

Hot Commodities: Latin American Logistical Insights

Increasing Exchange with
Latin American Museums,
Galleries and Private Collections



To begin this discussion we would like to start with a quick informal poll of participants:

- Who works for an institution that has shipped work to Latin America



Phone booth outside of Museu da Imagem e do Som de São Paulo, Brazil (MIS)



Who has never shipped to Latin America, but expects to do so fairly soon?

Museo Jumex, Mexico City

Who has travelled to Latin America as a courier?



Minimal bracing on truck in the Dominican Republic

Where?

- Argentina?
- Brazil?
- Chile?
- Colombia?
- Mexico?
- Peru?



In one word – how would you describe your overall experience?



Museo de Arte Popular, Mexico City



*Espacio de Arte Contemporaneo, Montevideo,
Uruguay – inside a former prison*

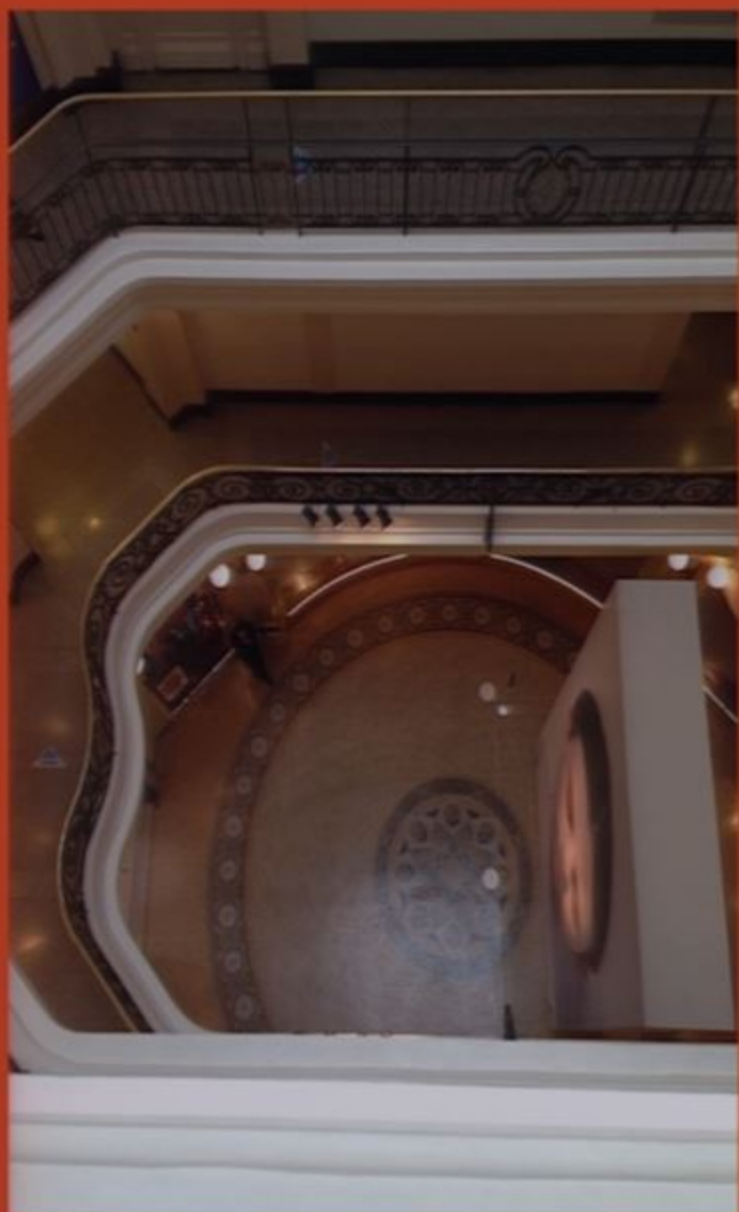
Did you expect that the trip was going to be complicated prior to your departure?

Misconceptions

- Lack of resources or sophistication among museums, collections and galleries
- Impossible customs and bureaucracy
- Agents without understanding of US museum and collection specifications
- Trucking or packing needs that cannot be met



Casa Daros, Rio de Janeiro, Brazil



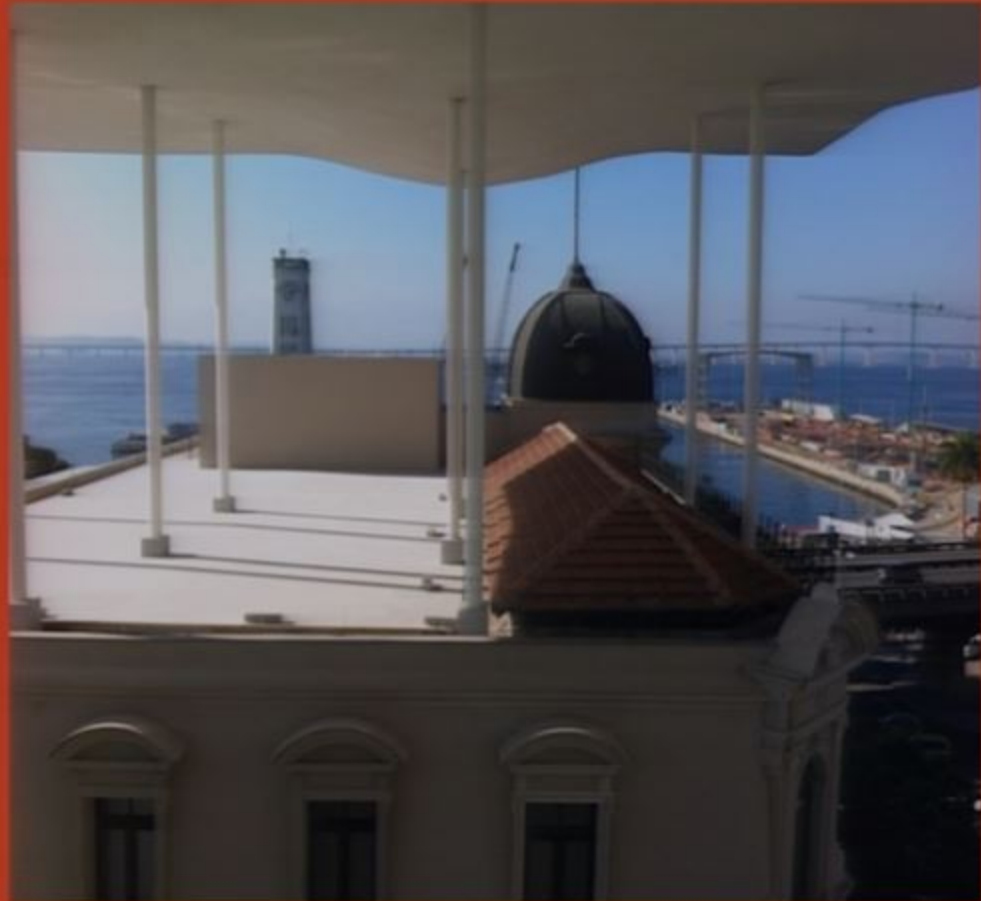
Challenges/Problems

- Miscommunication
- Not allowing enough time to negotiate loans or export license requirements
- Change of ownership, packing or framed/unframed issues
- Different ways in which exhibitions are organized (i.e. outside producers or corporate entities organizing public exhibitions)
- Lack of funding among growing museum opportunities

Centro Cultural Banco do Brasil, Sao Paulo

Cultural Exchange and Market Growth

- New museums and sophisticated collections are appearing on a regular basis.
- In advance of the 2016 Olympics in Rio de Janeiro, many new museums are opening in Brazil.
- New museums across Latin America promise to add to the venues and opportunities for cultural exchange with Latin America.
- Increased visibility of Latin America has led to new partnerships with US museums and a desire for exhibitions in the US.



Museu de Arte do Rio, Rio de Janeiro, Brazil

A Selection of Major Recent Exhibitions of Latin American Art in the US

- "Lygia Clark" at MoMA
- "Behind Closed Doors: Art in the Spanish American Home, 1492-1898" at the Brooklyn Museum, New Orleans Museum of Art, Ringling Museum, and the Albuquerque Museum
- "Latin America in Construction: Architecture 1955-1980" at MoMA
- "Contested Visions in the Spanish Colonial World" at LACMA
- "Fangs, Feathers, and Fins: Sacred Creatures in Ancient American Art" at the MFA Houston
- "Impressionism and the Caribbean: Francisco Oller and His Transatlantic World" at the Brooklyn Museum
- "Tesoros/Treasures/Tesouros: The Arts in Latin America, 1492-1820" at the Philadelphia Museum of Art



*Santuário do Bom Jesus do Matosinhos,
Congonhas, Brazil*

Commercial Art Activity

- Art Fairs have grown quickly in Latin America especially in Rio de Janeiro, São Paulo, and Mexico City
- These events often represent the best time for Brazilian collectors to purchase artwork with favorable VAT rates for imported artwork
- Galleries can also sell by catalogue and ship during a broad window before and after the fair
- In addition to new and larger fairs in Latin America, galleries from Latin America are showing at other international fairs such as Art Basel, Frieze, etc.



SP Arte 2015, Parque Ibirapuera, São Paulo, Brazil



Foam insulation being checked for contraband by Dominican Republic customs (with knife)

Ways your agent and customs brokers can help:

- Selecting qualified partners in Latin America (local agents)
- Understanding preferences and needs of museums and other collections
- Familiarity with local customs and bureaucracy issues on a country by country basis
- Developing timelines to avoid delays
- Knowing crating and packing options and ways in which specifications can be met or improved depending on local abilities and needs



With advanced planning and knowledge, the experience can be made easier to avoid surprises like this.

At this point, we would like to open the floor to discussion and any questions you may have regarding shipments or cultural exchange with Latin America.



Kusama installation, Inhotim, Brazil