

5 SEPTIEMBRE 2008

THE WALL STREET JOURNAL

Book Is a Collector's Item

When collectors travel they usually like to check out the local art scene, but finding the relevant information on the places they visit can be frustrating. An informative and timely new book offers help.

"The International Art Markets: The essential guide for collectors and investors" (Kogan Page, £55), edited by art-market analyst and lecturer James Goodwin, provides a comprehensive look at the art markets in 41 countries and two regions (sub-Saharan Africa; Middle East and North Africa). Refreshingly, the book expands its focus beyond the U.S. and U.K., giving similar weight to such lesser-known art markets as Indonesia, Malaysia, Turkey and Israel. It also looks at the surging countries of China, India and Russia as well as established centers such as France, Germany, Spain and Switzerland.

Each of the book's chapters is written by a locally based specialist (the authors include auctioneers, academics, consultants and dealers) who examines a country or region's art market history in terms of taste, fashion, value, art types, subjects, sales prices and records. Each chapter also looks at a country's art-market structure and performance, with information on auctioneers, dealers, museums, exhibitions and fairs. Specific taxes and regulations are also covered. In the introduction, Mr. Goodwin explains a geographical approach that reaches far beyond the U.S. and Western Europe. "As other economies develop," he writes, "it seems likely that the art market will be redistributed more evenly on a larger scale around the world, based on knowledge, wealth, the competing intermediaries who promote and sell art, and above all, artistic talent."

Mr. Goodwin also sees his guide as a tool for new buyers for whom "the art market can be a daunting place" as it often doesn't follow the rules of other more conventional trading arenas.

This is not a glossy, coffee-table art book. It has few images and a sometimes dizzying array of tables and charts. But it provides a wealth of information to collectors, a species that, Mr. Goodwin writes, requires "the flair of a hunter, the mentality of a detective, the objectivity of a historian and the natural cunning of a horse dealer."

Many such collectors will gather in Paris next week for the Biennale des Antiquaires at the Grand Palais (Sept. 11-21). Some 100,000 visitors are expected to view the around 8,000 objects from 95 French and international dealers in an enormous range of disciplines, including ancient, modern and Asian art, jewelry, weapons, ceramics, glass, furniture, books and tapestries.

Canada's Landau Fine Arts has just released its latest catalog of modern masters to coincide with the gallery's presence at the Biennale. Among the works director Robert Landau will bring to Paris are six brilliantly colored, abstract heads by Russian-born, German expressionist Alexej von Jawlensky, playful images by Spain's Joan Miró and charcoal drawings of favorite models by France's Henri Matisse.

BOOK : The International Art Markets: The Essential Guide for Collectors and Investors by James Goodwin (Hardcover, Illustrated - Sep 28, 2008).
www.amazon.com

In the book, there is a chapter of CHILE written by CECILIA MIQUEL representative of Soheby's Chile with the advising DALIA HAYMANN cultural manager

<http://www.collegejournal.com/article/SB122055712397300881.html>

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Consultant Editor
JAMES GOODWIN



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