

ART DEALERS, AMERICA AND THE INTERNATIONAL ART MARKET, 1880-1930



JANUARY 18-19, 2018
MUSEUM LECTURE HALL
THE GETTY CENTER

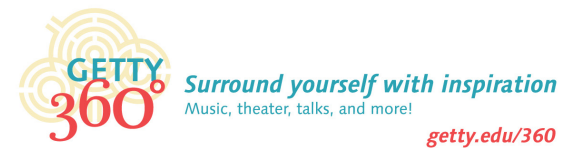
ABOUT THE SYMPOSIUM

The Getty Research Institute presents a symposium on the role of international art dealers in creating the collections, museums, and intellectual culture of the American art world in the late 19th and early 20th centuries. Bringing together rich archival resources from the Getty Research Institute and peer institutions, and capitalizing on new methodologies made possible by the extraordinary quantity of information contained in the documentary record, this symposium illuminates the ways in which art dealers contributed to making America a prominent arena in the international art market, and their role in creating the major private collections that became the foundation of great American museums.

The Getty Research Institute is a program of the J. Paul Getty Trust. Other programs of the Trust include the J. Paul Getty Museum, the Getty Conservation Institute, and the Getty Foundation.

Front Cover:

Charles L. Knoedler (1863–1944), the youngest son of Michael Knoedler, at the gallery's fourth location, a rented brownstone at the intersection of 170 Fifth Avenue and 22nd Street in New York City. The Getty Research Institute, 2012.M.54



THURSDAY, JANUARY 18, 2018

9:00 a.m. WELCOME

Gail Feigenbaum, Getty Research Institute

9:15 a.m. SESSION ONE

Moderator: Gail Feigenbaum, Getty Research Institute

American Buying Power and Parisian Art Dealer Goupil & Cie

Agnès Penot, Independent Scholar

Knoedler & Co., a Leader of the Parisian Auction Market?

Léa Saint-Raymond, Université Paris Ouest Nanterre La Défense

Art Market and Collecting between France and South America at the Beginning of the 20th Century

María Isabel Baldasarre, Universidad Nacional de San Martín

Print Dealers and Their Stocklists: A Little-Explored Source for the Development of the International Art Market

Peter Fuhring, Fondation Custodia

11:25 a.m. BREAK

11:40 a.m. SESSION TWO

Moderator: Gail Feigenbaum, Getty Research Institute

Marketing European Tonalism in America: Daniel Cottier and the Quest of Art for the Aesthetic Home

Petra Chu, Seton Hall University

The Pioneers among the American Collectors: The Brooklyn Collectors

Paolo Serafini, Università degli Studi di Roma La Sapienza

12:45 p.m. LUNCH

2:00 p.m. SESSION THREE

Moderator: Edward Sterrett, Getty Research Institute

"Early English" and Modern Americans: Buying, Selling, and Painting Portraits in the United States, 1890-1920

Barbara Pezzini, National Gallery, London, and University of Manchester

"He Is a Nouveau Riche, but Sharp and Intelligent": David Croal Thomson's 1898 Report for Agnew's on His Visit to America

Alison Clarke, University of Liverpool

Offered with Confidence: Art and Artists from the Low Countries Exploring the United States, ca. 1830-1930

Chris Stolwijk, Nederlands Instituut voor Kunstgeschiedenis (RKD) and Universiteit Utrecht

3:40 p.m. BREAK

4:00 p.m. SESSION FOUR

Moderator: Thomas Gaehtgens, Getty Research Institute

Cornering the Right of First Refusal: Henry Clay Frick and the Dealers Who Helped Shape His Collection

Inge Reist, The Frick Collection

A Battle Royal: The Contest for Henry Clay Frick's Patronage

Margaret Iacono, The Frick Collection

"An Audacious Buyer and a Seller Whom We Cannot Resist": How Joseph Duveen Sold Hundreds of "Antiques" to Henry Clay Frick

Charlotte Vignon, The Frick Collection

FRIDAY, JANUARY 19, 2018

9:00 a.m. **SESSION FIVE**

Moderator: Davide Gasparotto, J. Paul Getty Museum

Wilhelm Bode and the “American Danger” in the Art Market

Thomas Gaehtgens, Getty Research Institute

W. R. Valentiner and Joseph Duveen: Expertise and Art Market Connections

Catherine Scallen, Case Western Reserve University

The Manufacture of Italian Renaissance Art for the American Market

Lynn Catterson, Columbia University

“The Agony of Getting It Out of the Country”: Emilio Costantini, Bernard Berenson, and Exporting Artworks from Italy

Joanna Smalcerz, Getty Research Institute

10:45 a.m. **BREAK**

11:00 a.m. **SESSION SIX**

Moderator: Davide Gasparotto, J. Paul Getty Museum

Spoiling the Deal: Duveen and the Art of De-attribution

Jeremy Howard, University of Buckingham and P. & D. Colnaghi & Co.

Crafting the Past: French & Co. and the Trade for Italian Objects and Decorative Arts in New York (1913–1930)

Flaminia Gennari Santori, Gallerie Nazionali d'Arte Antica di Palazzo Barberini e Palazzo Corsini

12:30 p.m. **LUNCH**

2:00 p.m. **SESSION SEVEN**

Moderator: Christian Huemer, Belvedere Research Center

Knoedler in the Art Market: Building Galleries, Business Strategies, and the International Brand

Anne Helmreich, Texas Christian University

Knoedler's High-End Market Revisited, 1876-1934

Robert Jensen, University of Kentucky

3:10 p.m. **BREAK**

3:30 p.m. **SESSION EIGHT**

Moderator: Sandra van Ginhoven, Getty Research Institute

The Price of Expertise: Knoedler Enters the Big Game

Sandra van Ginhoven, Getty Research Institute

Edward Sterrett, Getty Research Institute

Gail Feigenbaum, Getty Research Institute

Modeling and Predicting Knoedler's Profitability, 1870–1970

Matthew Lincoln, Getty Research Institute

Sandra van Ginhoven, Getty Research Institute

Christian Huemer, Belvedere Research Center