



# Art Dealers

**Gail Feigenbaum, Sandra van  
Ginhoven, Edward Sterrett**

## Art Dealers:

**Law, Ethics, and the Visual Arts** John Henry Merryman, Albert Edward Elsen, Stephen K. Urice, 2007-01-01 This book describes the collisions between the art world and the law with a critical eye through a combination of primary source materials excerpts from professional and art journals and extensive textual notes Topics analysed include the fate of works of art in wartime the international trade in stolen and illegally exported cultural property artistic freedom censorship and state support for art and artists copyright droit moral and droit de suite the artist's professional life and death collectors in the art market income and estate taxation charitable donations and works of art and art museums and their collections The authors are recognised experts in the field who have defined the canon in many aspects of art law *The Art Dealers* Laura De Coppet, Alan Jones, 2002 This book a collection of reminiscences with fifty five fine art dealers works to correct misconceptions and shed light on the dealer's intricate fascinating and difficult profession *Art Dealers Association of America* Art Dealers Association of America, 1966 *Money in the Air* Gail Feigenbaum, Sandra van Ginhoven, Edward Sterrett, 2024-06-25 This volume explores the crucial role of art dealers in creating a transatlantic art market in the late nineteenth and early twentieth centuries There was money in the air ever so much money wrote Henry James in 1907 reflecting on the American appetite for art acquisitions Indeed collectors such as Henry Clay Frick and Andrew W Mellon are credited with bringing noteworthy European art to the United States with their collections forming the backbone of major American museums today But what of the dealers who possessed the expertise in art and recognized the potential of developing a new market model on both sides of the Atlantic *Money in the Air* investigates the often overlooked role of these dealers in creating an international art world Contributors examine the histories of well known international firms like Duveen Brothers M Knoedler Co and Goupil Cie and their relationships with American clients as well as accounts of other remarkable dealers active in the transatlantic art market Drawing on dealer archives scholars reveal compelling findings including previously unknown partnerships and systems of cooperation This volume offers new perspectives on the development of art collections that formed the core of American art museums such as the National Gallery of Art the Metropolitan Museum of Art and the Frick Collection **Rogues' Gallery** Philip Hook, 2017-01-26 Philip Hook takes the lid off the world of art dealing to reveal the brilliance cunning greed and daring of its practitioners In a richly anecdotal narrative he describes the rise and occasional fall of the extraordinary men and women who over the centuries have made it their business to sell art to kings merchants nobles entrepreneurs and museums From its beginnings in Antwerp where paintings were sometimes sold by weight to the rich hauteur of the contemporary gallery in London Paris and New York art dealing has been about identifying what is intangible but infinitely desirable and then finding clients for whom it is irresistible Those who have purveyed art for a living range from tailors spies and the occasional anarchist to scholars aristocrats merchants and connoisseurs each variously motivated by greed belief in their own vision of art and its history or

simply the will to win The cast of characters includes Paul Durand Ruel the Impressionists champion Herwath Walden who first brought Modernism into the limelight Daniel Henry Kahnweiler high priest of Cubism Leo Castelli dealer midwife to Abstract Expressionism and Pop Art and Peter Wilson the charismatic Sotheby's chairman who made the auction room theatre Philip Hook's history is one of human folly greed and duplicity interspersed with ingenuity inspiration and acts of heroism Rogues Gallery is learned witty and irresistibly readable

A Handbook of Cultural Economics Ruth Towse, 2011-01-01 The second edition of this widely acclaimed and extensively cited collection of original contributions by specialist authors reflects changes in the field of cultural economics over the last eight years Thoroughly revised chapters alongside new topics and contributors bring the Handbook up to date taking into account new research literature and the impact of new technologies in the creative industries The book covers a range of topics encompassing the creative industries as well as the economics of the arts and culture and includes chapters on economics of art including auctions markets prices anthropology artists labour markets creativity and the creative economy cultural districts cultural value globalization and international trade the internet media economics museums non profit organisations opera performance indicators performing arts publishing regulation tax expenditures and welfare economics

*Money in the Air* Gail Feigenbaum, Sandra van Ginhoven, Edward Sterrett, 2024-06-25 This volume explores the crucial role of art dealers in creating a transatlantic art market in the late nineteenth and early twentieth centuries There was money in the air ever so much money wrote Henry James in 1907 reflecting on the American appetite for art acquisitions Indeed collectors such as Henry Clay Frick and Andrew W Mellon are credited with bringing noteworthy European art to the United States with their collections forming the backbone of major American museums today But what of the dealers who possessed the expertise in art and recognized the potential of developing a new market model on both sides of the Atlantic *Money in the Air* investigates the often overlooked role of these dealers in creating an international art world Contributors examine the histories of wellknown international firms like Duveen Brothers M Knoedler Co and Goupil Cie and their relationships with American clients as well as accounts of other remarkable dealers active in the transatlantic art market Drawing on dealer archives scholars reveal compelling findings including previously unknown partnerships and systems of cooperation This volume offers new perspectives on the development of art collections that formed the core of American art museums such as the National Gallery of Art the Metropolitan Museum of Art and the Frick Collection

Research Division Note, *Encyclopedia of Library and Information Sciences* John D. McDonald, Michael Levine-Clark, 2017-03-15 The Encyclopedia of Library and Information Sciences comprising of seven volumes now in its fourth edition compiles the contributions of major researchers and practitioners and explores the cultural institutions of more than 30 countries This major reference presents over 550 entries extensively reviewed for accuracy in seven print volumes or online The new fourth edition which includes 55 new entries and 60 revised entries continues to reflect the growing convergence among the disciplines that influence information and the

cultural record with coverage of the latest topics as well as classic articles of historical and theoretical importance **Boom**

Michael Shnayerson, 2019-05-21 The meteoric rise of the largest unregulated financial market in the world for contemporary art is driven by a few passionate guileful and very hard nosed dealers They can make and break careers and fortunes The contemporary art market is an international juggernaut throwing off multimillion dollar deals as wealthy buyers move from fair to fair auction to auction party to glittering party But none of it would happen without the dealers the tastemakers who back emerging artists and steer them to success often to see them picked off by a rival Dealers operate within a private world of handshake agreements negotiating for the highest commissions Michael Shnayerson a longtime contributing editor to Vanity Fair writes the first ever definitive history of their activities He has spoken to all of today s so called mega dealers Larry Gagosian David Zwirner Arne and Marc Glimcher and Iwan Wirth along with dozens of other dealers from Irving Blum to Gavin Brown who worked with the greatest artists of their times Jackson Pollock Andy Warhol Cy Twombly and more This kaleidoscopic history begins in the mid 1940s in genteel poverty with a scattering of galleries in midtown Manhattan takes us through the ramshackle 1950s studios of Coenties Slip the hipster locations in SoHo and Chelsea London s Bond Street and across the terraces of Art Basel until today Now dealers and auctioneers are seeking the first billion dollar painting It hasn t happened yet but they are confident they can push the price there soon **The Art Dealers** John Russell Taylor, Brian Brooke, 1969 Almost as long as there has been art to sell and collectors to buy there have been dealers to bring the two profitably together It is at least a service and one for which the dealer may properly expect to be paid More than that it is often a gamble A gamble for everyone from the artist if he is still alive and hoping to make a living from the exercise of his art to the final owner Individual taste fashion the state of the market a correct reading of the personalities involved all enter into the management of the art market Introduction *Appleton's Dictionary of New York and Its Vicinity*, 1879 **Good Furniture**, 1915 **Appleton's Dictionary of Greater New York and Its Neighborhood ...**, 1905 **Who's who in New York City and State** Lewis Randolph Hamersly, John William Leonard, William Frederick Mohr, Herman Warren Knox, Frank R. Holmes, 1909 Containing authentic biographies of New Yorkers who are leaders and representatives in various departments of worthy human achievement including sketches of every army and navy officer born in or appointed from New York and now serving of all the congressmen from the state all state senators and judges and all ambassadors ministers and consuls appointed from New York *Art Gold, Learning How To Be An Art Dealer Tools* David Valin, 2019-08-20 101 Top Secret Techniques Used By Successful Part Time Weekend Art Dealers Including The Art Signature File Art Price Guide 101 Top Secret Techniques Used by Successful Part Time Weekend Art Dealers 2017 is a book that shows you step by step techniques for how you can become a successful part time weekend art dealer It is a very good tool for the person that wants to learn about art and art dealing and wants to get into being an art dealer without spending a lot of time or money There are many opportunities out there in the current world for art enthusiasts collectors and marketers to benefit from Weekend art

dealing is a fun adventurous and exciting thing to do The Author encourages learning about art and artists and also encourages the promotion and discovery of new artists as well as established artists and artworks The book also includes many sales prices of art and many references to great art research libraries and places to sell your acquired art Styles of art are included in the book and also some artists that have created art under those styles The book also has included many successful techniques that have been used by the author for many years and by many part time art dealers the author has met in his travels The Art Signature File 2017 is a reference book of signatures of artists that have sold at auction with information about the artist s and prices paid for the artist It gives the art lover art researcher collector or art dealer the ability to look up artists names and match signatures to the artist signatures on paintings and other works of art The Art Signature File has been used by many antique and art dealers since 1992 as a reference tool while out and about looking for art at sales and other places You never know if you have a valuable painting in your home attic or basement and The Art Signature File can help you research your art by helping you identify signatures of artists

**Global Perspectives on Cultural Property Crime** Michelle D. Fabiani,Kate Melody Burmon,Saskia Hufnagel,2022-08-11 This book provides transnational insight into cultural property crimes and the cutting edge work tackling issues ranging from currency crimes to innovative research methods The volume brings together authors from a number of fields to address contemporary issues and advances in the fight against cultural property crime It combines the perspectives of law enforcement officials researchers journalists lawyers and scholars with specialities in the disciplines of criminology law archaeology museum studies political science and economics from countries all around the globe This allows for a more comprehensive examination of issues facing these professionals and highlights similarities between the challenges encountered in different disciplines as well as in diverse locations It seeks to disseminate the most current work in this field from a broad array of viewpoints in order to further facilitate an exchange of ideas and lay the groundwork to inspire future collaborations Most significantly it provides more specific suggestions for moving forward that could help assist stakeholders to connect and work directly with each other despite international borders and discipline related boundaries The book will be a valuable resource for researchers practitioners and policymakers working in the area of cultural property crime

**Selling Contemporary Art** Edward Winkleman,2015-09-01 A sophisticated examination of today s contemporary art market from an art dealer s point of view this new book focuses on recent changes in the quickly evolving market With an emphasis on how the market responded to the global recession that began in 2008 gallery owner Edward Winkleman moves from an examination of the factors beyond the individual dealer s command to those that the dealer can control Sections cover The rise of the art fair The rise of the mega gallery New online competition Models of post brick and mortar art dealing Art dealers as art fair organizers Collaboration in a new era Coverage is also given to the specifics of contracts contemporary art dealers may need including an examination of a variety of contracts for representation consignment and new forms of

contemporary art Exhibiting a wide range of interviews with international experts including dealers collectors art fair directors journalists and online art entrepreneurs Selling Contemporary Art is a must read for gallery owners dealers and artists affected by the rapid innovations in the art dealing industry Allworth Press an imprint of Skyhorse Publishing publishes a broad range of books on the visual and performing arts with emphasis on the business of art Our titles cover subjects such as graphic design theater branding fine art photography interior design writing acting film how to start careers business and legal forms business practices and more While we don t aspire to publish a New York Times bestseller or a national bestseller we are deeply committed to quality books that help creative professionals succeed and thrive We often publish in areas overlooked by other publishers and welcome the author whose expertise can help our audience of readers

**The Business of Art Unveiled** Ulrike Klein,1994 Interviews with New York art dealers      **A.L.A. Catalog, 1926**  
Isabella Mitchell Cooper,Marion Horton,1926

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