



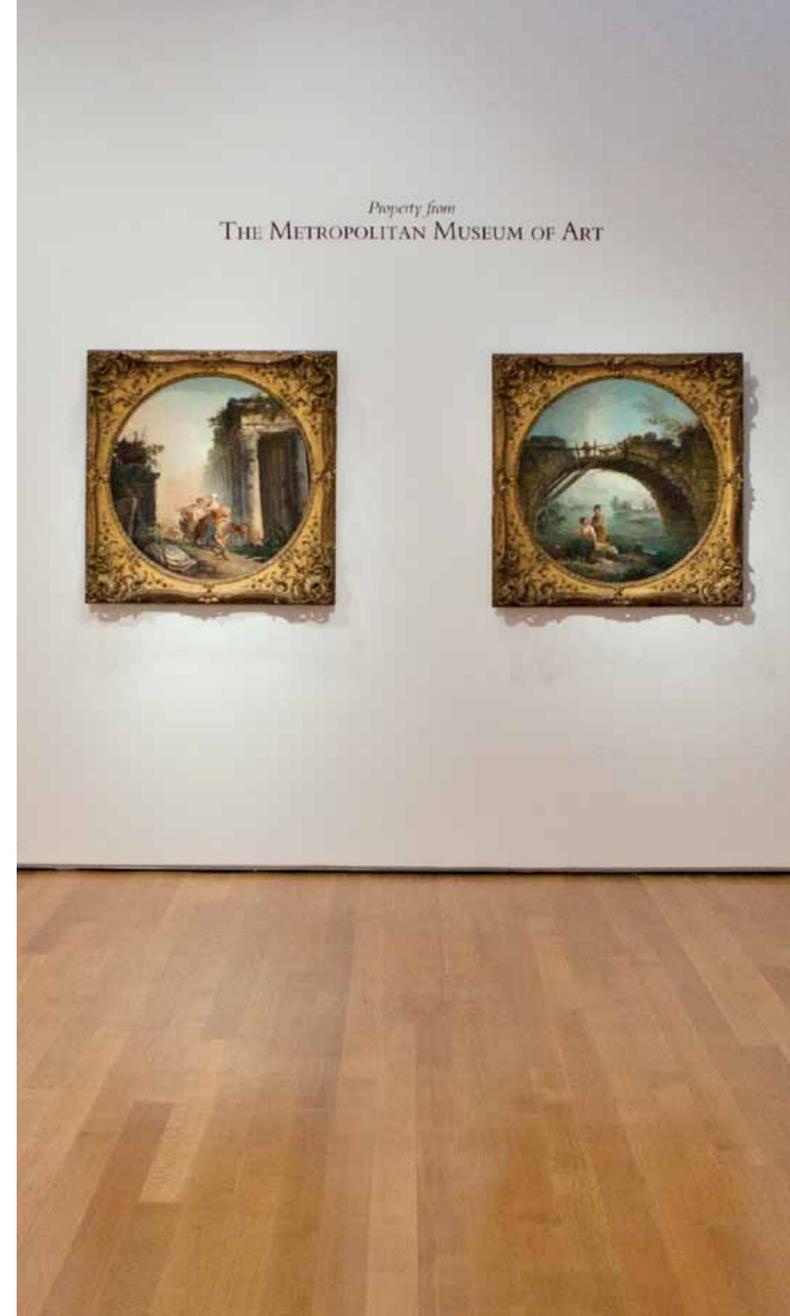
Christie's is dedicated to our work with museums and not-for-profit institutions, and has been since we became the first major auction house to open a department specifically devoted to these organizations over 30 years ago.

During my two decades with the department, I've had the privilege of collaborating with hundreds of museums and not-for-profit institutions of various sizes, including historical societies, libraries and universities. On the auction front, I've overseen sales of more than \$1 billion of deaccessioned artworks and facilitated institutional acquisitions totaling billions more. Museums' sales can be complex and, at times, controversial. We at Christie's understand this, and are deeply experienced in advising on communications and perceptions that may surround any sales. We have the skills and expertise to work with your staff—however experienced in such processes—to ensure a smooth and successful outcome for all.

But auctions are not the only service we offer to our institutional clients. Christie's partners each year with museums and not-for-profits on a variety of appraisals, educational programs, and special events. We help to source loans for museum exhibitions, provide catalogue subscriptions to curators so they can advise their patrons, and open doors for museum groups as they travel around the world. In short, we have positioned ourselves to be your "go-to" resource regardless of the scope or size of the project.

On behalf of my colleagues—both in New York and in London—we hope to be your partner. We are here to serve you!

Allison Whiting  
Director, Museum Services



## WHO WE ARE

Christie's has been a leader in working with museums and other not-for-profit institutions for over three decades.

We were the first auction house to create a department dedicated to serving these organizations' unique needs. Our experienced team partners with organizations large and small, from historical societies, libraries and universities to art museums—encyclopaedic or niche in scope. We handle projects of every size and subject matter, from single objects to large collections, from antiquities to historical manuscripts to contemporary art.

We have been honored to play a role in helping institutions shape their collections through the acquisition of artworks and are proud to partner with them to achieve exceptional results for their works offered at auction or through private sales. We are also committed to working with our institutional clients to cultivate their patron base through educational events and programming.

Select benefits of working with Christie's Museum Services department include:

### A Streamlined Process

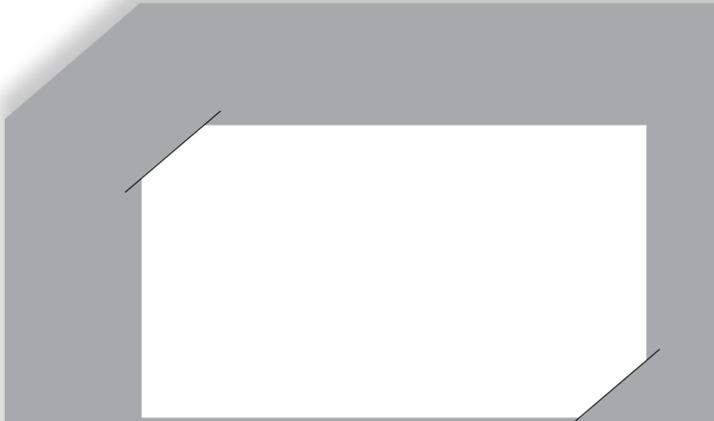
You have a single point of contact for all projects at Christie's.

### Tailored Consultations

Our dedicated team is well-versed in and knowledgeable about processes at institutions. We are sensitive to timelines, internal and external expectations, public perceptions, and other factors unique to institutions.

### Longevity of Our Team

Our team has over 40 years of combined experience in this field, and as such, is the most seasoned team in the auction business.





this side, from left to right:  
Property of Wayne State University Art Collection  
**Francis Newton Souza (1924–2002)**  
*Houses on a Green Hill*  
Estimate: \$150,000–200,000  
Price Realized: \$339,750  
Sold at Christie's New York, March 20, 2013  
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Masterpieces from New Guinea from the Jolika  
Collection at the Fine Arts Museums of San Francisco  
**A Ceremonial Roof Figure**  
Estimate: €750,000–1,000,000  
Price Realized: €2,505,500  
Sold at Christie's Paris, June 19, 2013

Property of the Cleveland Museum of Art  
**A Louis XV Ormolu-Mounted Amaranth,  
Tulipwood and Bois Satine Bureau Plat**  
Estimate: \$15,000–25,000  
Price Realized: \$42,500  
Sold at Christie's New York, November 29–30, 2012

Property of the Brooklyn Museum  
**Yves Klein (1928–1962)**  
*Accord Bleu (Sponge Relief)*  
Estimate: \$7,000,000–10,000,000  
Price Realized: \$7,586,500  
Sold at Christie's New York, November 14, 2012  
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Property from the Springfield Museums  
**A Fine and Rare Underglaze-Blue-Decorated,  
Yellow-Ground Incised Pear-Shaped Vase  
Qianlong Seal Mark in Underglaze Blue  
and of the Period (1736–1795)**  
Estimate: \$300,000–500,000  
Price Realized: \$3,819,750  
Sold at Christie's New York, March 21–22, 2013

opposite side, from left to right:  
Property of the University of New England  
in Portland and Biddeford, Maine  
**Irma Stern (1894–1966)**  
*The Flower Market, Cape Town (recto)*  
Estimate: £800,000–1,200,000  
Price Realized: £690,850  
Sold at Christie's London, June 20, 2012  
Art © Irma Stern Estate/DALRO, Johannesburg/VAGA, New York.

Property from the Metropolitan Museum of Art  
**Hubert Robert (PARIS 1733–1808)**  
*The Ruins; and The Old Bridge*  
Estimate: \$800,000–1,200,000  
Price Realized: \$1,874,500  
Sold at Christie's New York, June 6, 2012

Property from the New Jersey Historical Society  
**Buell, Abel (1742–1822)**  
*A New and Correct Map of the United States of North  
America Laid Down from the Latest Observations  
and Best Authorities Agreeable to the Peace of 1783.  
Humbly Inscribed to his Excellency the Governor and  
Company of the State of Connecticut By their Most  
Obedient and Very Humble Servant Abel Buell.*  
New Haven: Abel Buell, 1784.  
Estimate: \$500,000–700,000  
Price Realized: \$2,098,500  
Sold at Christie's New York, December 3, 2010

Property from the Huntington Library,  
Art Collections and Botanical Gardens  
**A Matched Pair of Bronze Busts of the Emperor  
Hadrian and the Capitoline Venus**  
Estimate: \$12,000–18,000  
Price Realized: \$387,750  
Sold at Christie's New York, June 7, 2013

## WHAT WE OFFER

We at Christie's recognize that every institution is unique. While our team always implements best practices honed over our decades-long history, we understand that the scope and goals of each project are singular and specific. Consequently, we craft solutions tailored to your particular needs, guiding you through the process every step of the way.



### APPRAISALS

We provide appraisals for a variety of purposes, including insurance, charitable donation, gift tax, and fair market value for financial planning. In addition, Christie's provides assistance to museums in the federal indemnity process. Typically, our Museum Services team handles approximately two dozen indemnification-related projects each year, with recent highlights including *Italian Futurism, 1909–1944* at the Solomon R. Guggenheim Museum, *Revealing the African Presence in Renaissance Europe* at The Walters Art Museum, *Wari: Lords of the Ancient Andes* at The Cleveland Museum of Art, and *Jasper Johns: Seeing with the Mind's Eye* at the San Francisco Museum of Modern Art.

### ASSISTANCE WITH SELLING

We are committed to presenting your artworks in the marketplace in order to maximize their potential, while at the same time working with museum officials to craft a clear message surrounding all selling activities. Our success is a direct result of our experience and expertise in bringing deaccessioned works to the market.

### ASSISTANCE WITH BUYING

Whether at auction or through private sale, our team can partner with you to ensure the acquisition process is as streamlined as possible. We keep museum "wish lists" so that we communicate to you directly and with generous advance notice when a particular work will be



appearing on the market. We have knowledge of artworks in collections throughout the world whose owners may be interested in selling privately to an institution if discreetly approached. We are also sensitive to timing issues unique to museums and institutions, and are pleased to facilitate extended payment packages, loans, and cash advances on a case-by-case basis.

### SPECIAL EVENTS

Christie's offers a broad spectrum of special events to suit your institution's individual needs. Our specialists regularly take part in lectures and symposia at museums and universities, and many of them also serve as charity auctioneers, helping to raise millions of dollars each year in support of various causes. We also partner on fundraising events at Christie's or at your institution, and host museum board meetings in our galleries and boardrooms. We frequently host museum

groups for exclusive tours, work with museum staff to create events for our top clients, and secure access to private collections for exclusive tours.

### CATALOGUE SUBSCRIPTIONS

Our beautifully illustrated, exceptionally well-researched sale catalogues can serve as useful reference materials, providing scholarly information for upcoming exhibitions or for use as a guide to future acquisitions. Our team can arrange complimentary catalogue subscriptions for the collecting categories of your choice.

### FACILITATING LOAN REQUESTS

Christie's maintains an unparalleled network of top collectors around the world with whom we have fostered strong relationships. We are pleased to use this position to match institutions seeking works for upcoming exhibitions with collectors who are interested in placing their art on view for public enrichment and enjoyment.



## EXCEPTIONAL WORKS, EXTRAORDINARY RESULTS

Over the course of our history, we have partnered with a wide array of institutions, assisting with both the acquisition and deaccessioning of artworks. Since 2008, we have found buyers for 93% of the lots offered on behalf of institutions.

### A RENOWNED NETWORK OF INSTITUTIONS

In recent years, we have partnered with over 300 museums and other not-for-profits who chose Christie's to sell over 7,000 works from their collections.

#### A select listing of institutions includes:

- Art Institute of Chicago
- Brooklyn Museum
- Cleveland Museum of Art
- Columbus Museum of Art
- Corcoran Gallery of Art
- Fine Arts Museums of San Francisco
- Frances Lehman Loeb Art Center, Vassar College
- Georgia O'Keeffe Museum
- Harvard Art Museums
- Huntington Library, Art Collections and Botanical Gardens
- Los Angeles County Museum of Art
- Metropolitan Museum of Art
- Museum of Fine Arts, Boston
- Museum of Fine Arts, Houston
- Museum of Modern Art
- Philadelphia Museum of Art
- San Francisco Museum of Modern Art
- Seattle Art Museum
- Speed Art Museum
- Toledo Museum of Art



## CONNECT WITH US

Please do not hesitate to contact us to learn more about how our services can be tailored to suit your institution's needs.

CONTACT  
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+1 212 636 2620

## MUSEUM SERVICES

CHRISTIE'S