

# PICTURETHIS

From 'Collecting Contemporary' by Adam Lindemann, Taschen, £16.99 (€ €12.99 plus €1.25 p&p, tel: 0870 428 4112)

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Art is about life; the art market is about money," said Damien Hirst, and well he might, given that *The Physical Impossibility of Death in the Mind of Someone Living* – the shark in formaldehyde – reached a staggering \$8.3 million (£4.5 million) at auction. Art-buying has gone global, nay, stellar, says Adam Lindemann, the author of *Collecting Contemporary*, a textbook that claims to be able to teach you everything you ever wanted to know about how to profit from pictures.

It begins with the basics of buying art on the primary and secondary markets, at auction, and at art fairs, and an overview of the world art scene and its social circles. Then the main body of the book brings together 40 tell-all interviews with the biggest players in the global art market. There are critics (Rimanelli), dealers (Boesky, Brunnet/Hackert, Coles, Deitch, Fortes, Gagosian, Gladstone, Glimcher, Hetzler, Lybke, Perrotin, Rosen, Shave, Wirth), consultants (Cortez, Fletcher,

Lucky lady: *Pink Panther*, 1988, porcelain, by Jeff Koons



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Heller, Segalot, Westreich), collectors (Brant, Broad, Habsburg, Joannou, Lambert, Lehmann, Lopez, Paz, Pinault, Rothschild Foundation, Saatchi), auction house experts (Cappellazzo, de Pury, Meyer), and museum curator/directors (Dennison, Eccles, Heiss, Lowry, Peyton-Jones).

The book is rounded off with a timeline of the most important annual auctions, exhibitions and fairs around the world, and a glossary of terms every art-savvy player should know.

Best of all, the text is illustrated with the work of the hottest artists in today's market, including Matthew Barney, Jean-Michel Basquiat, Damien Hirst, Mike Kelley, Martin Kippenberger, Jeff Koons, Takashi Murakami, Cindy Sherman and Andy Warhol, all of whom go some way towards defining the contemporary art market.

These elements add up to an invaluable collector's education (even Charles Saatchi had to start somewhere).

There's something for art fan, aficionado, and collector alike – all between the covers of one book.

Lucy Davies