

INTERNATIONAL ASSOCIATION OF DEALERS IN ANCIENT ART

COLLECTORS AND DEALERS

an old tradition

preparing for transparency

by

Vincent Geerling

the topics of my contribution

- Fake figures and stories without provenance
- Financing terror: Fact or fiction?
- Protecting the sites, educating the population.
- Some history, invoices and export licences from the past
- The source of our objects and the problem of provenance
- UNESCO 1970 and the founding of IADAA
- Future transparency of the legitimate trade



Fake figures

Quoting newspapers:

The size of the illegal market is:

2 – 3 billion \$



Fake figures

Quoting newspapers:

The size of the illegal market is:

2 – 3 billion \$

6 – 8 billion \$



Fake figures

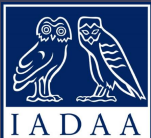
Quoting newspapers:

The size of the illegal market is:

2 – 3 billion \$

6 – 8 billion \$

7 – 15 billion \$



IADAA research shows the size of the
legitimate ancient art market*
to be

Euro 150 – 200 million per year

Achieving this figure is only possible with objects that have provenance and are presented in elegant galleries, glossy catalogues and expensive art fairs.

How could anyone ever believe that the illegal market is

10 to 40 times as big

as the legitimate one??

* Excluding low value internet sales



INTERNATIONAL ASSOCIATION OF DEALERS IN ANCIENT ART

Financing terror ???



Recovered artifacts at the National Museum of Iraq in Baghdad [©Reuters](#)

During the past two years, IADAA has checked several times with every member to ask if anything from the troubled areas had been offered, and they reported back;
not a single dodgy Syrian or Iraqi object had been offered to any of our members .



Dealer in Ancient Art, Naples 18th century



The Egyptian Museum in Cairo, room 91, “the sale room” , one of the 120 licensed dealers



Complete invoice with licence

Antiquity Dealer Licence No. 116

Egyptian Antiquities over 100 years old

Packed in one wooden crate

Tax / permit stamp



INTERNATIONAL ASSOCIATION OF DEALERS IN ANCIENT ART

فاروق فرج عبد الرحيم الشاعر
تاجر آثار برخصة رقم ١١٦
F. FARAG ABDEL RAHIM EL CHAER
Antiquity Dealer Licence No. 116

٣ شارع الجمهورية - القاهرة - تليفون ٩٠٤٨٤٦ - ١٤٣٩٢ ت.س. ٢٤٢٥ م.س. ١٤٣٩٢ - ع.ر. ١٤٢٣٩٢ - C.R. 142392 - Tel. 904846 - Gom. St. Cairo A.R.E.

القاهرة في 22nd, August 1972

M. r. Jean Louis Demarco, 11 Rue des Beaux Arts, Paris 6, France. / السيد

العدد No.	مبلغ Amount	ملاحظات Remarks
	FF.4900,00	Egyptian Antiquities over 100 years old
	F. O. D.	Four thousand nine hundred French Francs
		FRIGHT PAYABLE AT DESTINATION
		Packed in one wooden case marked J.L. DOMARCO Paris and shipped to Marseilles on 17th, inst. per s.s. ESPERIA under bill of lading No. 2
		FARAG FARAG ABDEL RAHIM EL CHAER
		فاروق فرج عبد الرحيم الشاعر تاجر آثار برخصة رقم ١١٦ ٣ شارع الجمهورية - القاهرة ت.س. ١٤٣٩٢ - م.س. ٢٤٢٥

Invoice with licence from Beirut



AS FAR BROTHERS

MEMBER OF THE LEBANESE ANTIQUE DEALERS ASSOCIATION
MEMBER OF THE AMERICAN NUMISMATIC SOCIETY

ANTIQUITIES
COINS
CARPETS

Mr. Gunter Puhze ,
78 Freiburg -
Kartausenstr. 134 -
West Germany -

Invoice of Merchandise - Antiquities - Pcs. Oct. 1st. 1974 -

No	Description	1st. / 3rd. Cent.	A D	Pcs.	Price	Total
1	Roman Glass	1st. / 3rd. Cent.	A D	5	at 50 = L.L.	250
2	"	"	"	5	at 50 =	250
3	"	"	"	4	at 35 =	140
4	"	"	"	2	at 30 =	60
5	"	"	"	6	at 15 =	90
6	"	"	"	4	at 60 =	240
7	"	"	"	1		125
8	"	"	"	1		125
9	"	"	"	1		125
10	"	"	"	1		100
11	"	"	"	1		200
12	"	"	"	1		250
13	"	"	"	1		150
14	"	"	"	1		75
15	"	"	"	1		50
16	"	"	"	1		100
17	"	"	"	1		100
18	"	"	"	1		250
19	"	"	"	2	at 125 =	250
20	"	"	"	1		350
21	"	"	"	1		3000
22	"	"	"	1		2000
23	" beads	"	"	31	at	150
24	Bronze animal	"	"	1		100
25	" key	"	"	1		25
26	" bracelet	"	"	1		25
27	" pin	"	"	1		20
28	" pin	"	"	1		25
29	" foot	"	"	1		10
30	" cross	"	"	1		150
31	" bird	"	"	1		100

HERS

HERS brought over L.L. 23687.

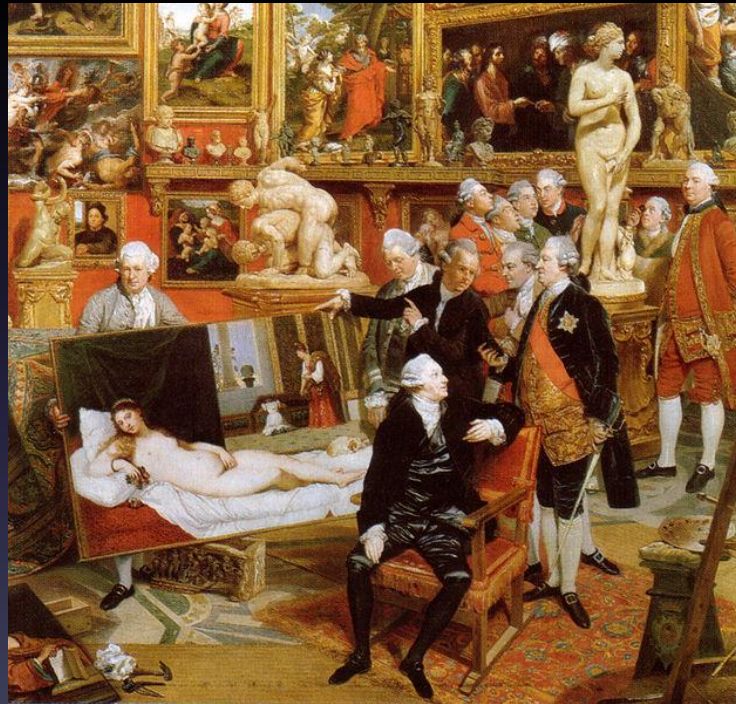
1st. / 3rd. Cent.	A D	600
" 3rd. "	A D	650
" " "	"	300
" " "	"	700
" " "	"	350
" " "	"	200
" " "	"	200
" " "	" annulette -	20
otta small bowl - 3rd.	A D	150
" necklace		700
ent coins in bronze and silver		1317
tine - pieces	145 -	
ent coins - Roman & Byzantine -		
pieces	at L.L. 2 =	1360
and Phoenecian beads - assorted -		
pieces	at L.L. 5 =	750
Total L.L.		30984.

and Nine Hundred Eighty Four Lebanese Pounds -

and that all the above mentioned pieces are all
pieces of the stated periods - and to the best of our
belief, they are over 1000 years of age -

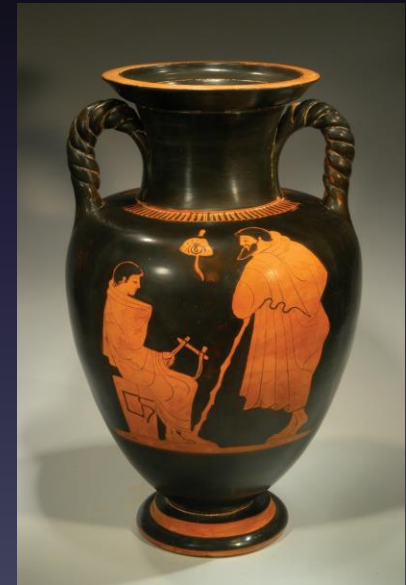


Hundreds of thousands of objects in private collections today are the source for the legitimate trade.



INTERNATIONAL ASSOCIATION OF DEALERS IN ANCIENT ART

Inherited cultural property



UNESCO 1970; number and Year of Acceptance or Ratification for major art market countries

Nr.
50 United States of America 1983 Acceptance

Founding of the IADAA 1993 before major art markets

85 France 1997 Ratification

95 United Kingdom 2002 Acceptance

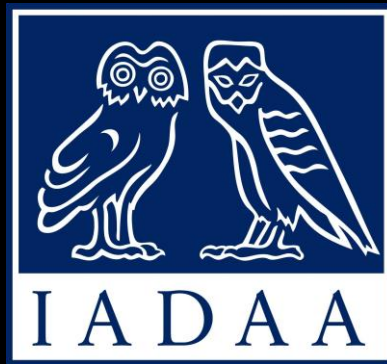
102 Switzerland 2003 Acceptance

115 Germany 2007 Ratification

118 Netherlands 2009 Acceptance

As the UNESCO convention is not self executing, it becomes valid in the year of ratification or acceptance and can **NOT be retroactive back to 1970.**



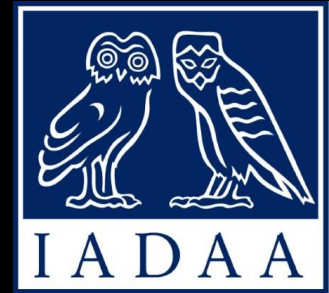


INTERNATIONAL ORGANISATION OF DEALERS IN ANCIENT ART

- Dealing in Classical, Egyptian and Near Eastern antiquities
- Code of ethics
- Due diligence guidelines
- Search of objects < 5.000 with Art Loss Register (including INTERPOL database) obliged



The IADAA Archive



- Database of all newly acquired objects over € 3.000
- First searched by the Art Loss Register
- Pictures, description and provenance information.
- Login and password for ALL interested parties
- Authorities in source countries will be notified of new entries
- Recovering stolen objects not known by INTERPOL or ALR
- Claims should be based on UNESCO 1970 or EU 2014/60



Lets all work together

- The trade is as horrified by the destruction and iconoclasm as anyone else and we share a common cause in wishing to defeat it.
- The trade has more incentive than anyone else to stop the crooks because of the damage they risk causing the reputation of the legitimate trade.
- **We will not find a workable solution unless all parties to the debate work together, including the trade.**

