

BUYING FINE ART by Rupert Whyte

To the uninitiated, buying any fine art can be a daunting prospect. The aim here is to give you some information that will make buying easier. Motoring art is obviously a small, but specialized, part of the fine art market. However, there is considerable choice. Original pieces—paintings, drawings, sculpture, early prints; limited edition prints—lithographs, giclées and open edition prints. There is a wide choice of artists both past and present from Ernest Montaut, regarded as the pioneer of motoring art, through famous names such as Frederick Gordon Crosby, Brian de Grineau, Walter Gotschke, Carlo Demand, Peter Helck, Geo Ham and poster artists such as Falcucci to the leading contemporary artists of today, whose work we will look at here.

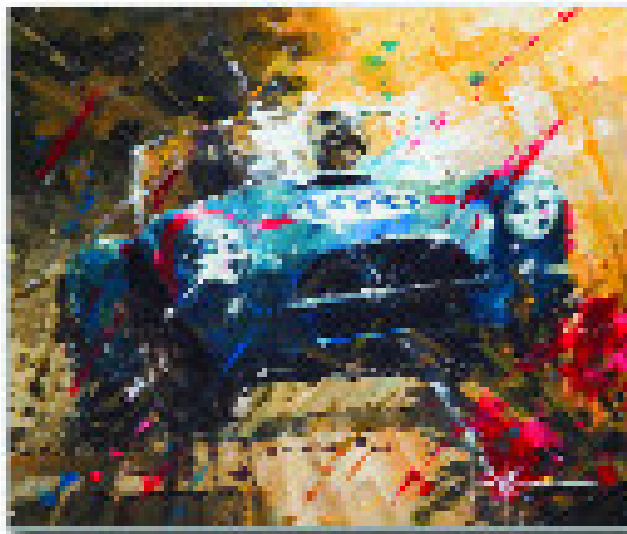
The primary reason for buying any original piece is that you like it. Unless you are an expert, don't try and buy as an investment; your piece may well increase in value and, if it does, all well and good. Secondly, you should know a little about what you are buying, about the artist. If necessary, take advice on what you are buying. Thirdly, always buy from a reputable dealer, gallery or from the artists themselves. These people can offer professional advice on your selection. If buying from an auction house, try and make the effort to go and view the piece and satisfy yourself that you are buying what you think you are buying. Take extreme care when buying work, especially unseen, from any other source.

Different styles from leading contemporary artists whose work should be considered for any collection are:

de la Maria, Alfredo—Large oils with incredible atmosphere and detail.

Fearnley, Alan—Oil paintings of classic motoring and racing scenes in a traditional and instantly recognizable style.

Ferrigno, Juan Carlos—Works in Oils; wonderful paintings that combine real speed with a vibrancy of color and detail.



"Snake Bite" 1964 by John Ketchell

Hearsey, Peter—Works in a range of mediums: Oil/Acrylic/Gouache/Pastels; Impressionist style. Peter's work has been commissioned for the Goodwood Festival of Speed posters since inception and is sought after throughout the world.

Ketchell, John—Acrylic on canvas: bold, vibrant and energetic; his paintings convey movement and power like few others can.

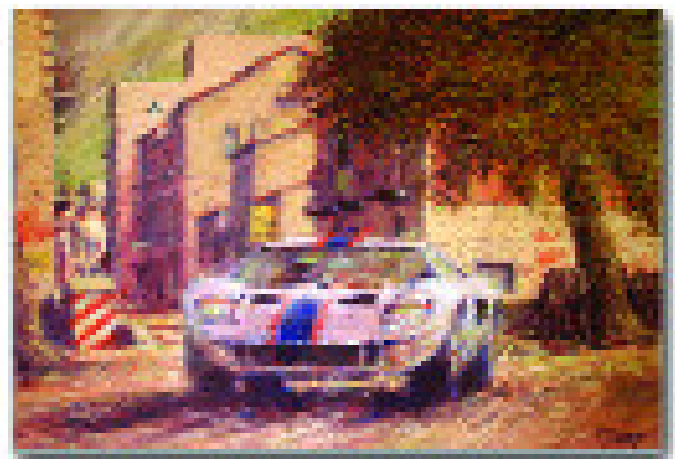
Lavictoire, Xavier—Produces some quite-detailed monochrome works in pastels.

Rowe, Barry—Acrylic on canvas; paints period themes usually from the 1920s and 1930s. His wonderful style was influenced by early railway poster art and the art deco period.

Turner, Graham—Automotive work is mostly in gouache, with larger works in oils; precise action images.



"Hotel Mirabeau" Monaco 1931 by Barry Rowe



"Targa Florio" 1967 by Peter Hearsey

Warwick, Craig—Unique style in a range of mediums, including oils and acrylics; the best montages and fabulous portraits of drivers.

When it comes to original art, most people will be buying with some kind of budget, so let's look at the above artists in terms of price:

Under \$1,000 (£500)—You can buy a small piece or study by John Ketchell, Peter Hearsey, Xavier Lavictoire or a pencil sketch by Craig Warwick.

Under \$4,000 (£2,000)—In this price range work from many of these artists is available. Gouache paintings by Graham Turner are usually under £2,000 (\$4,000) as are acrylics from John Ketchell and small oils by Peter Hearsey. Pastel work by Lavictoire starts at around £500 (\$1,000), and small study paintings by Barry Rowe at around £750 (\$1,500). Work by Juan Carlos Ferrigno is available from £850 (\$1,700).

Under \$10,000 (£5,000)—With the exception of Alfredo de la Maria, whose large oil paintings sell for over £20,000 (\$40,000), you can buy work from all of these artists with this kind of budget, although larger works may be more. For those not inclined or unable to spend large amounts of

money on original work, prints offer a pleasing alternative. Prices range from £30 to £250. There are basically two kinds of print: open and limited edition. With open editions the publisher or artist are free to produce as many prints as they want to, usually cheap and cheerful. A limited edition means just that: only a limited number are produced, often the lower the number, the more exclusive they become. Many print runs are now of 100 or less. Limited editions are usually signed and numbered personally by the artist. Some artists and publishers offer the possibility of a “*remarque*,” which is a small original sketch added to the bottom of the print that enhances both its appearance and value. As no two *remarques* are the same, the print becomes unique.

Prints seen on the market today are usually lithographs or *giclées*. This refers to the printing processes used. Lithography which, in its various forms, has been around for many years involves the use of printing plates. The *giclée* printing process involves spraying microscopic droplets of ink onto the medium, usually paper or canvas; this process is slow and more expensive but achieves fabulous depth of color and quality of printing not available from a lithograph. Go and explore the joys of motoring fine art.

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