

APRIL 1999

QUOTE OF THE MONTH

"A lot of our gallery's look is derived from our framing. This allows us to separate our art from that of our competitors. We take a lot of pride in nice framing that is both creative and special."

Paul Sir, page 69

ART & FRAME WORLD: A GALLERY GUIDE TO FRAMING

Art World News introduces a new supplement, *Art & Frame World*, designed to assist galleries in their framing choices.

Good framing services should make art dealers good money not only by aiding in the sale of more art, but as an independent lucrative revenue stream. Here we present discussions on frame design, artist involvement with framing, and more.

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AS CHICAGO GROWS, SO DOES THE ART MARKET
Chicago, that economic and cultural powerhouse of the Midwest, draws people from all over the world to buy art.

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SCULPTURE RE-EMERGENCE, MORE THAN JUST FLOOR SPACE

A rising economic and cultural tide is lifting plenty of boats, including sculpture sales in commercial art galleries. More Americans are participating in the arts than ever before, according to a recent National Endowment for the Arts survey. Visits to art museums tops the list of favorites, and audiences have grown for the performing arts as well.

As the *Wall Street Journal* put it last September, "the lowest common denominator of American culture is rising rapidly," thanks to "historical levels of wealth, educational attainment, and cultural exposure."

These factors bode well for the sculpture business. Aaron Young, for instance, a partner in Halcyon Gallery, with locations in London and Birmingham, England, finds that "The younger generation is more art savvy and art educated, and has spent more time in more museums than their parents did. Younger people in their 30s and 40s

think about owning a piece of sculpture, whereas their parents usually didn't," he says. Halcyon has bronze sculpture in the \$3,000-\$9,000 range, mostly by artists that the gallery represents in two-dimensional media.

The current passion for recycling and for preserving the environment is boosting gallery sales of wildlife pieces, says Mr. Young, particularly the lion sculptures of Alan Hunt. For each lion sold, a percentage of the proceeds is earmarked for lion habi-

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CANADA CHALLENGED, REMAINS RESILIENT

Canadian and American democracies are linked by political and world views. Not the dominant world power that America is, Canada can be more relaxed as a friendly and potent ally. The U.S. buys 85% of its neighbor's exports, a figure that includes art. In light of the fact that the U.S. is holding up amazingly well when 40% of the world's economies are in recession, how are Canada's art markets faring?

In 1998, Asian stock markets plummeted and businesses in Canada's far West caught the flu big time. Last summer, Canada's exports to Japan, Korea, Malaysia, the Philippines, and Thailand dropped over 33% as its dollar fell to \$0.52 U.S.

While Canada's pundits countered the bad news—explaining that its economy and competitiveness were in fine shape, that international

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Oleg Koulikov's untitled original encaustic work on paper, with a 22-by-14-inch image, is presented by Progressive Editions, Toronto.

FOUR PRINT PUBLISHING COMPANIES COLLABORATE ON DEALER SEMINAR

VENICE, FL—The Greenwich Workshop, The Hadley Companies, The Mill Pond Press Companies, and Somerset House Publishing are collaborating on a dealer seminar this summer, ArtLink '99, August 19-22, in Salt Lake City.

The four publishing companies between them represent a sizeable proportion of the industry's dealerships, possibly as many as 3,500-4,000, not including cross-overs. However, the seminar is not limited to dealers working with these companies.

New businesses and galleries not affiliated with us are also welcome, says Ellen Collard, Mill Pond Press' public relations director, who noted the "wonderful spirit of cooperation."

"Everyone has a common interest in helping to make dealerships stronger. And the more we as an industry can do for the dealers, the better it is for the market," she added.

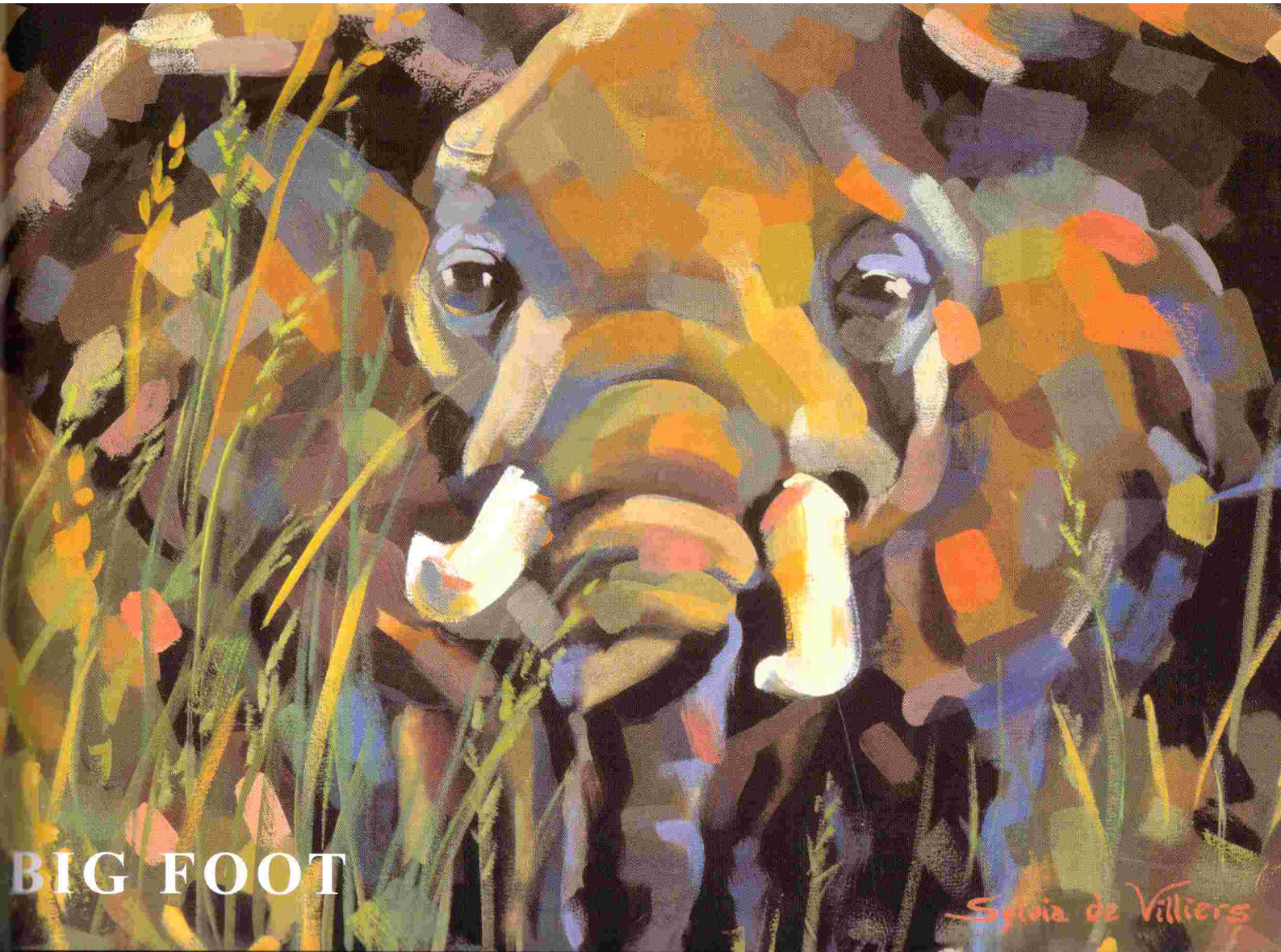
Stephanie Allen, executive vice president of Somerset House, adds, "By cooperating we can make it better for everyone. It is exciting to do something like this—and we need excitement. The goal is to have a good time."

Education, new print programs, and new product offerings are expected to form an integral part of the program, as well as recreational events.

Original artwork will be a focus of ArtLink '99, with a presentation of at least one painting by each of the artists attending. At press time, when details were still being finalized, it was anticipated that more than 60 artists working in limited editions will be there.

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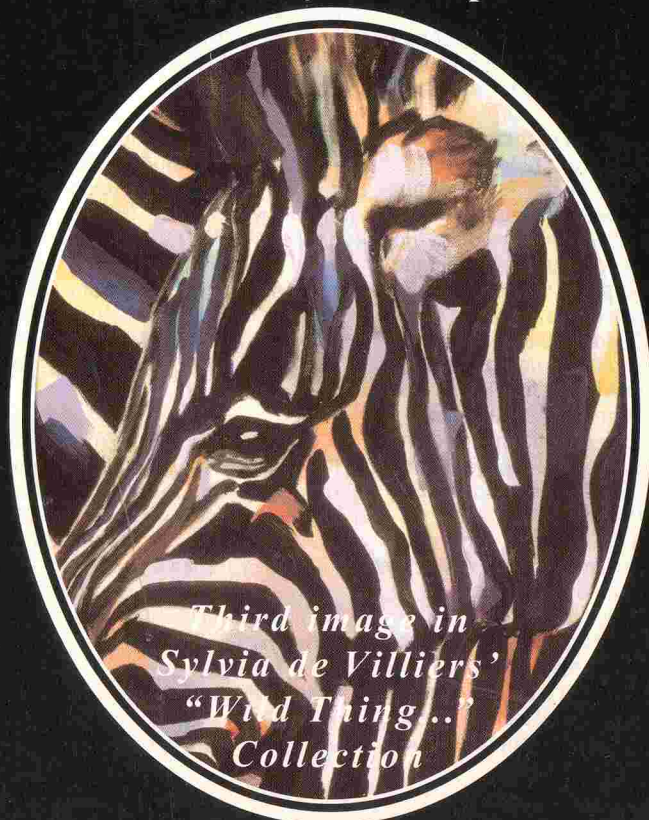
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Symphony of Stripes



*Third image in
Sylvia de Villiers'
"Wild Thing..."
Collection*