

The specialists every collector

Whether you're buying, loaning or showing it off to best advantage, your artwork will need the attention of a specialist at some point during its lifetime, says **Genevieve Fox**

The picture restorer
Manchester-based picture restorer and prize-winning artist James Bloomfield (main image, far right) learned his craft under L S Lowry's art dealer, George Aird. His clients range from individuals nursing a family heirloom to collectors and dealers. Bloomfield has worked on paintings by Sir Terry Frost, Ambrose McEvoy, Mary Fedden, Kyffin Williams, Robert Lenkiewicz, Helen Bradley and Lowry.

"Private customers often bring in inherited paintings that aren't worth a lot but have great sentimental value and always have a story attached to them," he says. "Amateur dealers addicted to buying at auction will pitch up with three or four works at a time. They may go on to open a gallery. In the north-west people collect the 'northern steelers': Lowry, Harry Rutherford and Alan Thompson.

"Serious collectors and gallery owners bring in big names and emerging artists. A canvas may be ripped, torn, blemished, dirty or have

a small ding that needs straightening out. "Paintings get a hard lot in life. Babies put forks through them, they're left in damp garages and they're victims of domestic abuse. If there has been an acrimonious split, the painting gets it. If it has been sold at auction, it might get marked in transit. Every painting is a magical object and my job is to restore each one to its former glory. The work can take anything from three weeks to six months."

bloomfieldart.co.uk
Expert tip For a professionally qualified restorer in your area, visit conservationregister.com



The bespoke framer

Based in London's Alfies Antique Market, William Campbell is a bespoke picture framer working with contemporary and period art works and specialising in period frames. He has framed works ranging from old masters to Lucian Freud and Sam Taylor-Wood.

"All kinds of people come to me with anything from a

funky digital art poster to fine art," says Campbell. "I've just had a Matisse come in, and recent commissions include works by Duncan Grant, Ivon Hitchens and Robert Motherwell. Contemporary collectors approach me with high-end pieces that require

framing before being shown to a private buyer. Or they may be going on to an auction house such as Christie's or Bonhams, to an exhibition, or back to someone's home for rehanging.

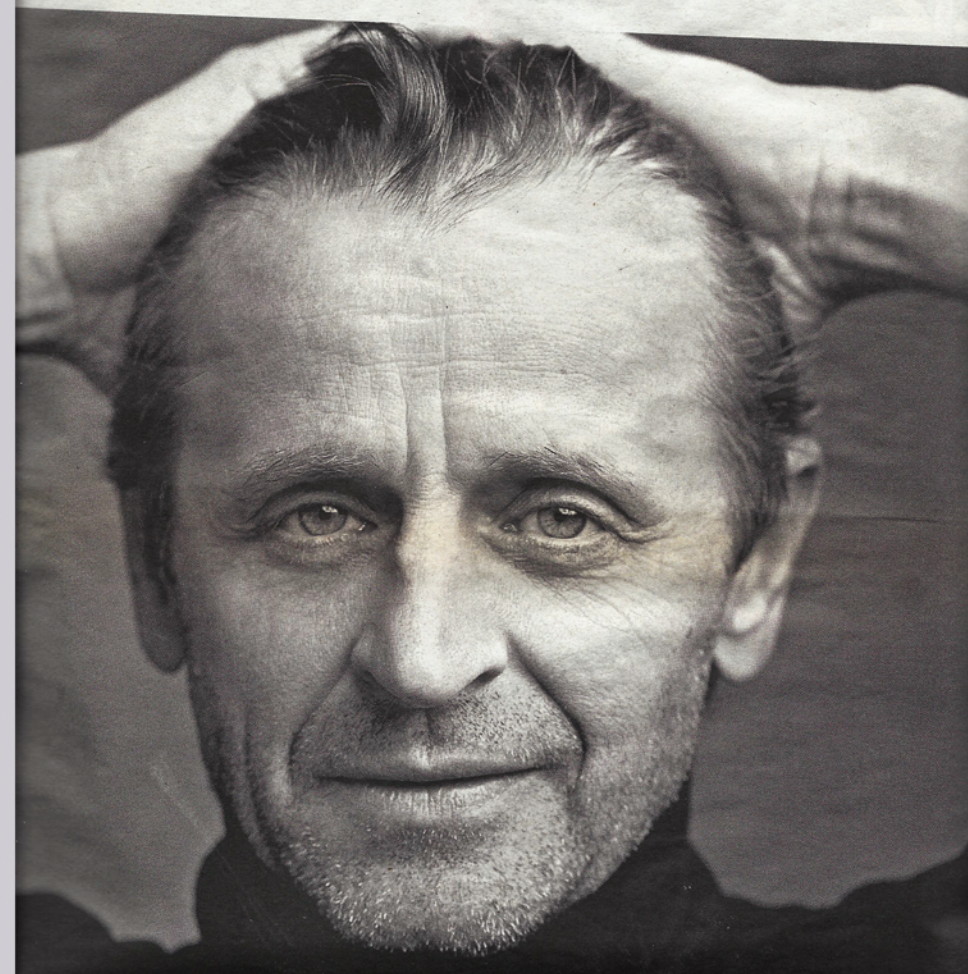
"I can't tell clients what frame to choose, but I do

advise them. I've put a Banksy in a reclaimed 18th-century black frame and a traditional frame around a Taylor-Wood photograph. My period and antique frames are sourced from all over the UK. I produce handmade hardwood frames, which I may then treat in



review

The Daily Telegraph



should have on speed dial



A fine touch: picture restorer James Bloomfield in his Manchester studio

"I consign more than £1million every week by meeting clients, travelling across the world and talking to collectors who are thinking of selling. It's about getting the business and then making sure it sells," says Baddeley.

"I always get nervous before a sale. It's a performance. I've got to keep the jokes coming, look out into the room, check commission bids in my auctioneer's book, the bids coming in by internet and telephone, and keep the bids themselves to the standard increments.

"It's exhausting but also exciting, especially the big celebrity sales. With the Concorde sale last year we had 15 television crews. At the Eric Clapton sale in New York in 2003 the atmosphere was electric. You start the bid at £50,000 and 20 hands go up in the air. I'm not a trained sales person. People buy through me because I am passionate about the things I sell. As the hammer comes down, it is very satisfying."

bonhams.com
Expert tip If you see a piece that you like, ask the expert

conducting the sale to advise you about its condition, but be motivated primarily by your heart.



The handler and shipper

David Preston is general manager of Crown Fine Art, a global fine art handling and shipping provider with offices in 11 cities worldwide. Clients range from private collectors looking to ship an artwork abroad to commercial auction houses, museums, galleries, royal palaces and national institutions, including the Tate, the White Cube gallery and the National Gallery. Tailored to individual requirements, an art move may take months to prepare, or just a few hours.

"The commercial market is all about reaction and speed," says Preston. "Let's say a billionaire collector has agreed to a purchase from a gallery. We've got to get that work to him fast and we might be given only half-an-hour's notice. Or a collector may announce he is coming for a viewing in

an hour but the work he is interested in is in storage. We've got to get it over in time. We are an important cog in the sales process.

"All items consigned to us travel in special cases, in customised, climate-controlled unmarked vehicles. Every movement of art is a bespoke solution in which we weigh risk against cost. We're a travel agent, concierge and security and moving service all rolled into one.

"The heritage market, on the other hand, is slow-burn. These jobs are about safeguarding national treasures and we're booked months, sometimes years in advance. An artwork could be worth £10,000 but as much as £5,000 will be spent transporting it. It could be a rare piece that links an entire retrospective, which makes it priceless. crownfine.com
Expert tip To ensure a shipping company has the appropriate insurance and achieves the required standard, do your research through an industry association such as ICEFAT (icefat.org) or PAIAM (paiam.org).

June 22nd, 2013 Sunday Telegraph

Article on Art Professionals

by Genevieve Fox

various ways, including the use of polish, paint or gold leaf.

"One client recently brought in a number of figurative and landscape watercolours painted in 1938, so I'm making oak frames that are sympathetic to the British sensibilities of the Thirties. My next project requires me to emulate an 18th-century Italian frame – the client has asked me to all but jump up and down on it to get the desired effect. I do everything a standard high-street framer doesn't."

williamcampbellframes.com

Expert tip Think long-term. Ask yourself if you'll be happy with the frame a decade from now. Understatement and subtlety are the key to longevity.



The gallery

Opened by leading contemporary art dealer Angela Flowers in 1970, the Flowers Gallery, today run by her son Matthew, has locations in Shoreditch, Mayfair and

New York. It represents some 40 contemporary artists, including Patrick Hughes and Nicola Hicks. Besides promoting artists and organising exhibitions, gallery collaborations and educational initiatives, Flowers seeks out emerging talent.

"I am most likely to take on someone new via a recommendation from an artist I admire," he says. "Thirty years ago, our Artist of the Day exhibition was set up for that purpose. We invite 10 established artists to select someone they think could benefit from a one-day solo exhibition.

"We've actively avoided a house style. We look for people with a unique vision, who are new or exciting or a little bit different, such as John Kirby, who is an extraordinary image-maker, Simon Roberts, who has photographed British piers, and Jiro Otsuga, an artist of tremendous humour.

"I seek out other galleries, museums and art fairs to

promote our artists and try to get their work featured on book covers or in films. But we do need to actually sell their work, too. If we don't, we don't survive."

flowersgalleries.com

Expert tip When buying a work of art trust your instincts rather than worrying about what other people think or what financial return you might gain.



The auctioneer

Leading fine art auctioneer Jon Baddeley is managing director of international auctioneer Bonhams, Knightsbridge, which holds 110 sales a year comprising more than 32,000 lots. Part of the Antiques Road Show team, Baddeley specialises in, among other areas, scientific and technical instruments and rock and roll memorabilia. When he is not lowering his gavel in the salesroom, he's busy securing consignments

REBORN BLUTHNER IN CHINOISERIE STYLE ART CASE (Ref 2422g)

REBORN STEINWAY IN INLAID MARQUETRY ART CASE (Ref 2504g)

REBORN GAVEAU IN EMPIRE STYLE ART CASE (Ref 2467g)

INTERNATIONAL DELIVERY

SELF PLAYING SYSTEMS

1066 PIANOS

t: +44 1223 881691
e: sales@1066pianos.com
www.1066pianos.com

~ TRUSTED SUPPLIER OF THE WORLD'S FINEST PIANOS FOR THREE GENERATIONS ~