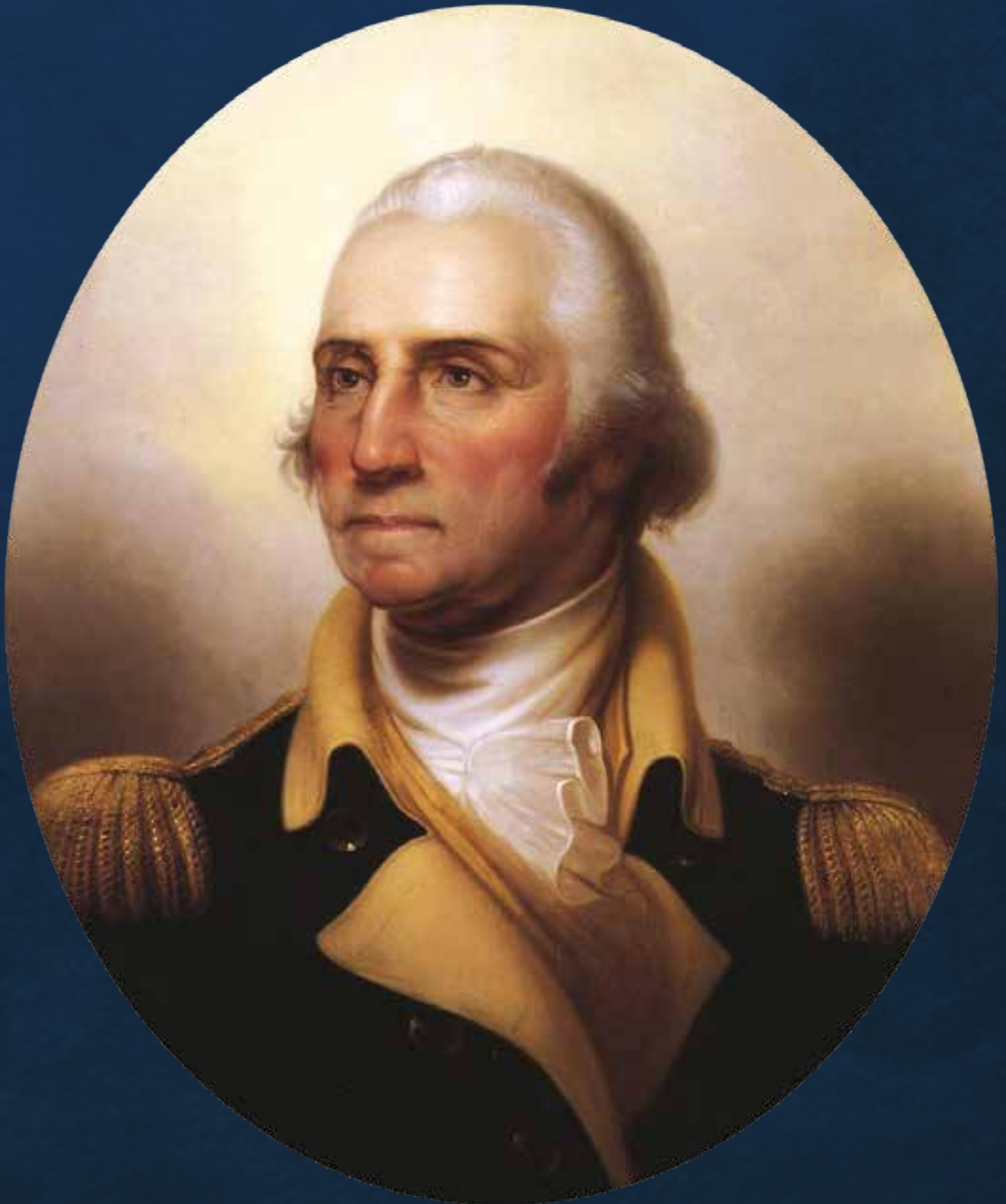
The same story noted that Newman's favorite item was a one-of-a-kind gold coin bearing the bust of Washington. "It became a pocket piece of America's first president," *The Times* reported, "with obvious signs of wear from its owner's breeches in his horseback-riding days."

As Newman himself wrote in a 1975 article for *Coin World*, the coin is "unique as the earliest gold pattern prepared for the United States coinage; and it is unique because only one example of the coin was made. What other American coin can command

historical and numismatic respect of that magnitude?"

The 1792 Washington President gold eagle is being offered by Heritage Auctions without reserve Aug. 16, 2018, at the American Numismatic Association's World's Fair of Money in Philadelphia. One-hundred percent of the net proceeds will benefit charitable causes.

It's a curious sidenote that although images of our first president are omnipresent on money today, Washington refused such homage when proposed, and no depictions of him appeared on U.S.-issued coinage or currency during his lifetime. "George Washington was my father's personal hero," says son Andy Newman. "He considered Washington's refusal to allow our country's first coinage to bear his own likeness a perfect example of his humility and willingness to put his country first. This unique gold coin, which we believe to have been President George Washington's personal memento, is the ultimate artifact of that decision."



George Washington as portrayed by American artist Rembrandt Peale, circa 1856.



Eric P. Newman was known as a consummate intellectual with an encyclopedic memory and a passion for history.





“It is very probable that

*Washington*

had this piece given him, and the slight wear it shows, would indicate its use as a pocket piece.”

### FOREMOST NUMISMATIST

Newman (1911-2017) was the nation’s foremost numismatic researcher and author. His books and articles explored numerous and wide-ranging topics, but Colonial coinage and currency were his principal numismatic interests. He acquired the Washington piece from the famed “Colonel” E.H.R. Green Collection in 1942. This piece, graded Extremely Fine 45★ by Numismatic Guaranty Corporation, displays glowing original greenish-gold surfaces that show the gentle wear consistent with a pocket piece that has seen no actual circulation.

In the 75 years Newman held this and other numismatic treasures, he opined the 1792 Washington President gold eagle was struck expressly for, given to, and carried by President Washington. The provenance is singular in its importance (see “Long Line of Legendary Owners”), shedding light on why Newman held this prized possession in such high regard.

“This gold coin,” Newman wrote in the *Coin World* article, “was first publicized in 1855 and has never been challenged



Only eight collectors have owned “George’s Coin” since it was first publicized nearly 165 years ago.



with respect to being ‘one of a kind’ or being the first gold pattern for a proposed U.S. coin ... To prove its ownership by George Washington requires a review of circumstantial evidence, and it is up to the reader to evaluate how convincing that proof may be.”

To comprehend why Washington would have received this gold piece, an understanding of contemporary coinage proposal presentation practices is necessary, and after his explanation of these customs, Newman wrote: “It would be logical to conclude that if Washington was to receive the customary specimen of a proposed coinage, he would have been given the gold one rather than one of a less important metal.”

Legendary numismatist and cataloger of the renowned Parmelee Collection David Prosky (1853-1928) wrote: “It is very probable that Washington had this piece given him, and the slight wear it shows, would indicate its use as a pocket piece.”

“One very fortunate individual is destined to be the next guardian of this quintessential prize.”

### ARTISAN REVEALED: JACOB PERKINS

The first owner of record of the 1792 Washington gold eagle pattern was Gustavus Adolphus Myers of Richmond, Va.

Myers submitted a letter about the gold piece to *Notes and Queries*, a scholarly British quarterly that began in 1849 and continues to this day. It was published, along with a reply, on Sept. 15, 1855. “I have a gold coin in my possession, a rough sketch of which I inclose [sic]; and which, although much worn, is still of the full value of the American eagle, namely, ten dollars,” Myers wrote. “A very intelligent officer of the institution [the Philadelphia Mint] informed me, that he conjectured it was stamped in Birmingham ... The coin in my possession was evidently intended for circulation.”

A reply was published, in part reading: “This American piece was struck at Birmingham by Hancock, an engraver of dies of considerable talent. [Several pieces are described]. These are all of copper, and were said to have been patterns for an intended coinage, but not approved.” This reply, based on a “rough sketch,” led to the belief that the coin was produced in England by Hancock, a misconception that has persisted until recently.

A letter dated March 10, 1793, that Thomas Digges penned to Thomas Jefferson refined the improper attribution and stated that Jonathan Gregory Hancock was the die sinker and that Obadiah Westwood’s mint was the manufacturer. However, the Digges letter discussed the 1791 Small Eagle and Large Eagle coppers rather than the 1792 Washington President pieces. In

the past, numismatic scholars compared the uniformed busts of Washington on the aforementioned 1791- and 1792-dated coins, and concluded they were identical and therefore produced by the same firm.

However, close and careful observation of the busts reveals a great number of dissimilarities; thus, a different producer was responsible for the 1792 George Washington President coins.

In the August 2010 issue of *The Numismatist*, John J. Kraljevich Jr. discussed a letter dated Feb. 29, 1792, from Nicholas Pike to President Washington, reading in part: “I have the honor to request your Acceptance of a Medal struck in my presence by an ingenious & reputable Gentleman, who also made the Die, which branch he can execute with great facility & dispatch, & which he will warrant to stand until defaced by usage.”

Kraljevich suggests that the “ingenious & reputable Gentleman” was Jacob Perkins of Newburyport, Mass., who, via fellow Newburyport resident Nicholas Pike, sent Washington one of his productions of this era, potentially a piece from these dies. It would have been logical for Pike to be the intermediary in presenting the coin as he and Washington had previously corresponded: In 1788, upon receipt of Pike’s newly published *System of Arithmetic*, Washington responded with high praise, stressing his appreciation of it as an American product.

Further supporting his argument is the existence of the obverse die for the Washington Born Virginia piece that was in the possession of descendants of Perkins. The uniformed bust of Washington is identical to that of the 1792 Washington President coins; the Hancock bust of Washington shows considerable differences.

The narrative discussing the letter from Pike provides a convincing argument that the 1792 George Washington President gold eagle pattern was struck in America, specifically by Jacob Perkins in Newburyport, Mass.

This is just the third time in the coin’s history that it is being offered at public auction. With years of research confirming its provenance and origins, the coin is now presented to collectors worldwide.

“The Washington President \$10 gold eagle is unique and monumentally important, being the earliest gold pattern submitted for consideration as a United States coin,” says Heritage Auctions’ Co-Founder Jim Halperin. “It may have been George Washington’s own pocket piece. One very fortunate individual is destined to be the next guardian of this quintessential prize.”

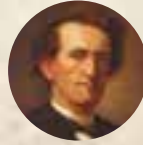




# Long Line of Legendary Owners

Since 1855, only eight collectors have owned the 1792 George Washington gold eagle. Dates following each collector's name indicate the time of ownership, when known.

- **Gustavus Adolphus Myers, Richmond, Va., 1855-1860:** First owner of record of the 1792 Washington gold eagle. While prior provenance is unknown, there is a possibility that the coin passed from grandfather to father to son. Gustavus Myers was the son of Samuel Myers, who was born in New York City on April 16, 1755, and the grandson of influential New York silversmith Myer Myers, who was active in freemasonry, and who was almost certainly acquainted with President Washington.



Virginia Historical Society

- **Col. Mendes I. Cohen, Baltimore, 1860-1875:** Cohen acquired the coin apparently as a gift from Gustavus A. Myers. The Myers family of merchants and the Cohen family of bankers likely had a close business relationship. There may also have been a family relationship, as Gustavus Meyers was the grandson of Elkaleh Cohen, who married Myer Myers.

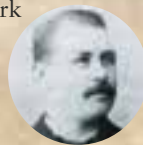


- **Lorin G. Parmelee, Boston, 1882-unknown:** Parmelee was a Vermont-born businessman who started the first baked bean business in Boston. He acquired the Washington gold eagle, probably from Ebenezer Locke Mason, who had offered it for sale in June 1882 for \$500.



- **Dewitt Sheldon Smith (unknown-1908):** Smith, president of the Smith Paper Company, formed a first-class collection of Colonial coins and territorial issues, holding on to his coins until his death in Lee, Mass., in 1908.

- **Virgil M. Brand (1908-1926):** Brand made his mark as the first president of the United States Brewing Company. He then founded the Brand Brewing Company in 1899 and became a millionaire at an early age. He acquired Smith's collection intact from his estate in 1908 and listed the 1792 Washington gold eagle as journal number 46483, noting it as "GW pocket-piece."



- **Armin William Brand (1926-1933):** Virgil never married and did not leave a will, so his estate was divided between brothers Horace and Armin. Armin was awarded the Washington gold eagle as



part of his share of the estate and in 1933 sold it to New York coin dealer Wayte Raymond, who promptly resold the coin to his most important client, "Colonel" E.H.R. Green. Green paid over \$2,500 for it, an unheard of sum in his day.

- **"Colonel" Edward Howland Robinson Green (1933-1936):** The son of wealthy businesswoman Hetty "Henrietta" Green, he inherited her vast fortune and began collecting stamps, coins, art and other objects. At Green's private radio station, Eric P. Newman was part of a group of Massachusetts Institute of Technology students who monitored and sometimes assisted with transmittals from Admiral Byrd's first Antarctic expedition (a connection that would indirectly facilitate Eric's purchases from Green's estate).



- **Green Estate (1936-1942):** "Colonel" Green's estate was administered by the Chase National Bank in New York. His numismatic holdings remained intact until Eric P. Newman negotiated the purchase of some Missouri paper money in 1939. Afterward, the bank over a period of years sold much of the collection to the partnership of Eric P. Newman and Burdette G. Johnson.

- **Eric P. Newman and Burdette G. Johnson, 1942:** After his initial success in acquiring items from the Green Estate, Newman formed a partnership with his mentor, St. Louis dealer Burdette G. Johnson, to purchase the bulk of the non-U.S. gold portion of the Green Collection. Eric provided the contacts with the estate and Johnson supplied the funding. The partnership acquired the 1792 Washington gold eagle in 1942, and Eric selected the coin shortly afterward as part of his share of the profits.

- **Eric P. Newman (acquired July 1942):** Newman became interested in coins at the age of 9 when his grandfather gave him an 1859 Indian cent. Numismatics became a lifelong passion and he formed one of the greatest coin collections of all time. He passed away in 2017 at the age of 106. His collection is being dispersed through an ongoing series of sales by Heritage Auctions. For more on Eric P. Newman and his collection, see *Truth Seeker: The Life of Eric P. Newman*, by Leonard Augsburger, Roger W. Burdette and Joel Orosz.



*Items being sold are from the extensive collection of Eric P. Newman Numismatic Education Society (a Missouri not-for-profit corporation) and have been assembled over a period of 90 years. Proceeds of the sale of all items will be used exclusively for supplementing the Society's scholarly numismatic research efforts and for the benefit of other not-for-profit institutions selected by Eric P. Newman Numismatic Education Society for public purposes.*

## EVENT

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# ART ON THE EDGE

MOVIE PRODUCER SEAN SORENSEN AMONG THE  
GROUNDBREAKERS IN EMERGING 'URBAN ART' MARKET

By Stacy Suaya | Portrait by Axel Koester





Sean Sorensen, in the downtown Los Angeles Arts District, gravitates toward art, he says, that stops him in his tracks.



If you happen to be an Airbnb guest at Sean Sorensen's home in the Inglewood neighborhood of Los Angeles, you may find yourself waking up to a large, original drawing that depicts a woman about to bite into what could be a big, juicy apple.

But look closer.

It's actually the head of a baby.

The disturbing piece is *Love Bite* by L.A.-based artist Laurie Lipton, whose work has been described as a mesmerizing blend of scale and detail, horror and humor, fantasy and reality.

In the art-filled home of Sorensen, a screenwriter, producer and founder of Royal Viking Entertainment, you will also find paintings by John Wayne Gacy – yes, the serial killer – and a human-size sculpture of street artist Shepard Fairey by Ryan McCann of Fairey being crucified. “I think the common denominator,” Sorensen says of his collection, “is you don't have to love it and you don't have to hate it, but you can't ignore it.”

Sorensen is among a growing number of collectors who've expanded from being “street” or “urban” art collectors to the world of contemporary art. Urban Art is a category gaining popularity in the auction world and among collectors, but which is still being defined by people like Sorensen.

Generally, Graffiti Art refers to graffiti artists, sometimes called “writers,” who use city environments to get their message out (as opposed to a traditional art gallery), and pieces that reference ideas or subject matter that represent the culture-at-large at the moment. “The category traces back to New York City in the 1970s, with artists like Keith Haring,” says Leon Benrimon at Heritage Auctions. “Three popular examples today would be Banksy, Shepard Fairey and Brian Donnelly, known professionally as KAWS.” Works by these artists often sell in the high six figures.

The category can also include collectible multiples popular in big-city youth culture, such as toys, footwear, skateboard decks and even surfboards by brands such as Supreme, Be@rbrick, BAPE and Kidrobot. A pair of Nike Air Mag (Back to the Future) sneakers, in their original box with a numbered plate signed by designer Tinker Hatfield, sold for \$44,000 at a June 2017 auction, and a pair of Pharrell's Adidas “Human Race” sneakers, designed especially for friends and family, sold for nearly \$7,200. Most recently, a set of three, signed 7-inch KAWS figures from a 1999 edition of 500 produced by Bounty Hunter, Japan, sold for \$36,648.

“The collector base for Urban Art is generally millennials, who are excited because it's one of the few collecting categories that has been able to captivate them,” Benrimon says. Collectors like Sorensen represent a “changing of the guard,” Benrimon adds. “We're seeing a wave of millennials that have enough financial success to drive the market.”

Heritage Auctions launched its Urban Art category in 2017 and now holds two Signature® Urban Art auctions a year (the most recent in June 2018), and nearly a dozen online-only auctions. The next Signature® auction is scheduled for December 2018.

## HANGAR OF ART

Sorensen's interest in untraditional or politically charged art stems from his own years as an artist.

In Chicago in the early 2000s, he once staged a public street parade of volunteers in burqas – not just any burqas though, but ones printed with logos like Starbucks and Shell Oil. “I embrace polemic ideas,” he says. Back then, he was a writer for the satirical fashion and culture magazine *Flaunt*, and sold his first movie idea and signed on to write and executive produce it with Warner Bros. He had plans to be a Renaissance man – until he realized he didn't have the bandwidth for it all. The things he couldn't live without were movies and television, so he decided to focus full-time on making the two (“The kind you can't ignore,” he says, naturally).

He replaced making art with collecting it.

Among his first art purchases were an early Jeff Gillette piece, depicting a Cherokee town with a McDonald's in it, and another Gillette, of the Disneyland sign amidst a horizon of total devastation; some letters have fallen off, leaving “Died.” Around that time, Sorensen ran the film division at Motion Theory Films, housed in an airplane hangar in Marina Del Rey, Calif. He was there for seven years, filling the hangar with art. “I collected to the size of the building, basically,” he says.

Just as Sorensen connected with *Love Bite* – after a difficult childhood, he says he knows what it feels like – another favorite,

"You don't have  
to **LOVE** it ...  
but you can't  
ignore it."



Laurie Lipton's *Love Bite* (left) and the Date Farmers' *Star Gazer* are among Sorensen's favorite pieces. He is drawn to art that "you can't ignore."



sentimental piece of his is *Star Gazer*, an 8-by-5-foot acrylic and mixed media piece by a collaboration of artists known as the Date Farmers. As a boy, he and his grandfather would look at the planets through a telescope, and when he sees this piece, he feels it's a way to connect with his grandfather.

Another beloved work is a birthday card made just for him by

British visual artist David Shrigley. A former girlfriend – knowing of Sorensen's respect for Shrigley – reached out to the artist and asked if he would do it. When Shrigley agreed, Sorensen was so impressed that he got back together with her.



**MR. BRAINWASH**  
(b.1966 THIERRY GUETTA) French-born street artist known for his large-scale installations and prints of celebrities like Madonna, Kate Moss and Marilyn Monroe. Appeared in a 2016 episode of *Keeping Up With The Kardashians*.

Mr. Brainwash's *Love is the Answer (Einstein)*, a 2012 screen print with spray paint and mixed media on paper, sold for \$16,250 in June.





**KAWS (b.1974 BRIAN DONNELLY)** is a New Jersey native who began as a graffiti artist, moving to “subvertising.” His work has been shown in galleries and museums around the world.

KAWS created a limited-edition set of 10 screenprints in 2013 titled *Ups and Downs*. The prints – each signed, dated and numbered – measure 35 by 23 inches. A set sold for \$31,250 at a May 2016 Heritage auction.



The oil on canvas *Hollow Bones*, 2014, by Hebru Brantley realized \$13,750 at Heritage's Urban Art auction.



HEBRU BRANTLEY (b.1981) is an American graffiti-artist-turned-painter influenced by Chicago's South Side Afri-Cobra movement of the 1960s and '70s. His rapidly growing collector base includes rap impresario Jay-Z and entrepreneur Matthew Pritzker.





NIKE is an American corporation that designs, manufactures and markets footwear, apparel, equipment and accessories. Founded in 1964, it officially became Nike in 1971. *Forbes* recently reported Nike is among the top players in the emerging luxury sneaker business.

Nike answered the wishes of sneaker-heads in 2016 by making the auto-lacing Air Mag sneakers from "Back to the Future Part II" a reality. A size 11 pair, in their original box with a numbered plate signed by designer Tinker Hatfield, sold for \$44,000 at a June 2017 auction.



Faile's polypptych *Silence* sold for \$25,000 at Heritage's June Urban Art auction.

“Rule number one is buy what you love,” Sorensen says. He loves the reactions he gets from the pieces he buys, particularly from *Love Bite*, which measures 72 by 59 inches. It used to hang in his Motion Theory office, Sorensen says, and 10 percent of the people who saw it thought it was the most amazing thing they had ever seen. For another 10 percent, it was the most horrific.

Sorensen admits he’s not interested in the other 80 percent. He’ll just continue gravitating toward non-traditional art that stops him in his tracks. Meanwhile, he says his Airbnb guests go out of their way to say how much they love his art. “Now, if I could only get Laurie Lipton to make a cookbook.”



**STACY SUAYA** is a Los Angeles writer who has written for *T: The New York Times Style Magazine* and the *Los Angeles Times*.

**FAILE** is a Brooklyn-based artistic collaboration between Patrick McNeil (b.1975) and Patrick Miller (b.1976), established in 1992. Faile made its mark on the street stenciling and wheatpasting scenes, with their work subsequently shown in galleries, museums, pop-ups and boutiques.



## EVENT

**URBAN ART & COLLECTIBLES  
FINE ART SIGNATURE® AUCTION 5388**  
Dec. 4, 2018  
Live: Dallas  
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**HISTORICAL**

## 1968

Fifty years ago, America experienced a cultural evolution, while many look back and see "sex, drugs and rock 'n' roll." This year also marked the assassinations of Martin Luther King Jr. and Bobby Kennedy, Boeing's introduction of the first 747 jumbo jet, US athletes calling to stand against discrimination at the Summer Olympics, major developments in the Vietnam War, the first manned spacecraft (Apollo 8) to orbit the moon, a rising women's movement, and the beginning of the end for the Soviet Union.

**Final Version**

Norman Rockwell's final version of The Spirit of '68, which depicts a young boy in a red, white and blue striped shirt, is the most iconic of the series. It was the last of a series of four paintings that Rockwell painted in 1968, each depicting a different aspect of American life. The paintings were exhibited at the Metropolitan Museum of Art in New York City from October 1968 to January 1969.

**Norman Rockwell**

Following the assassination of Martin Luther King Jr. and Robert F. Kennedy, Rockwell painted the controversial "Spirit of '68" series. Rockwell's 1968 work of protest and denouncing the Vietnam War. Norman Rockwell (1898-1980) was a leading American realist painter. He is best known for his depictions of everyday American life. His paintings were exhibited at the Metropolitan Museum of Art in New York City from October 1968 to January 1969.

## CREATING COLLECTIBLES

William Henry's Matt Casella finds inspiration in today's most fascinating treasures.

Of all the things he does at William Henry, it's his most recent that makes him a true collector. He's not just collecting, he's creating. He's taking the most interesting, most fascinating items and turning them into collectibles. He's taking the most interesting, most fascinating items and turning them into collectibles. He's taking the most interesting, most fascinating items and turning them into collectibles.

With New Space in Financial District, Heritage Auctions Specialists Provide Top-Notch Know-How to San Francisco's Collecting Scene

## Experts by the Bay

# KAWS Célèbre

RONNIE PIROVINO IS DELIGHTED WITH ARTIST'S POPULARITY, BUT HE WARNS: COLLECT WITH CAUTION

By Katya Khazei | Portrait by Melinda Jae

The Urban Art scene is reaching new levels. Just ask Ronnie Pirovino, who's been collecting KAWS figures and artwork since 2003, amassing one of the world's largest collections.

One sign of the category's popularity? Knock-offs.

"The bootleg situation is very explosive and the market at all levels is struggling to navigate through," says Pirovino, an appraiser and art show organizer who lives in Salt Lake City. One way to buy safely is to buy from an auction house, which authenticates and confirms provenance before items are offered to collectors.

"This is one of the reasons I am selling the toys," Pirovino says of upcoming auctions featuring pieces from his collection. "I'd like to give collectors the best opportunity to obtain older work without worry."

We talked to Pirovino to discuss his favorite works, most memorable moments and the artist known as KAWS (Brian Donnelly), who began his career as a graffiti artist and today is a rock star of the art world.

## What sparked your interest in KAWS?

After seeing a pivotal Warhol retrospective at MOCA [Museum of Contemporary Art] in Los Angeles, I began thinking about collecting art. I was deeply impressed by the number of works displayed belonging to private collections. With KAWS, it was a life-changing Saturday that I walked into Eric Nakamura's store/gallery, GR2 in Los Angeles – finding [KAWS'] *Companion*. This comical yet menacing image, based on Mickey, just struck a visceral chord. Buying the *Companion* toy that day was the start of the whole journey. It was like an answer to a question I didn't even know was there.

## What is your favorite piece in your collection?

It has to be the original *Astro Boy* sculpture [pictured]. It's KAWS' first fine-art sculpture. [Japanese fashion designer] Nigo bought most of them when he had a show in Tokyo for KAWS at the BAPE Gallery in 2002. The seminal sculptures are all different hand-painted colors in a series of 13. My 6-year-old son, Ryker, loves it as his "fave," too!

## How has the KAWS market grown since you began collecting and where do you see it going?

The market has grown tremendously since I started collecting, while also becoming more complicated. Though bootlegs plague today's collector, it is still a great time to assemble a collection. I see the market maturing to the point of having a sustainable spectrum of collectors – the strata within the market is quite

wide, from low to high. Provenance will be increasingly valuable, perhaps ultimately definitive. Too many bootlegs are out there, along with ignorant or downright negligent sellers, to not collect with due caution.

## What advice would you give to young collectors?

To the young collectors, seriously expect to put time into the "game." Today, it's easy to be fooled or conned. Find someone with a sterling, long-established reputation – no fly-by-night sellers who make bold claims. Be methodical in researching your subject.

## Who are some artists to watch in 2018?

I love so many artists, as my collecting journey has opened me up to all sorts of new stuff. I'll tell you who I'm avidly collecting or seriously seeking: Jonas Wood, Jennifer Guidi, Daniel Arsham, Erik Parker, Avery Singer, Johnny Abrahams, Marcel Dzama, Jonni Cheatwood and Nina Chanel. There are more – many more!

KATYA KHAZEI is a marketing assistant at Heritage Auctions.



Pirovino's KAWS collection, which includes this *Astro Boy* figure, sculpted and hand-painted by the artist in 2003, has been called one of the world's largest.

## EVENT

### FINE ART ONLINE AUCTION 191846

*Definitive KAWS: The Toy Collection of Ronnie K. Pirovino*  
Nov. 8, 2018  
Online: HA.com/191846a

### INQUIRIES

Leon Benrimon  
214.409.1799  
LeonB@HA.com



“Be methodical in researching  
your **SUBJECT**.”



Ronnie Pirovino at his Salt Lake City home, with his original painting *Hitman* by contemporary artist Jonas Wood. "Wood's work is going out of control right now," Pirovino says.

Space Exploration

# Armstrong ARTIFACTS

Family of American Space Hero Sharing Items from his  
Personal Collection with Fans Around the World

Interview by Hector Cantú | Portrait by Peggy Joseph

Headquarters  
Washington, D.C.


Neil Armstrong on  
launch day in July 1969.

ASTRONAUT  
SPACE FOUNDATION





"I think [my Dad] would be pleased to be remembered as being part of a program that demonstrated amazing things can be achieved when people come together to dedicate themselves towards a common goal," says Rick Armstrong (left), with brother Mark at the Cincinnati Observatory.



**“The inspiration he and the other astronauts provided to people all over the world is valuable beyond measure.”**

On July 16, 1969, Apollo 11 blasted off from Florida. Four days later, the Lunar Module landed on the surface of the moon and Neil Armstrong became the first person to step onto another planetary body.

It ranks as perhaps the most monumental event in human history.

For 2½ hours, Armstrong and Edwin “Buzz” Aldrin walked on the surface, doing experiments and collecting moon dirt and rocks. They planted a U.S. flag and returned to orbit, joining command module pilot Michael Collins and returning safely to Earth on July 24.

“It was one of the most daring and inspiring human feats in the history of the world,” says Todd Imhof, executive vice president at Heritage Auctions.

In the decades since the landing, Armstrong’s legacy as a true American hero has only grown. “Neil was among the greatest of American heroes,” President Barack Obama said at the time of Armstrong’s death in 2012 at the age of 82. “When Neil stepped foot on the surface of the moon for the first time, he delivered a moment of human achievement that will never be forgotten.”

Now, the Armstrong family is partnering with Heritage Auctions to offer unique artifacts from the Armstrong Family Collection.

“Working with Neil Armstrong’s sons has been a great privilege,” Imhof says. “They have conducted themselves with the highest level of integrity and are always focused on preserving their father’s reputation and legacy.”

Space memorabilia is not a new category, Imhof adds. “But in the space community, items from Neil

Armstrong are always the most coveted. His lifetime legacy will be honored with items reflective of all of his achievements, not just his famous lunar landing. These are some of the most iconic historical items ever to be sold.”

We spoke to Armstrong’s sons Mark and Rick about the first of three scheduled auctions of items from the Armstrong Family Collection and about their father’s lasting legacy.

**Can you describe how busy it’s been with the 50th anniversary of the moon landing coming up next year?**

**Rick:** It definitely feels like it is getting busy. I have been hearing about various events for a year already and I hope to be able to attend as many as possible.

**Mark:** I’ve certainly seen an increase in activity and interest as we approach the 50th anniversary of the Apollo 11 moon landing. Not only is the feature film *First Man* due out this fall, but there are a number of documentaries under way worldwide that will captivate audiences and continue to build interest in space exploration. *First Man* has all the signs of an award-winning blockbuster, and I am also enthusiastic about a documentary that is being created by the same team that produced Gene Cernan’s *The Last Man on the Moon*, as well as *Mission Control: The Unsung Heroes of Apollo*.

**What are some of the important events taking place?**

**Mark:** Museums around the world are ramping up for a celebration of the anniversary, and STEM/STEAM programs are springing up like daisies. The Armstrong Air and Space Museum in Wapakoneta, Ohio, is adding a new wing with expanded display and classroom space. The Exploration Museum in Husavik, Iceland, is expanding and creating a replica of the Apollo 11 Lunar Module “Eagle”



Historians argue the Apollo 11 crew carried out humanity’s greatest technological achievement.



for education. The Museum of Flight in Seattle, where I have the honor to serve as trustee, has a wide variety of programs to enthrall visitors and inspire future generations of space-faring professionals. In addition, the much-heralded “Destination Moon” traveling exhibit will be installed at the Museum of Flight for the 50th Anniversary in July 2019, and that will be an exhibit that is not to be missed.

**What do you hope is the big takeaway from the 50th anniversary celebration?**

**Mark:** It is my hope that programs like these will continue to highlight the importance of space exploration around the world, not just because of what it means for those directly involved, but because it provides a rich canvas for all of us to dream big dreams and simultaneously believe that they can actually come true. This emotional empowerment is an adrenaline shot to the human condition, and may be the greatest legacy of Mercury, Gemini and Apollo.

**It's exciting to hear that space exploration fans will have a chance to own items that belonged to your dad. Can you tell us what types of items are being offered at the upcoming auctions?**

**Mark:** My mother and father saved everything, with the exception of my brother's comic book collection, which he is still sore about, and so there is a wide variety of items that will be offered. First and foremost are the items that were intended to be collectible – items such as postal covers, patches, stamps and medallions. There will be flown items, autographed items and items of historical significance. There will be items that make you think, items that make you laugh and items that make you scratch your head.

**The movie coming out this fall is based on the book First Man: The Life of Neil A. Armstrong by James R. Hansen. How would you describe the whole “Hollywood experience” of taking your dad's story to the big screen?**



A worldwide audience held its breath as Armstrong descended the lunar ladder to become the first human to set foot on the moon.

**Rick:** I've been very impressed with everyone I've met on the *First Man* production. Their attention to detail has been incredible. I'm sure it is going to be a bit surreal to see it all represented on the big screen. I'm optimistic about how the movie is going to turn out, and I have a feeling [director] Damien [Chazelle] has something special up his sleeve for us.

**Mark:** I have been involved with the movie on a number of different levels – as a script reviewer, a firsthand source and an actor.

**You're in the movie?**

**Mark:** I was grateful that Damien accepted my audition tape and cast me in the part of Paul Haney, the Mission Control Public Affairs Officer on duty during the critical portion of the Gemini VIII flight. Paul, known as the voice of Mission Control, was a very well-regarded journalist who worked for NASA and whose job it was to describe, in layman's terms, what was happening on

Armstrong's hometown newspaper heralded the event in its July 21, 1969, edition. Rather than the astronauts, page one featured a photo of Armstrong's parents.





Apollo 11 Flown Robbins Medal #11  
from the Armstrong Family Collection.

the mission so that Walter Cronkite and other folks reporting the news could easily pass the information along to the public. You might think of Paul as a play-by-play announcer for the space program. My son Andrew was also cast as a Flight Controller in Mission Control, so it was special for us to enjoy the “Hollywood experience” together.

One quick story: In addition to the news agencies, Paul Haney’s audio feed was also broadcast on the squawk boxes, the little black boxes that were placed in the homes of the astronauts on a mission so that the wives and families could follow along with the mission. At one point in the movie, [astronaut and NASA’s first Chief of the Astronaut Office] Deke Slayton asks Paul Haney to cut the feed to the squawk boxes because he is worried that the astronauts are in mortal danger and he doesn’t want the families to listen to a potential tragedy in real time. When you see what happens in the movie, you will no doubt appreciate the irony that I was the one that played the part of the guy who flipped the switch that turned off the squawk boxes.

#### ***So you met a lot of key people on the crew?***

**Mark:** I reviewed the script several times and supplied [screenwriter] Josh [Singer] and Damien with detailed feedback. I also had the pleasure of meeting with Ryan [Gosling] and Claire [Foy] to discuss life at home and what my parents were like in the 1960s. I found both actors to be extremely gracious and keenly interested in acquiring any information that would help them portray their characters more accurately and completely.

#### ***I imagine the family was an important source of details for the movie?***

**Mark:** I was pleased to contribute to the research phase of the movie by providing a number of family photos as well as an audio recording of an oral history that my parents had given in the late 1960s. Ryan and Claire were able to study this recording for accents and speech patterns, while Damien and Josh were able to use it as a firsthand source of my parents’ perspectives from that time period. In fact, some of the interview content was actually added to the script and contributes in an important way to my father’s character development.

#### ***First Man screenwriter Josh Singer has said, “Neil’s heroism isn’t because he landed on the moon, it’s because he had the wherewithal to live through it all.” Do you agree with that?***

**Mark:** My father never saw himself as a hero, at least not in any way that I ever witnessed. Instead, he viewed himself as a man performing his job to the very best of his ability. If that makes one a hero, then we have a planet full of heroes, and I find that to be an encouraging thought.

#### ***What, for you, is the ultimate goal of the movie?***

**Rick:** I hope that it is historically accurate where it needs to be. It is a movie, not a documentary, so I know that some creative license with events will be taken. They have really done their research, so if there is something factually inaccurate in the movie, I expect it will have been done for a specific reason, not because they didn’t know what the facts are. I hope the way Mom and Dad are represented does them justice ... and I hope my Dad’s sense of humor gets a chance to come out. I hope that there will be some who come out of the movie and want to learn more about the space program ... then and now.

**Mark:** It is my sincere hope that the movie reminds us of what we can accomplish when we all work together and have a clear, common vision. And I hope that leaders around the world are reminded of the core values that are required to achieve great things – because it is very much their responsibility to nourish a way of life that encourages us to push beyond our limits and attempt to accomplish things our forebears never thought possible.



Apollo 11 Flown Wright Flyer Propeller Fragment from the Armstrong Family Collection.

#### ***As far as the auction, where do you hope the items being sold end up? What is the ideal home for these artifacts?***

**Mark:** The approach we are taking by partnering with CAG [Collectibles Authentication Guaranty] and Heritage Auctions ensures that each and every item will be photographed and cataloged, so that, if needed, they can be referenced later for research or any other purpose. It was important to us that information not be lost through this process and, to some extent, that makes it less important where the items end up. And while it’s difficult to say where items can do the most good, we do believe that there are large number of worthy causes around the world, and through these auctions we will be in a good position to assist the causes that we believe are most deserving.





Apollo 11 Flown Crew-Signed "Quarantine" Cover from the Armstrong Family Collection.

single accomplishment, but rather for the full measure of all the contributions throughout his career. He shows us, by example, what it can look like when someone spends a lifetime of adhering to their core values and making one good thoughtful decision after another.

**Rick:** He was never about himself, so I would expect that he didn't give much thought about how he would be remembered, and if he did, I don't think that the astronaut part of this life would have been foremost anyway. With that being said, I think he would be pleased to be remembered as being part of a program that demonstrated amazing things can be achieved when people come together to dedicate themselves towards a common goal. I really believe that the inspiration he and the other astronauts provided to people all over the world is valuable beyond measure – and if the ongoing effects of that inspiration ultimately become the legacy of Apollo, he would be very happy with it.

HECTOR CANTÚ is editor of *The Intelligent Collector*.



***“There will be items that make you think, items that make you laugh and items that make you scratch your head.”***

***And those worthy causes are...?***

**Mark:** We have been assisting charitable causes for several years by supporting organizations like the Astronaut Scholarship Foundation, the Museum of Flight in Seattle, the Stafford Air and Space Museum in Oklahoma, the San Diego Air and Space Museum, the Technik Museum Speyer in Germany, the Exploration Museum in Husavik, Iceland, the Armstrong Air and Space Museum in Wapakoneta, Ohio, and the Cincinnati Observatory Center. There is so much more that can be done and we look forward to it.

***What's the ultimate legacy of your dad, the way you believe he should be or he wanted to be remembered?***

**Mark:** I've been asked this question many times and, surprisingly, my answers continue to evolve, so my 2018 answer is as follows. Dad was a hard-working man who always tried to do things in a way that he thought would set a good example for others. He was incredibly thoughtful about each and every decision in his life and he often said that he hoped to be remembered not for a



Apollo 11 Flown Largest-Size U.S. Flag from the Armstrong Family Collection.

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**SPACE EXPLORATION SIGNATURE® AUCTION 6205**  
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# Watch Out!

Smart-home technology makes it significantly easier to protect your valuables

By Debbie Carlson

Illustration by Clay Sisk

Whether you own jewelry, comics, sports memorabilia or vintage posters, home-security systems have evolved rapidly over the past few years as technological improvements make it easier, and sometimes cheaper, to safeguard your valuables.

For collectors, security has a two-fold importance: protecting your property and protecting your collection. In addition to traditional motion sensors and cameras, new home-security systems include other applications like sensors that notify owners if an object is moved, and environmental monitoring. At the very high end, security systems combine artificial intelligence and human monitoring to eliminate the need for on-property guards.

Smart-home technology is significantly changing the home-security industry, says Dan DiClerico, home expert at HomeAdvisor, and do-it-yourself home-security systems are competing with traditional wired security. Smart-home technology connects via Wi-Fi and lets homeowners remotely access systems with their smartphones or tablets. These systems are cheaper because homeowners buy and install the components themselves. No phone landline is needed and these systems can have 24/7 monitoring through the security company.

Homeowners can usually install their system in about a half-hour, with information available on the website and over the phone, says Adam Pineau, product manager for do-it-yourself home-security system SimpliSafe. The company's most popular package includes a base station, a wireless keypad, an entry sensor and a motion sensor, for \$259. More sensors can be added for additional costs. The base station connects remotely to the

sensors, sounds an alarm and alerts the company to a potential break-in, and the company calls police. Monthly monitoring costs \$14.99, and there is no contract.

One advantage over a wired security system is that homeowners can easily move sensors and cameras, and they can add more hardware quickly. "It gives them some flexibility to really try out the security system and make sure that it's giving them the coverage that they're looking for," Pineau says.

Do-it-yourself systems that come with a set of sensors and cameras are fine for apartments and smaller homes, says Ariel Darmoni, operations manager for home remodeling firm 123Remodeling. When house footprints get larger than a typical 2,000-square-foot home, or if the homeowner wants to also monitor the outside, Darmoni recommends working with professionals who know the right way to spread and position cameras to cover the entire property. "You can put in too many cameras and spend a lot of money if you don't know what you're doing," he says.

## HARD-WIRED SYSTEMS

While do-it-yourself systems have their place, DiClerico suggests collectors stick with a professionally installed hardwired security system connected to a police department. "Even though we're at an interesting



# Safely Protected

## LATEST MODELS OFFER MODERN STYLE, HIGH-TECH PROTECTION

Jewelry and watch collections require special care, and jewelry safes offer beauty, proper organization and secure storage.

Jewelry safes look much like jewelry boxes, with dedicated compartments for rings, necklaces and earrings, and watch winders.

Beware of inexpensive, lightweight safes sold online, say Lynel Brown, vice president at **Brown Safe** (BrownSafe.com) and Richard Krasilovsky, president of **Empire Safe** (Empiresafe.com), as many of those can be easily broken into, whether by being lifted up and carried out, or pried open with a crowbar.

Install your safe where you dress, adds Nancy Bryan, co-owner of **Casoro Jewelry Safes** (CasoroJewelrySafes.com). If a safe is not accessible, owners may either not wear their jewelry or, more importantly, may not return it to the safe after wearing it, risking theft.

When deciding on the size you need, gather your collection and then add a little extra space to have room for future purchases, Krasilovsky, Bryan and Brown say.

If you want to bolt the safe to the floor, do so from the interior of the safe and connect it to the home-security system, says Sheela Murthy, president of **Traum Safe** (TraumSafe.com).

Although the companies can make mechanical tumbler locks, most locks now are digital and have separate, dedicated battery systems. These can be keypad types or biometric locks. The lock needs to be easy for the collector to use. "If it's not easy to use, you may just end up putting your jewelry on the dresser at the end of the night and in the morning you forget to put it away," Bryan says. "That's the day you get burglarized."

Home safes can start at about \$1,935. Top-end and customized models retail for up to \$210,000.

*Debbie Carlson*



### Empire's Diamond TDR 3900 Series

Used by the jewelry and precious metals industries to prevent sophisticated burglary attacks. Model TDR39-3016-12 (shown) features a Porsche brown metallic paint finish plus a customized interior with jewelry and watch drawers. At least 36 different sizes can be customized for high-end residential applications.

[Empiresafe.com](http://Empiresafe.com)



# The world's finest jewelers rely on us to protect their valuable collections.

## You can too.<sup>SM</sup>



Since 1904 we have supplied safes and vault rooms to the jewelry industry, from Fifth Avenue to Rodeo Drive. This wealth of experience has enabled us to design a complete selection of burglary protection safes specifically for apartments and private homes. All shapes and sizes. All levels of protection.

Handcrafted interiors are offered in a variety of exotic wood and lacquer finishes. Drawers are fitted with luxuriously covered inserts configured to organize jewelry, watches and other valuables.

A high security digital lock provides instant access to your valued possessions.



NO MORE HIDING PLACES

NO MORE WORRIES WHEN  
WORKERS ARE IN YOUR HOME

NO MORE INCONVENIENT TRIPS  
TO THE SAFE DEPOSIT BOX



Jewelry  
Inserts

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Shelves



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### **Casoro's Emerald Jewelry Safe**

The Emerald is the most popular model from Casoro's Gemstone Collection. It features programmable watch winders, customized drawer interiors, and flush-mounted LED lighting.

[CasoroJewelrySafes.com](http://CasoroJewelrySafes.com)

### **Brown Safe's Chronos Series**

Created for world's finest watch and jewelry collections. Each safe is custom-crafted to meet the owner's needs and reflect their personal style. Features include full ballistic armor construction, automatic watch winders and biometric fingerprint reading entry.

[BrownSafe.com](http://BrownSafe.com)



### **Traum's Legacy Safe with Custom Double-Door**

This bespoke, double-door Legacy safe is perfect for storing significant collections of jewelry and watches, artwork, antiques and other large items.

[TraumSafe.com](http://TraumSafe.com)





**“You can put in too many cameras and spend a lot of money if you don’t know what you’re doing.”**

inflection point [in-home security], the do-it-yourself systems are not as robust and they’re not as secure as a hard-wired alarm system,” he says.

Hard-wired systems are less vulnerable to hacking and not susceptible to signal interference from other electronics in the home and still work when the internet goes down. That extra security comes with a higher cost. On average, hardware and installation costs for a traditional hard-wired security system can run from \$800 to \$1,600, plus monthly fees for monitoring, whereas DIY systems can cost \$600 or less, he says.

Tim McKinney, vice president of ADT Custom Home, which works with high-net-worth clients, says beyond the protection for the house’s perimeter, special security steps for collections include putting electronic or magnetic contact sensors on artwork that will alert collectors if the piece has been moved, to whole-room monitoring that includes lighting and climate control, video monitoring and restricting access to the room.

For whole-room monitoring, collectors should consider a home-monitoring platform, which allows the security company to remotely control the home’s various support systems, like HVAC or locks. This monitoring allows the security company to alert the collector to unwanted activity, like a break-in or fire. It will alert authorities and take action like shutting down the HVAC in case of a fire or locking/unlocking doors. Hardware costs vary for this system, but monthly monitoring costs from \$50 to \$75, McKinney says.



When hiring a home-security professional, DiClerico says homeowners should ask the company typical questions such as experience with the type of home and collection, and get referrals, but also inquire about how the monitoring system works and how they replace or upgrade obsolete equipment. Home automation monitoring is becoming more popular, but homeowners need to ask themselves if they are willing to hand off that type of remote access to a security company.

Protecting the perimeter of the house is the main step to protecting your collection. Ken Young, chief executive officer of Edgeworth Security, says most burglaries are crimes of opportunity where a thief finds an easy way to slip in and out of the house. Edgeworth Security, which caters to ultra-high-net

worth clients, uses artificial intelligence and a live-action command center to remotely monitor trespassing on the property and warns the person to leave and that the police have been called. He says that takes care of the vast majority of would-be theft.

To prevent “inside job” theft or targeted burglaries, Young says collectors can discretely use radio-frequency identity tags (RFID) on the items. If an

object is moved, the tag triggers an alarm.

Ron Fiamma, global head of private collections for insurer AIG Private Client Group, says AIG’s risk management staff works with collectors making recommendations for security vendors and systems. AIG Private Client Group specializes in fine art and has on-staff art experts who help implement techniques and security provisions specific to the collections.

The insurer will do a complete vulnerability assessment of the collection and make recommendations on everything from properly hanging objects to ensuring there are adequate smoke alarms and fire alarms, particularly where the collection may reside.

Having a central-station monitored home-security system and loss mitigation devices such as automatic water shut-off valves will usually mean lower homeowner insurance rates. The collector and insurer, Fiamma says, should discuss security techniques and provisions. “The safer the collection is, the more comfortable an insurance carrier feels with the way the collection is being housed.”

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







# Brilliant Treasures

The past 12 months have seen remarkable prices for rare timepieces, exquisite jewelry and unique handbags. Here are some highlights.

Patek Philippe, Ref. 2526P, Calatrava with First Series Enamel Dial, Retailed by Tiffany & Co, circa 1954

This Patek Philippe “is truly one-of-a-kind,” says Jim Wolf, Heritage Auctions’ director of watches and fine timepieces. “It’s the rarest vintage Patek Philippe to surface in decades, with its double signature Patek Philippe and Tiffany & Co. first-generation enameled dial, the impressive unpolished platinum case and original Tiffany & Co. platinum band.”

Sold for: \$642,500

May 2018



Hermès 30cm Matte Gris Cendre  
Himalayan Nilo Crocodile Birkin Bag  
with Palladium Hardware

Sold for: \$112,500

September 2017

“Each bag is a masterpiece in and of itself,” says Heritage Auctions handbag expert Diane D’Amato. Together, they are the trifecta in perfection. The bags are the ultimate in luxury collecting, exquisitely handcrafted from the rarest exotics.”



Hermès Limited Edition 30cm Matte  
So Black Nilo Crocodile Birkin Bag  
with PVD Hardware

Sold for: \$87,500

December 2017



Hermès 32cm Matte White Himalayan  
Nilo Crocodile Retourne Kelly Bag with  
Palladium Hardware

Sold for: \$125,000

December 2017





“What made this ring so desirable,” says Jill Burgum, senior director of fine jewelry at Heritage Auctions, “was its strikingly intense purplish-pink color. It is incredibly rare to discover a pink diamond with saturation of this level.”

Fancy Intense Purplish-Pink  
Diamond, Diamond, Platinum Ring

Sold for: \$372,500

September 2017



“At just over 22 carats, the scale of this diamond is quite unusual,” says Burgum, “and the color creates the impression of sunshine captured in a wearable crystalized form.”

Fancy Light Yellow Diamond,  
Diamond, Gold Ring

Sold for: \$324,500

December 2017

“Fresh to the market, this Newman Daytona is in the upper echelon of examples recently sold,” says Jim Wolf, Heritage Auctions’ director of watches and fine timepieces. “The tri-color reverse panda dial is exceptional and all elements are 100 percent original.”



Rolex, Ref. 6239, 'Paul Newman' Cosmograph Daytona, circa 1969  
Sold for: \$225,000  
May 2018



This Patek Philippe “is a true modern masterpiece of horology, with 13 complications and superior mechanical engineering,” says Jim Wolf of Heritage Auctions.

Patek Philippe, Ref. 5004P-021,  
Platinum Perpetual Calendar Split  
Seconds Chronograph with Moon  
Phases, circa 1998

Sold for: \$190,000

October 2017



Sapphire, Diamond,  
White Gold Necklace

Sold for: \$77,500

March 2018

This stunning piece features pear-shaped sapphires enhanced by marquise-cut diamonds. “The necklace,” Burgum says, “is fit for royalty and the red carpet.”

“Round, brilliant-cut diamonds typically command higher prices than their fancy-shaped counterparts,” Burgum says. “This diamond was even more special in that it was colorless and over 3 carats.”



Diamond, Gold Ring

Sold for: \$137,500

December 2017



## handbags

# Judith's Genius

Leiber's legacy of innovation, workmanship and creativity will be remembered for years to come

By Saini Kannan



Judith Leiber's handbags, like this Austrian crystal, yellow metal Millennium Minaudière, are considered objets d'art.

Judith Leiber elevated the mundane and practical handbag to an important accessory, beginning in 1953 when she designed the bag Mamie Eisenhower took to the inaugural ball. With the introduction of her sparkly metal and crystal minaudières (the Chatelaine, 1967), Leiber freed women from the hassles of having to go to their vaults every time they needed to wear a minaudière. Her pieces were not just precious, but wearable, practical and witty. No designer was doing that back in the 1960s.

When Judith passed away earlier this year at her home in New York, *The New York Times* praised her imaginative and eye-catching designs, among them colorfully beaded bags in animal, flower, fruit and egg shapes, and bags shaped like boxes and shells with variations on antique Asian motifs. Her whimsical creations, the paper said, were prized as collectors' pieces and frequently displayed as objets d'art.

Judith died just hours after the death of her husband of 72 years, the painter, lithographer and sculptor Gerson Leiber.

I first met Judith in 2012 after years of collecting her designs. Over the years, I have collected and curated many of the most important of the 3,500 handbags she designed in the 35 years after founding the Judith Leiber company. Her unique skin bags included the essence of the major art movements – Art Deco, Art Nouveau, Realism, Expressionism and Post Modernism. Her crystal minaudière designs included multicultural and global influences of China (the Foo Dog), Japan (the fluttering fan of a Geisha), India (Parsi Gara), Russia (Fabergé eggs) and numerous European designs that a woman could wear with confidence on the world stage. These women included first ladies (American and Russian), English royalty (Queen Elizabeth II), and Hollywood stars like Elizabeth Taylor and Greta Garbo. Judith distilled a spirit of exoticism with a bold new feminism. She also laid the foundation and set the standards for what a woman's handbag should be for generations to come. She set standards for the quality of workmanship (the highest) and the

materials used (only the best of the best). She introduced a culture of innovation and creativity (combining gemstones with skins and crystal novelties), utilized rarely used colors (fierce Siam, soft Champagne, intriguing Ceylon) and, perhaps most importantly, created shapes and patterns that are relevant today, more than 50 years after her first design, and in an industry where last season is considered passé.

We could always count on Judith to bring wit and humor to women's accessories. A woman can now wear her patriotism on her arm (with her oh-so-rare American Flag bag) at a cocktail party or on the red carpet.



Saini Kannan (center) befriended Gerson and Judith more than six years ago.

Judith, in fact, created thousands of unique designs, and along the way created a genre that never existed before. Her repertoire of patterns, designs, shapes and cultures is a vast resource that will be exploited for years to come, not just by her successors, but by other designers as well. In my opinion, we have only seen the tip of the iceberg when it comes to Judith's genius. Her influence will live on.

As I look back on our friendship, I can say we were drawn to each other from the first time we met. Together, we shared a unique vision and energy, and a philosophy of appreciating things and events.

As a woman, she epitomized our best traits. As a designer, she was among the most creative and innovative. She broke the glass ceiling and paved her way in a field that for decades was men only. Judith and her husband and partner in crime Gerson epitomized the Indian philosophical concept of universal love. They did not let any hurdle or challenge stop them on their journey together. Their love for each other, their love of art, their love of contributing to the world will always bring a smile to my face.

Always.

SAINI KANNAN is one of the world's most prominent collectors of Judith Leiber handbags. She was featured in "Following the Leibers" in our Spring/Summer 2018 edition.

## luxury real estate

# Living with Your Passions

Here are seven signs you're buying a great vacation home

By Nate Schar



A one-hour flight from San Francisco, this Applegate Valley, Ore., riverfront home has everything you need for a weekend, or longer, sabbatical. A four-acre vineyard, orchard with mature producing trees, nine bedrooms and 10 baths awaits your visit. It's being sold at a no-reserve auction on Aug. 21.

Owning your own piece of paradise is a great way to live life to the fullest. You're able to follow your passions or get away from the daily grind without worrying about where to stay. You can gather friends and family for celebrations big and small, or simply savor every moment of a sunset barbecue.

The real estate experts at Heritage Auctions have seen and heard it all when it comes to vacation properties. Here are seven tips to help you decide which vacation home is right for you.

### 1. IT'S GOT INCOME POTENTIAL

A great way to ensure your vacation-home investment isn't a big drain on resources is to offer it as a vacation rental. Sure, it produces income, but it also keeps your house in better shape. An occupied house tends to stay in good working order longer than a house that is unoccupied. That's because the internal systems get used, so mold and mildew won't build up in ducts, water gets circulated through pipes and water heaters, and you're more likely to hear about (and fix) issues as they arise. Unless you're in the business of renting vacation homes, you generally shouldn't count on a vacation home as a major source of profit, but it is possible to rent a vacation home in a prime location for a respectable sum.

### 2. LOCATION, LOCATION, LOCATION

A recent survey of vacation homeowners by the National Association of Realtors (NAR) revealed that the average vacation home is bought within 200 miles of the buyer's primary residence. Why? A short drive or flight makes a second home available

for last-minute weekend getaways, and makes coordinating maintenance easier. It's also easier to have friends and family join you for a last-minute cookout.

### 3. THERE'S ROOM FOR A CROWD

Forty-two percent of vacation homebuyers purchase the home as a family retreat, according to the NAR survey. If you have a big enough property, you can invite multiple generations for the weekend or host family reunions. People with larger second homes are likely to host weddings, graduation parties and other celebrations. Our sellers often tell us that's the biggest reason they own the home as long as they do – because they cherish the memories they've made at the property.

### 4. IT'S SATISFYING A NEED YOUR PRIMARY HOME CAN'T FILL

Sometimes the demands of career and family dictate that you live in a place that isn't exactly your idea of paradise. But a vacation home located in the right place can fill those needs nicely and give you the best of both worlds: a satisfying career at home and a place to get away from it all. NAR points out that 57 percent of vacation-home buyers choose lake or beachfront property, while 20 percent opt for a place in the country. When choosing a vacation home, think about your hobbies and what kind of place is heavenly to you. Consider whether you plan to use the home as a future retirement home, as 18 percent of vacation home buyers plan to do.



### 5. IT MAKES ECONOMIC SENSE

Vacation homes need to fit into your budget. In 2017, 28 percent of vacation-home buyers paid cash for their homes, and nearly half of those who used financing borrowed less than 70 percent of the purchase price. It's important to buy smart so you can take care of maintenance and taxes without undue burden. Buying a vacation home at auction ensures you're getting it for market value and not paying what someone else thinks it's worth. How do we know? Because we gather the market together to compete and bid. Our luxury real estate sales staff advertises and markets the property extensively so both buyers and sellers can rest assured that the home sells for true market value on auction day.

### 6. YOU VALUE PREDICTABILITY, CONVENIENCE

The real beauty of buying a vacation home is that you never need to worry about checking bags or making hotel or dinner reservations. Many homeowners keep everything they need at the vacation home so there's no need to bring more than a carry-on. You'll also know that the place you're staying is comfortable and relaxing because you'll have all the comforts of home. And you won't have to eat out unless you want to do so.

### 7. AMENITIES MATCH YOUR INTERESTS

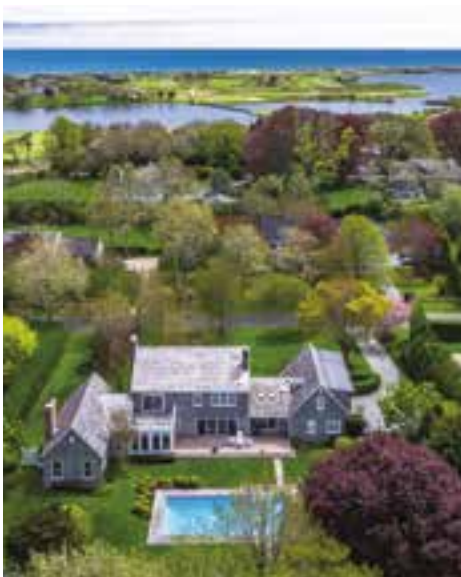
When you're buying a vacation home, choose one that has the most amenities you, your family and friends will use. The Briarcliff Manor in New York, offered in June, has an artist's studio, while an East Hampton home is walkable to golf, beach and village shops. The upcoming Maui property has a modest home, but acres of rainforest, rare plants, a waterfall and is truly a bucolic paradise. Consider how you want to spend your best day ever – and find a great place to make that happen.



NATE SCHAR is director of Heritage Auctions' Luxury Real Estate ([HA.com/LuxuryRealEstate](http://HA.com/LuxuryRealEstate)).



This classic Georgian manor in Westchester County, N.Y., has five large bedrooms in the main house and a separate two-bedroom guest apartment – plenty of space for large gatherings. It was sold by Heritage at a June auction.



This five-bedroom, 5,000 square foot East Hampton, N.Y., home, auctioned by Heritage with no reserve in July, rents for six figures in the summer.



This secluded lake house is 25 miles from downtown Dallas, making it an easy getaway with all the benefits of lakeside living. It sold at a June auction in less than 60 days via online auction by Heritage with no reserve.

## legacy

# Intangible Treasures

When working on your estate plan, don't forget some of your most valuable assets – wisdom, beliefs, values

By Laura A. Roser



Old family photographs, letters, videos, audio files and artwork are vital to family memories, principles and wisdom.

Have you ever had the who-gets-what conversation with your children? In my family, it comes up when my mother says something like, “You’ll have to fight over my Aunt Clara’s diamond pendant.” Or when my brother preemptively stakes his claim by declaring, “When Mom and Dad die, I get the grandfather clock!”

It’s a little morbid, but as time ticks by and the wrinkles come, we are all reminded of our mortality. Unfortunately, many people believe that the only things they have to pass on are their physical items. Because estate planning is so

wrapped up in transferring financial wealth, it becomes the focus. Once your financial team hands you your estate plan, you think you’ve got all your bases covered: You’ve got life insurance, a trust to avoid probate, an appointed executor and so on.

But what about your wisdom, beliefs, values, important family traditions and stories? What about passing on crucial knowledge about your business, money management or other skills? Don’t let your possessions become the only representations of your life. Take steps to capture your essence as a person. Your children and grandchildren will thank you.

In fact, I hear it all the time. People tell me things like, “Thank goodness my mother took the time to write a journal.” Or, “I’m so glad I had the presence of mind to record my father’s stories before he passed away.”

These bits and pieces of someone’s life become an anchor for those left behind. They represent a great heritage and offer guidance and wisdom to help beneficiaries navigate their own lives.

### Remember what's important

If you’re like 99 percent of the population, you have a terrible memory. I doubt you remember what you ate for breakfast three Wednesdays ago or what you were doing on July 9 when you were 6 years old. This is why it’s crucial to archive your most-important memories, principles and wisdom and package it up in a tangible form that your family can relate to. Otherwise, that heart-to-heart conversation with your granddaughter will soon be forgotten.

Some examples of legacy pieces include biographies, memoirs, specialty books, letters, videos, blog posts, audio files and artwork. The significance of these items is emphasized by how artfully you capture your essence and craft it into something that is meaningful and exciting for your family to discover.

There’s a reason great literature, masterful artwork and thought-provoking film are so valued. It’s that artistic component that helps an audience interpret events and connect with emotions. Your legacy treasures should be crafted with the same care. You’ll want to include these key legacy pieces as a part of your estate plan and determine how they will be passed on, archived and preserved over time.

Your heirs, no doubt, will thank you.

### Effectively Capturing a Legacy

Don’t fall into the trap of trying to create a detailed accounting of your entire life. For an effective legacy, cherry pick what’s most important and highlight it. The following are some guidelines for creating legacy pieces that will make an impact:

- **Identify your purpose:** If you’re creating a book, define who it’s for, why you’re doing it and what kind of reaction you’re hoping to get. For example, if your purpose is to share wisdom you learned from your parents, keep the book focused only on that theme.
- **Start with a model:** Find examples of books, videos or blog posts that represent the kind of pieces you’d like to create and model what you like.
- **Make a plan:** Outline the book, create a storyboard for the video, schedule the interviews, or write due dates in your calendar. Just make sure you have a plan to complete the project.
- **Start small:** If you’ve never done anything like this before, don’t start with a 300-page memoir. Try writing a page. Small projects are easier to manage and, usually, more enticing to your family. (Reading a short story about what you learned on your first job is much less daunting than reading a large manuscript.)



**LAURA A. ROSER** is author of *Your Meaning Legacy: How to Cultivate & Pass on Non-Financial Assets* and founder and CEO of Paragon Road (Paragonroad.com), a leading authority in meaning legacy planning (passing on non-financial assets, such as values, wisdom and beliefs).



## vintage comics

# Saving the Day

Superman, Wonder Woman, Batman weathered the storm, and helped usher in comics' Silver Age

By David Tosh



Excerpt from *Rise of the Superheroes: Greatest Silver Age Comic Books and Characters* (Krause Publications, \$24.99, hardcover) by David Tosh.

In true superhero fashion, the Man of Steel withstood the great Superhero Exodus at DC with little trouble.

Superman had been appearing in all sorts of places – newspaper comic strips, radio, movie serials, and lots of toy products for years, and had become as recognizable a cultural icon as Mickey Mouse. His comic-book exploits continued uninterrupted in monthly issues of *Action Comics* and the eight-times-a-year *Superman* solo book. The *Adventures of Superman* syndicated television series starring George Reeves, which began airing in 1952 and remained popular in 1956, would continue airing in

reruns for years to come.

Superman's clean-cut, good-versus-evil comic-book storylines felt little effect from the new Comics Code Authority rules and regulations that put more than a few titles out of business.

If anything, the Superman brand was stronger than ever, even branching out with two new titles. *Superman's Pal Jimmy Olsen*, with stories revolving around the *Daily Planet* cub reporter, which began in 1954, was the first. Superman appeared on every cover, and was featured to some extent in every story, with attractive artwork by Curt Swan on most of Jimmy's adventures. After a two-issue tryout in *Showcase*, the suggestively titled *Superman's Girlfriend Lois Lane* began in 1958, starring Clark Kent's fellow *Planet* reporter Lois. Miss Lane would often rival Clark for the big stories, while unashamedly chasing Superman with romance and marriage as her objectives. Both of these spin-off titles would run for the next 20 or so years.

Superman also teamed with fellow crime buster Batman for a series of stories running in *World's Finest Comics*. This title began in the early 1940s as a 96-page anthology comic with separate stories for each hero, but by issue #71, cover-dated July 1954, the two characters (plus Batman's sidekick Robin) were featured working together.

The mid-1950s saw a big rise in popularity for science-fiction films. Naturally, Superman, referred to in the TV series opening as a "strange visitor from another planet," fit right in. Other strange visitors, including a good number of weird monster-like

creatures from outer space, started to appear, especially in the *World's Finest* stories drawn by Dick Sprang. While these far-out themes worked with the Man of Steel, the Gotham Guardian's encounters with outer space elements were a bit of a stretch.

Batman had no super powers, but was no less a popular hero throughout the Golden Age 1940s in the pages of *Detective Comics* and *Batman*. As the craze for true-crime comics began to die down, so did the Caped Crusader's exploits with ordinary criminals. Fantastic characters like the Joker still appeared on a fairly regular basis, but more often, Batman found himself facing interplanetary menaces. I personally liked those fantastic stories, but for some fans, it must have been a turn-off. Batman was hanging on, but his popularity was definitely beginning to slip.

While Batman strayed a bit from his original premise, Wonder Woman stuck quite determinedly to hers. By 1956, she appeared only in her namesake title, having lost her spot in *Sensation Comics* after issue #106, when that anthology title switched gears and became more of a horror-suspense book. The stories appearing in *Wonder Woman* retained the unique look and feel of her Golden Age adventures, which seemed a bit old-fashioned even back then. Original artist Harry G. Peter continued handling art chores on *Wonder Woman* until 1958, when she finally got a much-needed makeover by way of new artistic team Ross Andru and Mike Esposito. The new team began with issue #98. Editor Bob Kanigher revamped the book with new characters, updating some of Wonder Woman's back story elements.

These "Big Three" DC characters would continue to survive and prosper as the new Silver Age era moved into the 1960s. Big things were in store for all of them. But they weren't the only holdovers from the Golden Age. Green Arrow and Aquaman continued appearing in short backup stories featured in *Adventure Comics* and *World's Finest Comics*.

Over at Marvel Comics, Stan Lee and Jack Kirby were about to join the fun with an upstart comic called *The Fantastic Four*.



DAVID TOSH has been an avid fan of comic strips, animated cartoons and comic books for most of his life. He is a cataloger at Heritage Auctions and author of *Rise of the Superheroes: Greatest Silver Age Comic Books and Characters*.

## kids &amp; collecting

## High-Rolling Fun

Teen sons have helped lifelong gamer expand from traditional to fantasy/science-fiction board games

By Pamela Y. Wiggins

What's more fun than a good board game?

Mark Jackson, 53, of Nashville, Tenn., knows all too well how much fun families can have not only playing board games together, but also collecting them. He's been at it since he was a kid, and now his sons Braeden and Collin have taken up board-game collecting.

Board-game collecting can lead both individuals and families down exciting paths. Whether you're hunting down rare and valuable examples by McLoughlin Bros. or focusing on more affordable games with television and movie themes, this is one area of collecting with something of interest for kids of all ages. Then there are times when you start in one direction and end up focusing on an entirely different area.

Among the games Mark still owns from his childhood are *King Oil*, in which players "drill for oil" on a three-dimensional board, and *Project: CIA*, where players search for a secret formula

hidden in envelopes placed on the board game.

"I always liked board games – a passion that was fanned by my grandmother, who would play pretty much anything I was given," Mark says. "I think that much of my love of games started with her. Her example enabled me not only to play wisely and well, but to also enjoy playing whether I won or lost. I like to think I've handed that legacy on to my sons."

As he watched board gaming grow as a hobby, Mark continued to collect and play games reflecting a variety of genres and design styles. Since his teenage sons form his main gaming group these days, his interest leans toward fantasy and science fiction, although he's still happy to play various types of games.

Like most youngsters of his generation, Mark collected mass-market games made by companies like Parker Brothers and Milton Bradley. In his early teen years, he discovered bookshelf games by Avalon Hill and spent the next decade playing war games along with role-playing games such as *Dungeons & Dragons* and *Traveller*.

"The 1980s saw the beginning of games coming into American markets from Europe," Mark says, "first Games Workshop with their fantasy and science-fiction offerings like *Talisman* and *DungeonQuest*, and then Ravensburger with their beautifully made family games like *Scotland Yard* and *Midnight Party*. Milton Bradley entered the hobby market as well with their Gamemaster series. My gaming shifted in those directions."

As a charter subscriber to *Games* magazine when he was in high school, he learned about a new wave of games out of Germany. This included the "now ever-present" *Settlers of Catan*. "I fell head over heels in love with these beautifully produced and excellently designed games. At roughly the same time, the internet made it easier to make trades to get copies of these difficult-to-find games here in the U.S."

Mark's collection has grown to include more than 800 titles, and more than 500 game-expansion sets. The oldest game in his cache is *Situation 4*, a real-time puzzle game that revolves around a battle for territory, published by Parker Brothers in 1968. In terms of oddities, he says a game called *Timber Tom* (a self-published hiking/racing game) is one of his favorites, with an amazing multi-layered board and lovely components. "It elicits 'oohs and ahhs' every time it hits the table," he says.

And, of course, every collector has a wish list. Sometimes that wistfully includes the one that got away. "Years ago, I sold my copy of the original *Space Hulk* game. I've reached a point in life where I'd love to have it back, but the price to get the base game plus the expansions is just too high. It would be a great game to play with my boys and with friends."



This 1889 "The World's Game of Base Ball" board game from McLoughlin Bros. sold for \$4,182 at a May 2013 Heritage auction.





Mark Jackson says board games have helped his boys Braeden and Collin learn math skills, and tactical and strategic thinking. Games are also "a good way to connect with friends and family."

## SOME FATHERLY ADVICE

When it comes to guiding his kids as they collect, he gives them the same advice he'd give anyone else: Collect what you like and will play. He sees speculating on board-game values as difficult to predict, and the recent trends of reprinting and re-imagining older games makes the model of "hold it a long time and it goes up in value" more of a risk.

Braeden, who is 16, likes games with a strong theme. "He has a substantial collection of X-Wing miniatures as well as a chunk of *Android: Netrunner* LCG cards," Mark shares. For the uninitiated, LCG stands for Living Card Games, which are playable right out of the box. These sets are purchased more complete than Collectible Card Games, which are more like trading cards that are primarily bought in random packs.

Collin, 13, collects *Rory's Story Cubes*, and he particularly enjoys the storytelling game released for the Cubes called *Untold*. He also has a large collection of *Lord of the Rings* LCG cards.

When it comes to shopping, these guys frequently peruse a variety of online retailers for newer games. For out-of-print games, they look to the Board Game Geek marketplace, and enjoy trading with others at conventions. They also learn collecting

lessons navigating the actual board games.

"We homeschool our boys and feel that an excellent part of their education has been playing games," Mark says. "They've learned mental math skills, tactical and strategic thinking, assessing the motives and plans of others, and just finding a good way to connect with friends and family."

In addition, they've learned to do independent research on games they're interested in, and now they are learning to teach others to play some of the more complicated games they own. They also learn from their mistakes.

One common pitfall of board-game collecting is buying or making a trade for an incomplete game. And sometimes, a game you thought would be great turns into something you really don't like at all. There are also some games that have a mystique about them that may impact the value adversely.

"If I could communicate anything," Marks notes, "it would be that the market value of a game may or may not be the correct value for you to purchase the game. Some games are overvalued

not because of their actual play value but because of their perceived rarity. In other cases, your desire to own a particular game can lead you to purchase a game at a premium price."

Exclusives funded through crowd funding, he says, have exacerbated the "perceived rarity" problem. Of course, well-designed board games with economic themes can also impart lessons about money that go a long way in educating kids about the difference between "want" and "need," and how to budget for things you want the most.

Seeing board games in a new light?

Just think, the next time you shout "You win!," it could have a whole new meaning for you and your family.



**PAMELA Y. WIGGINS** 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*.

## The Family That Plays Together...

Mark Jackson, a dad who collects with his two sons and writes for the Opinionated Gamers website, offers these tips for board-game collecting as a family:

- Help and encourage kids to use resources available to them online, such as BoardGameGeek and the Opinionated Gamers websites.
- Look for local open board-game events in your area. "Flea markets" at these events can have good deals on games. These events can also give you and your family opportunities to try new games.
- Game cafes are beginning to open in various cities. Here, you can get something to eat or drink and use their library of board and card games. This is another great way to try and see what kind of games you like.
- Storage solutions do not have to be elegant – but you do want to keep games in rooms with relatively low moisture since dampness and cardboard/paper are not friends.

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# by the numbers

## Elvis Presley

Fifty years ago, after a seven-year break, the cultural icon returned to the stage for the TV special 'Elvis.' A look at related collectibles from the Heritage Auctions archives



# 5

NUMBER of Sun records issued by Elvis. This example of the final single (1955), featuring "Mystery Train" and "I Forgot to Remember to Forget," sold for \$625 at an April 2018 auction.



# 13.75

INCHES, width measurement, of this 1955 WSM Grand Ole Opry concert poster showing Elvis among the featured acts. It sold for \$42,500 at an April 2018 auction.

# 6

FEET, height measurement, of this cardboard promotional display showing the singer in his first movie, *Love Me Tender*. It sold for \$20,000 at an August 2012 auction.



# 14

NUMBER OF DIAMONDS set in this custom wristwatch presented to him by Colonel Tom Parker. It realized \$16,250 at an August 2012 auction.



# 1961

MODEL YEAR of this Martin 0-16NY guitar used by Elvis. It sold for \$22,500 at a September 2015 auction.



# 32

SLEEVE LENGTH, in inches, of Elvis' Army fatigue shirt worn after he was drafted in 1958. It sold for \$27,500 at a March 2013 auction.





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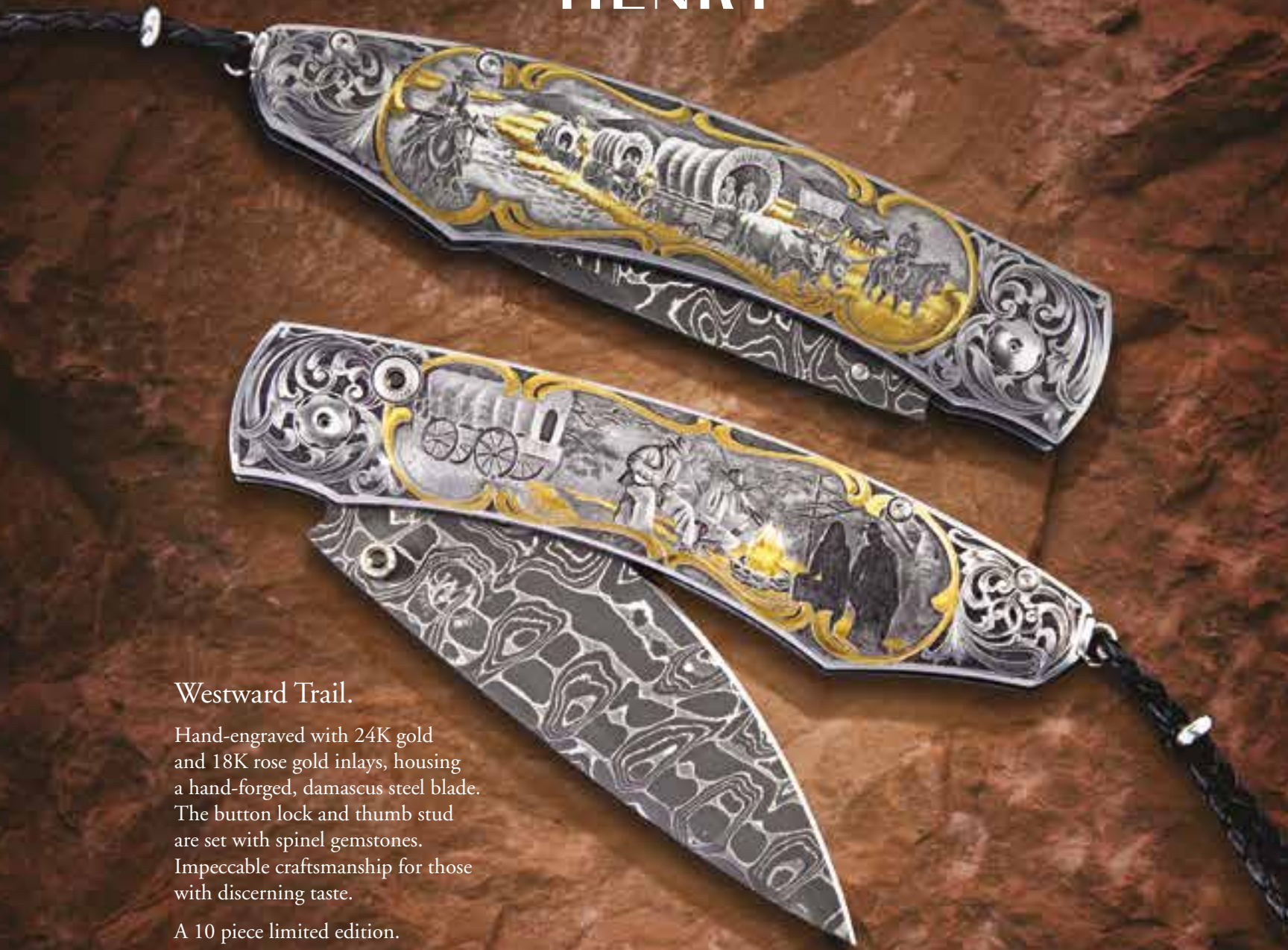


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