



# MASTERS of MAASTRICHT

THE VENERABLE EUROPEAN FINE ART FAIR OPENS THIS MONTH WITH AN EVER BROADENING RANGE OF OFFERINGS

“WE CONTINUOUSLY SEEK TO RENEW the visitor experience at TEFAF, with not only the highest quality of the artworks on offer and a sophisticated ambiance, but also the addition of new collecting specialties and dealers,” says TEFAF CEO Patrick van Maris of the fair, the 30th edition of which runs March 10 through 19, after the successful launch of a New York edition last fall. The 270-dealer-strong roster includes 18 gallerists new to the event, among them Donald Ellis, who is the first to present Native American works exclusively.

Among the highlights are notable works on paper, including a suite of 16 engravings by the French artist Charles-Nicolas Cochin that were commissioned by the Chinese Emperor Qianlong (1735–95) in celebration of his first military victory, on offer from Shapero Rare Books, and a 1916 Egon Schiele portrait of *Dr. Othmar Fritsch*, in watercolor, crayon, and pencil, available from Richard Nagy. With works spanning some 7,000 years of history, the fair, says van Maris, offers an unparalleled buying experience. —ANGELA M.H. SCHUSTER

Clockwise from left: *The Tax Collector and His Wife*, by the 17th-century Dutch painter Jan Woutersonz Stap, on offer from Salomon Lilian; *Head Study of a Bearded Old Man*, 1590–95, by Annibale Carracci, which will be at the stand of Cesere Lampronti; *An Unknown Bourbon Princess*, ca. 1615, by Frans Pourbus the Younger, tendered by the Weiss Gallery; and the *Emperor Qianlong Pacifying the Western Regions*, 1765–75, one of a set of 16 copper-plate engravings by Charles-Nicolas Cochin, available from Shapero Rare Books.

TEFAF DEALER SPOTLIGHT

# Giorgio and Graziano Gallo

GALLO FINE ART, MILAN

*Specialty: Fine Italian furnishings and works of art from the 17th to 19th centuries*

**TELL US ABOUT YOUR GALLERY.**

GIORGIO GALLO: Having grown up around art and having worked for my father, Graziano, a private dealer and consultant who specializes in Old Master paintings and sculpture, I developed a personal passion for Italian works of art—paintings, sculpture, and furniture. I eventually opened a gallery in Padua in 2003. In 2010, I asked my father to join me in the enterprise as a partner. He agreed and we decided to relocate to Milan, where we have a marvelous space in the heart of the city, in the famed Palazzo Trivulzio at Via Bigli 21.



**THIS IS YOUR FIRST OUTING AT TEFAF, YES?**

GG: It is. Over the years we have participated in quite a number of international fairs, including the Biennale Internazionale dell'Antiquariato in Florence, Masterpiece London, and the Brussels Antiques and Fine Art Fair, but we have always wanted to show in Maastricht. For us, it is an honor to finally be able to have a stand at the fair this year, having been on a waiting list to participate in TEFAF since 2008.

**WHAT ARE YOU BRINGING TO THE FAIR?**

GG: We have several 18th-century works commissioned by the British aristocracy while they were on the Grand Tour, including *Portrait of Frederick Saint John, 2nd Viscount Bolingbroke*, painted in 1753–54 by Pompeo Batoni, who was active in Rome. We also have a 1655 *Portrait of Marchese Francesco Fiaschi* by Benedetto Gennari, who came from a notable family of artists and served as a court painter to Charles II of England and his successor, James II. In addition, we are presenting a pair of early 18th-century bronzes by Massimiliano Soldani-Benzi.

BOTH IMAGES GALLO FINE ART, MILAN

GALLO FINE ART



*“For us, it is an honor to finally be able to have a stand at the fair this year, having been on a waiting list since 2008.”*

Offerings from Gallo Fine Art include a *Portrait of Frederick Saint John, 2nd Viscount Bolingbroke, 1753–54*, by Pompeo Batoni, and, facing page, a pair of early 18th-century bronzes by Massimiliano Soldani-Benzi.

TEFAF DEALER SPOTLIGHT

# Donald Ellis

DONALD ELLIS GALLERY, NEW YORK  
Specialty: Native American art

**TELL US ABOUT YOUR GALLERY.**

**DONALD ELLIS:** I have been selling pieces made by the Inuit and peoples of the Northwest Coast and Eastern Woodlands to museums and private collectors since 1976. I actually began collecting Native American art when I was seven years old. I have been most fortunate to turn a life's passion into a rewarding career.

**IS THIS YOUR FIRST OUTING AT TEFAF?**

**DE:** Not only is this my first time at the fair, but I will also be the first dealer in my field to exhibit at Maastricht. The realm of historical Native American art is still in its infancy, even when considered against other forms of tribal art. However, it does seem to be expanding, as evidenced in part by the invitations to exhibit at Frieze Masters, the Armory Show, and, more recently, at TEFAF Maastricht and Frieze New York. Through our presentations at other European fairs, we have seen an increased interest in this category outside of the usual North American collector base.

**WHAT ARE YOU BRINGING TO THE FAIR?**

**DE:** We will present a tightly focused group of sculptural works, among them a selection of extraordinary Yup'ik (Inuit) masks, most with Surrealist provenance, owned by artists such as André Breton, Roberto Matta, and Enrico Donati, and the critic Robert Lebel. The prices will range from \$85,000 to \$4.8 million for the Donati Studio Mask, which our gallery sold to the present owner for a record price in our field in 2010.

We will also present an important group of ancient Inuit ivories from the Bering Sea, dating from 200 B.C. to A.D. 1200, as well as a small group of Plains Indian Ledger drawings that were received with great enthusiasm at the Armory Show last year.

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Works once owned by the Surrealist artist Enrico Donati on offer from Donald Ellis include two late 19th-to-early 20th-century Yup'ik masks—one in the form of a seal, above, and a “complex mask,” facing page. The latter is tagged at \$4.8 million.

BOTH IMAGES: DONALD ELLIS GALLERY, NEW YORK

DONALD ELLIS GALLERY



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TEFAF DEALER SPOTLIGHT

# Daniel Crouch

DANIEL CROUCH RARE BOOKS, LONDON AND NEW YORK

Specialty: Rare books and maps

**TELL US A BIT ABOUT THE GALLERY.**

DANIEL CROUCH: For me, trading in books and maps is not a career but a passion, and I have been dealing in them since I was 16 years old—first at Sanders of Oxford, then at Bonhams before joining Bernard Shapero Rare Books in London in 2002. While I was there I was approached by investors and given 15 minutes to make a pitch for opening my own shop, and in September 2010 I opened my London gallery in partnership with longtime colleague Nick Trimming in the heart of

St James's. We have just opened a space in New York. I signed the lease the day after the Brexit referendum. While having a hedge against the U.K.'s impending economic suicide seemed sensible, that wasn't the main driver. We happened to find Noah Goldrach and Kate Hunter—the right people to run the business. We also realized that many New York booksellers are nearing retirement, and the trend away from retail premises means that, unless we did something about it, there would soon be nowhere for collectors to go for rare books in the city.

antemeridian in the East Indies, albeit in a different location from that agreed two years earlier at the Treaty of Zaragoza. The sovereigns of most of the major powers in the early modern world are shown astride their kingdoms, and many important city-states are depicted in bird's-eye views that reveal their prominent landmarks. I'd known about the map's existence for several years. After a guerilla campaign of boozy lunches, its owner finally relented. It is without a doubt the most beautiful and historically important map we've ever handled, but I can't say that I've sold it yet—we are in negotiations.

**YOU CURRENTLY HAVE A \$10 MILLION MAP ON OFFER. IS THAT THE MOST IMPORTANT WORK YOU HAVE TENDERED TO DATE AND HOW DID YOU COME TO BE ITS BROKER?**

DC: The 1531 planisphere, which is signed and dated by Vesconte Maggiolo, is a monumental early 16th-century Portolan chart of the known world, in astonishingly good condition, with rich decoration, vibrant colors, and embellished in lapis lazuli, gold, and silver. It is one of the earliest depictions of Verrazzano's first voyage, which was the first European exploration of the northeast seaboard of North America and the first voyage of discovery under French auspices. The motivation behind the map's production was clearly political. The 1494 line of demarcation determined at the Treaty of Tordesillas is prominent, as are the flags and territories claimed by Portugal, Spain, and France. A faint line marks an

**YOU HAVE BEEN EXHIBITING AT TEFAF SINCE 2011. WHAT ARE YOU PRESENTING THIS YEAR?**

DC: Given the U.K.'s recent decision to leave the EU, we thought it might be fun to mark this moment by using historical maps to remind us what we mean by "nation state." The exhibition will include the first "national atlas"—Christopher Saxton's 1579 atlas of England and Wales—*sans* Scotland; monumental wall maps of Europe and the Low Countries by Frederick de Wit, which viewers will recognize as the background of many of Vermeer's paintings; and works relating to the long struggle for Dutch independence from Spain, including atlases and globes by the Blaeu family of mapmakers. My father, Colin, an academic sociologist, has written the introduction to the catalogue for our stand, an essay titled "The Myth of the European Nation State." ▣

DANIEL CROUCH RARE BOOKS, LONDON AND NEW YORK

*“Given the U.K.’s decision to leave the EU, we thought it might be fun to mark this moment by using historical maps to remind us what we mean by ‘nation state.’”*

From top: An *Atlas of England and Wales*, 1579, by Christopher Saxton, is available from Daniel Crouch for \$232,000. Among the dealer's most important offerings is a 1531 planisphere by Vesconte Maggiolo, embellished with gold, silver, and lapis lazuli. It is priced at \$10 million.



BOTH IMAGES DANIEL CROUCH RARE BOOKS