



Picture the scene

SEA+I talks to art advisor **Carla Pinto**, from the London-based art gallery **Gladwell & Patterson**, on navigating the complexities of the art market and its current trends



SEA+I - Lets start with the basics. What advice would you give a yacht owner when selecting art for their boat?

Selecting art for your yacht is no different from choosing art for your home. Go with your heart and always acquire the best example of an artist's work within your budget. We curate art collections for clients based on an overarching strategy that will maximise the value, quality, coherence and significance of the art - as well as the enjoyment for the client. Whether the motivation is passion, investment, or both, building a collection should be a fun and exciting process.

Should art come first or should it follow the design of the yacht?

In our experience, it is ideal if the design of the vessel's interior can flow around the art. However, with careful thought one can introduce artworks to an existing layout at any stage. If possible, artwork should be considered early in the internal design and pieces can be sourced or commissioned especially to complement a chosen strategy.

What differences have you seen in art collections on board compared to land-based collections?

We have seen an upward shift in the quality of art that is displayed on board. Most yacht owners appreciate that their yachts are floating galleries and today some of the world's best masterpieces are circumnavigating the globe.

What are the current trends that you are seeing in art and how do you believe they adapt to the world of superyachts?

There are in the main two types of art that can regularly be seen in private collections both at home and on board: classic paintings and drawings of marine landscapes and boats, and modern and contemporary art collections containing paintings, photographs and graphics. There are also, of course, sculptures and installations.

Art is a very important asset and in recent years it has become widely used as an investment opportunity because of the scarcity of good examples. As this trend grows Gladwell & Patterson provides tailored research and

Above

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The Golden Fleece by **Derek G M Gardner** (1914 - 2007) oil on canvas, signed (61cm by 91cm)

Opposite

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Esquisse de fleurs by **Renoir** (1841 - 1919) oil on canvas, painted circa 1910 - 1914, stamped with signature 'Renoir' (43.2cm by 45.1cm)



market analysis that empowers collectors and investors to make prudent decisions about their art. Using a full range of resources, from custom indices, industry databases and historical auction data, we deliver research on art trends and developments based on our 260 year's of experience of the market.

While the trend continues to acquire high-value works of art for yachts, the need to be assured of their intrinsic value is paramount and the condition of the painting is critical to this.

Who are the most popular artists of the moment?

At our gallery we have our headline artists, who include Picasso, Renoir, Sisley, Dali and Monet, to name a few. There are many other artists of similar quality but who are not as well known and we champion those too - they are well known to us and our clients and one day will be recognised by a much wider audience. Works by Warhol, Bacon, Richter and Rothko are also very much in the headlines at the moment.

With the proliferation of museums, fairs and the sheer amount of work now being made, shown and sold, the art world has changed substantially over the past 50 years. What have been the most important shifts in art?

We have witnessed a vastly increased internationalisation of art and the art world, which can largely be accounted for by better communication, which in the main is due to the internet. The contemporary art world has shifted to become a fully-fledged member of the entertainment sector. Along with fashion, film and pop stars, artists have become celebrities in themselves.

What can you do for an owner that they cannot do themselves?

The art market changes rapidly and provides ever-increasing opportunities for art collectors, but these changes also present possible pitfalls. As experts in our field we can advise what to avoid in order to minimise risk and maximise potential. It is not only new buyers who require comprehensive, specialist guidance on the current market. Sophisticated buyers also use our services in order to understand better the conditions of today's market and access the opportunities we can provide through our contacts. When referring to investment pieces great dedication, expertise and experience is required in searching for established names or emerging artists. Advice from those with long-standing experience in art offers a sensible approach and finding a trustworthy advisor is an essential part of this process and can ultimately make art a source of great pleasure and often sizeable financial gains.

And finally, in recent years there has been a positive reappraisal of the benefits that collecting art affords - financial and non-financial. What do you believe is your client's motivation?

An entirely new generation of collectors has entered the arena in recent years, while existing collectors are in a position to reappraise their assets in this new context. The gallery's clients have a range of motivations, from wanting to benefit from the emotional and social value of art, to seeking portfolio diversification and investment returns, they all have specific and personal requirements. No matter what the client's motivation - we stay true to two things - the true value of good-quality work and the need to buy what you like.

See the next issues of SEA+I for advice on how best to display art on board, and the legal and logistical issues involved.

THE EXPERTS

— Gladwell & Patterson is an internationally renowned gallery with a proud history that can be traced back to the mid-18th century. Royal Warrants were held by Gladwell & Company to Queen Victoria, Queen Alexandra, King George V and Queen Mary.

Today, Gladwell & Patterson's range of works spans the Victorian era, through the Impressionists and includes many modern day masters.

Examples of their fine paintings can be viewed during the Monaco Yacht Show with Camper & Nicholsons and previewed online at www.gladwellpatterson.com. Alternatively you can visit their gallery in London or see them at any of their international exhibitions.



Left

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Pommiers en Fleurs
by **Monet** (1840 - 1926)
oil on canvas,
signed & dated 1878
(54.5cm by 73.5cm)

Schooners Racing by
Ronny Moortgat
(1951 -) oil on canvas,
(101.6cm by 71.1cm)

Opposite

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**Paysage de Juan-les-
Pins** by **Picasso**
(1881 - 1973) oil on canvas,
painted in 1925,
signed Picasso
(13.5cm by 57cm)

