
From: Richard Kahn <[REDACTED]>
Sent: Monday, April 24, 2017 9:39 PM
To: jeffrey E.
Subject: Fwd: Giacometti - Sothebys

Richard Kahn
HBRK Associates Inc.
575 Lexington Avenue 4th Floor
New York, NY 10022
tel = [REDACTED]
fax [REDACTED]
cell = [REDACTED]

Begin forwarded message:

From: Heather Gray <[REDACTED]>
Subject: FW: Giacometti - question from Leon
Date: April 24, 2017 at 2:59:12 PM EDT
To: Richard Kahn <[REDACTED]>

FYI, Sotheby's response to the questions.

From: Appellazzo, Amy [mailto:[REDACTED]]
Sent: Monday, April 24, 2017 2:44 PM
To: Heather Gray <[REDACTED]>
Subject: Re: Giacometti - question from Leon

Dear Heather:

We are very happy to offer this work the back cover of either the main catalogue or the mini book-- whichever Leon prefers. The main catalogue allows a more impactful image, but on the other hand, the mini book is often carried around more by clients. I might say the main catalogue in this case is larger and will permit a more detailed image, but his choice!

As for a separate marketing catalogue or what we call a single object catalogue-- we are very happy to do this as well. Even more critical is that we present it digitally as well as in print, which we will surely do.

If we do these marketing items, do we have the consignment?

All best,

=

Amy

Amy Cappellazzo | Sotheby's

Chairman, Fine Art Division

T: [REDACTED] <tel:[REDACTED]>

C: [REDACTED] <tel:[REDACTED]>

1334 York Avenue, New York, NY 10021

[REDACTED]

On Apr 24, 2017, at 1:29 PM, Heather Gray <[REDACTED]> wrote:

Hi Amy,

I just spoke with Leon and he would like to know if Sotheby's would be willing to either (i) illustrate the Giacometti on the front cover or back cover of the Impressionist & Modern Art Evening Sale catalogue for June in London, or (ii) create a separate marketing book for it "like you do for everyone else" (his quote, not mine).

Best,

Heather

From: =appellazzo, Amy [mailto:[REDACTED]]
Sent: Monday, April 24, 2017 9:27 AM
To: Heather Gray <[REDACTED]>
Subject: Fwd: Giacometti

Hi Heather-

See below-- I sent this to Leon =riday afternoon. I understand he had a procedure late in the afternoon
=nd I hope he is feeling well.

See =ou later today!

Amy Cappellazzo | Sotheby's

Chairman, Fine Art Division

T: [REDACTED] <tel:[REDACTED]>

C: [REDACTED] <tel:[REDACTED]>

1334 York Avenue, New York, NY =0021

[REDACTED]

Begin forwarded message:

From: "Weaver, Cecilia" <Cecilia.Weaver@sothebys.com>
Date: April 24, 2017 at 9:22:54 AM EDT
To: "Cappellazzo, Amy" <[REDACTED]>
Subject: FW: Giacometti

From: Cappellazzo, Amy
Sent: Friday, April 21, 2017 3:51 PM
To: '[REDACTED]' <mailto:[REDACTED]>'
Subject: Giacometti

Dear Leon,

I am happy to say I was able to improve our offer a little bit, if not to the level you had hoped.

Our best and final offer is a guarantee of \$18,750,000 with an 80/20 split in your favor. Estimate will be £15-25M (assuming pound conversion does not change significantly).

We are massively enthusiastic and eager for this work for the June London Sale. It will be on exhibition here in New York during our May Sale exhibition to take advantage of the collecting audience in town. Please find attached the full marketing plan for this work.

Please let me know as soon as you have decided. We would like to have a decision by Monday morning at the latest, as there are many deals in play at the moment.

It would be amazing to offer this work in London in June alongside the Giacometti show at the Tate Modern- I am hopeful we can work together on the sale of this outstanding object. I am reachable on my cell all weekend.

Warm regards,

Amy

Amy Cappellazzo | Sotheby's

Chairman, Fine Art Division

T: [REDACTED]

C: [REDACTED]

1334 York Avenue, New York, NY 10021

[REDACTED]

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www.sothebys.com <<http://www.sothebys.com/>>

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