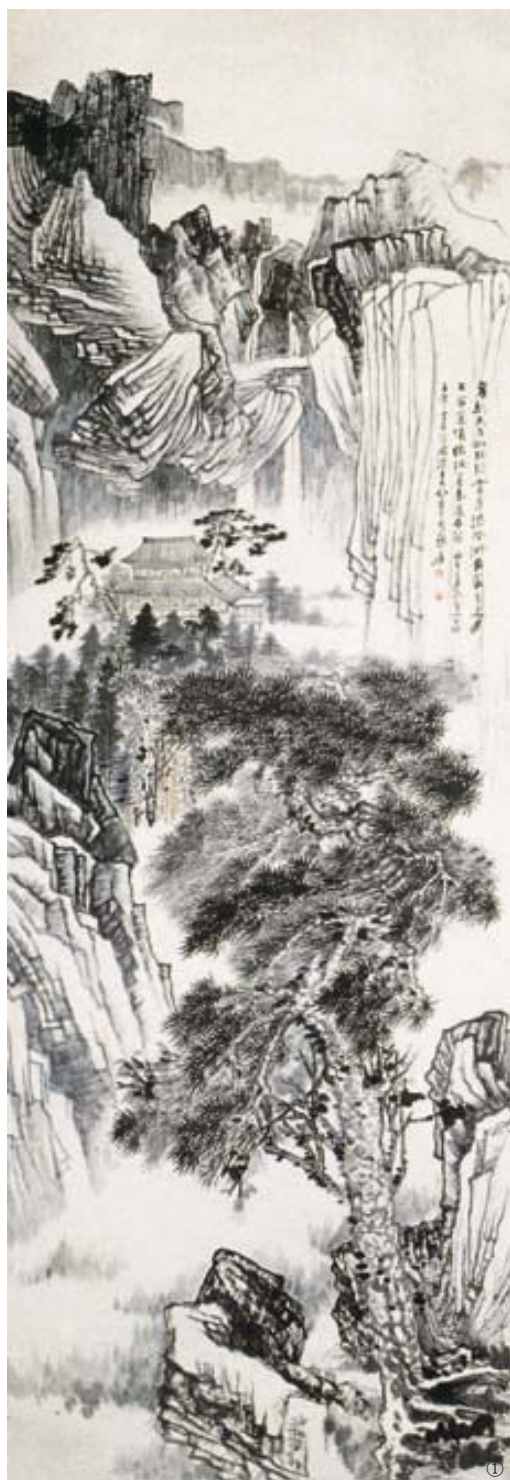


- ①張大千 石梁飛瀑 成交價：RMB 2,090,000
- ②靳尚誼 人體 成交價：RMB 330,000
- ③李苦禪 松鷹圖 成交價：RMB 143,000
- ④張大千 臨黃鶴山樵澗峰書舍圖 成交價：RMB 440,000
- ⑤劉海粟 黃山松雲 成交價：RMB 121,000
- ⑥謝稚柳 峨嵋深秋 成交價：RMB 46,200
- ⑦程十髮 屈原橘頌 成交價：RMB 93,500
- ⑧關山月 紅梅 成交價：RMB 63,800

- ①Zhang Daqian WATERFALL AND MOUNTAIN
Price: RMB 2,090,000
- ②Jin Shangyi NUDE
Price: RMB 330,000
- ③Li Kuchan EAGLE AND PINE TREES Price: RMB 143,000
- ④Zhang Daqian A MODEL OF YUAN DYNASTY WANG
MENG'S LANDSCAPE
Price: RMB 440,000
- ⑤Liu Haisu PINE TREE IN MT. HUANG Price: RMB 121,000
- ⑥Xie Zhiliu MT. ERMEI IN LATE AUTUMN
Price: RMB 46,200
- ⑦Cheng Shifa QU YUAN AND ODE TO TANGERINE
Price: RMB 93,500
- ⑧Guan Shanyue RED PLUM BLOSSOM Price: RMB 63,800



painting works came to a successful end. The total volume of transactions hit 12.27 million yuan, the best results ever recorded at home at that time. Qi Baishi's *Eagle and Pine Tree* was transacted at the stunning price of 1.76 million yuan. Zhang Daqian's *Waterfall and Mountain* changed hands even at a skyrocketing price of 2.09 million yuan. At that moment, China Guardian knew only that the latter created the highest domestic auction price of Chinese calligraphy and painting works. However, it did not know that 1.76 million yuan was the world record price for any single painting by the Chinese master painter Qi Bashi at the time.

The first special auction of Chinese oil paintings was highly appraised by the mass media overseas as an "important milestone in the history of Chinese oil painting auctions," "granting China the right to speak and comment on oil painting markets." The transaction rate of 70% and the total volume of transaction of 1.96 million yuan are no astonishing figures at present, but it was no easy thing to achieve them at that time. Many people, including some commentators and artists themselves, considered that no buyer's markets existed in the Chinese mainland. As Gao Yuan recalled, when the auction was over, she was overwhelmed with mixed feelings. She could not help weeping with joy.

The success of the first auction became what Chen Dongsheng claimed as the third greatest excitement in his lifetime. At the moment when the auction came to an end, the China Guardian colleagues gathered for a drink in celebration. Most of them got intoxicated. They could never forget the occasion all their lives.

Chen Dongsheng attributed the tremendous success of the first auction, first of all, to the all out support of the collectors overseas, and secondly, to the active participation of a number of highly cultured and elite entrepreneurs



應，紛紛到場助興。全國人大副委員長田紀雲、王光英，全國政協副主席趙樸初等許多領導人，也都親自出席了嘉德首次拍賣會的預展。

回憶起1994年3月27日的首次拍賣會，胡妍妍稱之為“永遠難忘的一天”。因為準備好首場拍賣的前期工作后，她不得不回家開始迎接兒子的誕生。所以，拍賣當天無法來到現場一睹傾注自己許多心血的另一個“成果”，實在是遺憾難耐。於是，委托丈夫來到拍賣現場計算機控制臺旁，邊做筆記邊向家裏電話轉播拍賣實況，一時傳為佳話。

1997年入盟嘉德的郭彤，在談及嘉德首場拍賣會時說，1994年3月27日那天，她是花了一百元錢買的門票，由于觀摩人數太多，險些沒能進場。據寇勤回憶，由于考慮到被邀請的客人不可能全部如約出席，所以嘉德事先發出的拍賣會請柬數量多于現場座位。沒想到，拍賣會未及開場，長城飯店二樓大廳早已是人頭攢動，座無虛席，但手持請柬和門票的人流依舊紛紛要求進場。最后是北京市公安局的執勤警官不得不出面限制人流。

觀眾情緒熱烈，場內買家火爆。第一件拍品是吳熙曾的《漁樂圖》，隨着拍賣師高德明起價，手持一號競投牌的香港著名收藏家張宗憲站起身來說道：今天是嘉德首拍，一拍就發，我出一萬八！場面頓時活躍。人們開始陸續加價，張宗憲先生志在必得，相繼報出“兩萬八”、“三萬八”、“四萬



at home. Therefore, up till now he is thankful to Tian Yuan, Lu Jian, Mao Zhenhua, Zeng Wentao, Zhao Kai and other young entrepreneurs for their enthusiastic supports.

During the first auction of China Guardian, the Central Television Overseas News Center shot a special TV film on the spot entitled "The Ins and Outs of the Auction," which recorded in details all the exciting moments mentioned above. The Beijing Television Good Morning, Beijing Program shot and edited a special TV film overnight, immediately after the end of the auction, and broadcast it the next morning, arousing warm reactions. In its Focus special report on the auction, the CCTV Oriental Horizon even inferred bravely: "It can be predicted that from





八”……最后以八萬八千元成交。鑒定大師徐邦達先生親自上臺，為嘉德敲響了歷史性的第一槌。張宗憲先生亦喜得頭彩，贏得場上一片掌聲。

經過激烈競投，中國書畫專場圓滿落下帷幕，總成交1227萬元，創當時國內最好成績。齊白石《松鷹圖》以令人矚目的176萬元成交，張大千《石梁飛瀑》更以209萬元的天價易手。當時，嘉德僅明白后者創造了中國書畫作品拍賣的國內最高價。殊不知，176萬元成交的《松鷹圖》，已是當時齊白石作品拍賣的世界紀錄。

首次中國油畫拍賣專場被海外媒體稱之為“中國油畫拍賣史上的重要里程碑”，“讓中國有了詮釋油畫市場的發言權”，評價甚高。70%的成交率、196萬元的總成交額，現在看起來不是一個令人驚奇的數字，但在當時，許多人包括一些評論家和藝術家本人都認為中國大陸還不存在油畫買方市場的情況下，當屬不易。高園回憶，拍賣結束後真是百感交集，她自己禁不住喜極而泣。

首場拍賣的成功，成為陳東升自稱其人生最激動的第三個時刻。拍賣場曲終人散時分，嘉德同仁舉杯同慶，多人大醉，終身不得忘懷。

陳東升分析，首場拍賣之所以獲得極大成功，一是海外藏家的鼎力支持所至，二是國內一批有文化、有品位的企業家們積極參與的結果。所以，他至今仍時常感謝當初田源、盧建、毛振華、曾文濤、趙鐸等年輕企業家們的熱心支持。

now on, Beijing will become one of the tripartite transaction centers of Chinese cultural relics and artistic works, the other two being New York and Hong Kong region!"

In 2003, Economic Daily featured a commemorative article by Kou Qin. In a passage, he

wrote: "Ten years ago, there were two latent seller's markets for cultural relics and artistic works: One was the traditional-mode state-owned cultural relics management organs; the other was the folk collectors that had gone through all sufferings from the



'Cultural Revolution'. The former was not very familiar to the 'open, fair and just' and 'to highest-price offerer' new regulation peculiar to auctions, but they were anxious to reverse the enterprise predicament resulting from the old institutions through new selling channels. The latter remained perturbed and had not yet completely calmed down, but they were anxious to get cash to rid themselves of poverty..... Opposite to the entrusting parties, among the bidders, few professional and mature collectors in the real sense remained in the mainland,

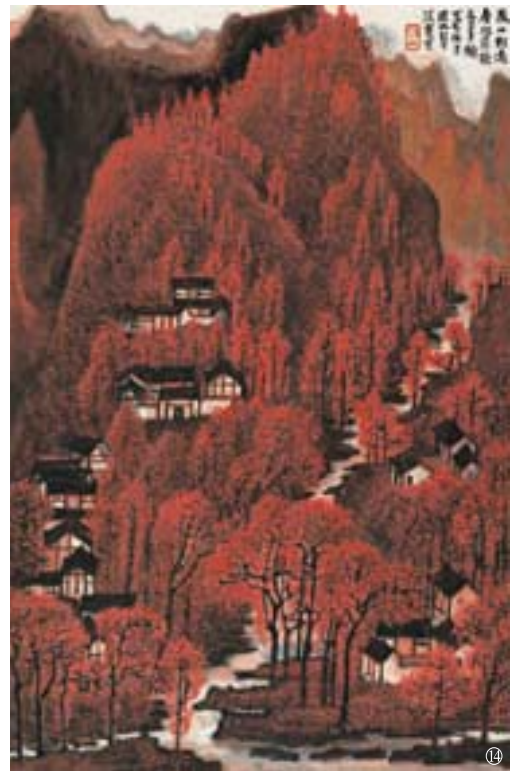


- ① 田源
- ② 盧建
- ③ 拍賣會現場
- ④ 拍賣會現場
- ⑤ 黃永玉與王雁南
- ⑥ 左起：姜斐德、啓功、王連起、黃君實、傅嘉年、拓曉堂、寇勤
- ⑦ 左起：高園、滕芳、蕭淑芳、胡妍妍
- ⑧ 王雁南拜訪亞明(前排坐者)
- ⑨ 左起：王雁南、辛冠潔、陳東升
- ⑩ 吳祖光
- ⑪ 左起：寇勤、陳東升、鄒佩珠、楊延文、胡妍妍
- ⑫ 左起：樂靜莉、肖燕翼、胡妍妍
- ⑬ 吳作人 芍藥花 成交價：RMB 198,000
- ⑭ 李可染 萬山紅遍 成交價：RMB 4,070,000

嘉德首場拍賣會期間，中央電視臺海外新聞中心現場拍攝了一部名為《拍賣臺前幕后》的專題片，詳細記錄了上述激動人心的時時刻刻。北京電視臺的《北京，您早》欄目，則在拍賣結束後連夜編輯制作出一個專題片，于拍賣結束次日早上播出，引起熱烈反響。中央電視臺《東方時空》更在為此次拍賣會制作的“焦點時刻”專題報道中大膽推論：可以預言，從此北京將成為與紐約、香港三足鼎立的中國文物藝術品交易中心！

2003年，《經濟日報》曾刊載過寇勤的一篇回憶文字，其中一段寫道：“十年前，潛在的文物藝術品賣方市場大體有二，一是傳統模式的國有文物經營機構，二是歷盡‘文革’劫難的民間收藏群體。前者雖不太熟悉拍賣所特有的‘公開、公平、公正’和‘價高者得’的新規則，但他們急需通過新的銷售渠道，盡快扭轉舊體制造成的企業困境；后者雖是驚魂未定、余悸未消，但他們急于入市變現、擺脫貧困……。與委托方相對應，當年的競買人群中，除了來自海外的客人，內地真正意義上的專業而成熟的收藏家也已經不多了，而在文物圈內并不算內行的年輕企業家們成為了競買主體。他們以其自身的敏銳嗅覺，率先

- ① Tian Yan
- ② Lu Jian
- ③ The scene of auction
- ④ The scene of auction
- ⑤ Wong Wing Yuk and Wang Yannan
- ⑥ From left: Alfreda Murck, Qi Gong, Wang Lianqi, Kwan S. Wong, Fu Xinian, Tuo Xiaotang and Kou Qin
- ⑦ From left: Gao Yuan, Teng Fang, Xiao Shufang and Hu Yanyan
- ⑧ Wang Yannan visits Ya Ming (front row)
- ⑨ From left: Wang Yannan, Xin Guanjie and Chen Dongsheng
- ⑩ Wu Zuguang
- ⑪ From left: Kou Qin, Chen Dongsheng, Zou Peizhu, Yang Yanwen and Hu Yanyan
- ⑫ From left: Luan Jingli, Xiao Yanyi and Hu Yanyan
- ⑬ Wu Zuoren CHINESE HERBACEOUS PEONY
Price: RMB 198,000
- ⑭ Li Keran THOUSANDS OF MOUNTAIN IN RED
Price: RMB 4,070,000



except for some customers coming from overseas. Thus, young entrepreneurs who could by no means be counted as insiders in the cultural relic circles became the main body of the contest bidders. With acumen and sensitivity, they took the lead in upholding the competitive





高舉競投號牌，在社會上掀起了一股強烈的拍賣旋風。保值增值、投資多元化等，成為入市的最大影響力和推動力。這些‘外行’的主角兒們，不僅在拍賣場上贏得了頭彩，客觀上也為國內文物藝術品拍賣市場的立足和前期發展鋪墊了基石。”這算得上是對於當時國內文物藝術品拍賣市場真實面貌的一個客觀回顧。

bidding placard and whipped up a strong whirlwind of auction in the society. Value preservation and addition, investment diversity became the most influential force to push market listing. These laymen playing the main role not only won the first prize in the auction scene, but also won a foothold for the domestic cultural relics and artistic works auction market and laid a cornerstone for its early stage development." This could be considered as an objective review of the true features of the domestic cultural relics and artistic works auction market at that time.



乘勝前進 站穩腳跟

常有記者在採訪時提出同一個問題，那就是

ADVANCE UNDER THE IMPACT OF VICTORY AND TAKE A STRONG FOOTHOLD

In interviews reporters often raised one and the same question: Which important crucial periods has China Guardian gone through in its development? To this question, Wang Yannan would reply: In the last decade, China Guardian experienced three important periods of development. The first was the successful salvo of the first auction on March 27, 1993. The



- ① 鑒定專家新春座談會
- ② 劉九庵(右二)參觀預展
- ③ 蘇庚春(左二)參觀預展
- ④ 孫軼青(左一)參觀預展
- ⑤ 左起:陳東升、馮其庸、楊仁愷、王雁南
- ⑥ 吳冠中與陳東升
- ⑦ 陳東升與董壽平
- ⑧ 啓功 書法 成交價:RMB 429,000
- ⑨ 吳冠中 魯迅故鄉 成交價:RMB 550,000
- ⑩ 清乾隆 硃紅開光樂題詩文茶壺 成交價:RMB 792,000
- ⑪ 清光緒 青花文字大蓋罐一對 成交價:RMB 550,000

- ①Expert of identification on the Spring Festival Party
- ②Liu Jiuan (second from right) on the preview
- ③Su Gengchun (second from left) on the preview
- ④Sun Yiqing (first from left) on the preview
- ⑤From left: Chen Dongsheng, Feng Qiyong, Yang Renkai and Wang Yannan
- ⑥Wu Guanzhong and Chen Dongsheng
- ⑦Chen Dongsheng and Dong Shouping
- ⑧Qi Gong CALLIGRAPHY Price: RMB 429,000
- ⑨Wu Guanzhong LUXUN'S HOMETOWN Price: RMB 550,000
- ⑩A RARE IRON-RED DECORATED TEA-POT Seal mark and period of Qianlong Price: RMB 792,000
- ⑪A PAIR OF VERY RARE AND FINE BLUE AND WHITE JARS AND COVERS seal mark and period of Guangxu Price: RMB 550,000



嘉德的發展經歷了哪幾個重要的關鍵時期? 王雁南在回答這個問題時表示, 嘉德十年成長, 有三個重要的發展時期。一是 1994 年 3 月 27 日首次拍賣的一炮打響, 二是同年秋季拍賣會的站穩脚跟, 三是 2002 年的全面起飛。

的確, 首次拍賣大獲成功, 不僅給大家帶來了歡樂和信心, 也將下一步如何發展的戰略問題擺在了嘉德人面前。簡言之, 是守? 還是攻? 當時的情形是, 市場前景雖然看好但并不穩定, 政策環境也沒有發生實質性的改變。首次拍賣成功的背后, 還有許多值得分析、總結和完善的方面。因此, 步步為營也不失為一個穩妥漸進的策略。但是, 陳東升在率領一班人仔細研討后, 做出了

second was the autumn auction that took a strong foothold in the same year. The third was the overall take-off in 2002.

Indeed, the great success of the first auction not only brought cheers and confidence to all, but also placed the strategic development problems in front of China Guardian community. In short, what was to be done: to be on the offensive or to be on the defensive? The situation prevailing at the time was that the market perspective looked good, but remained unstable. No substantive change had taken place in policy environment. Many factors deserved analysis, summation and improvement behind the success of the first auction. Hence, advancing forward step by step was a worthy stable and progressive





一個非常大膽的決定：乘勝前進、全面出擊。

若干年后回憶起這一段歷史，陳東升闡釋了大家當時決策的思路和依據。文物藝術品拍賣是一個從未開墾過的新市場，支持或反對、鼓勵或抵制，各種觀點都有其自身不同角度的道理。在此情形下，首場拍賣一炮打響，簡直就是天賜良機。此時此地，唯有發展，唯有抓住機遇大踏步地發展，才能够迅速打開市場，實現首場拍賣成功效應的最大化，加快實現經濟效益的最大化，尤其是社會效益的最大化，并以此贏得社會各界更大程度的寬容、理解、支持和參與，進而創立國內文物藝術品拍賣市場的新秩序。

于是，嘉德在原有中國書畫和油畫兩個專場的基礎上，果斷推出“瓷器玉器鼻烟壺工藝品”和“古籍善本”兩個新項目，拍賣陣容頓顯強大。以中國書畫為例，隨着首次拍賣的成功，好作品源源不斷匯聚而來。秋季拍品數由春季的194件，猛增到272件。更為重要的是，此次拍賣征集到齊白石《山水册頁》、《蕉屋》和《松窗閑話》三件難得的精品，特別是其中的齊白石十二開《山水册頁》十分完美，幾乎包括了齊白石最喜畫的山水題材。

tactic. But after leading a group of people in careful studies, Chen Dongsheng made a very brave decision: Advance under the impact of victory and reach out in a comprehensive manner.

Recalling this part of the history several years later, Chen expounded the line of thinking and the grounds for making such a decision at the time. Auctioning cultural relics and artistic works was a new virgin market. All pros and cons, all views of encouragement or boycott had their rationales from their own angles. Under such circumstances, the instant success of the first auction was simply a God-sent opportunity. At such a time and in such a place, nothing but development, nothing but grasping the opportunity to develop with great strides,



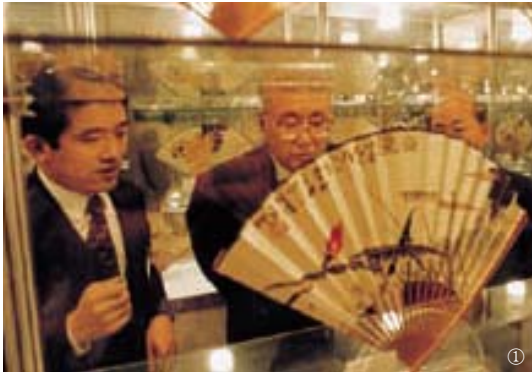


was the only way to rapidly open up the market and maximize the successful effect of the first auction. This was also the only way to speed up the maximization of economic effects, especially social effects. Above all, this was the only way to win greater tolerance, understanding, support and participation from all social circles and further create a new order of domestic cultural relics and artistic works auction markets.



- ①左起：單國強、楊仁愷、單國霖
- ②左起：王雁南、陸昂、陳東升、齊良遲、許麟廬
- ③左起：居洽群、郭學廣、趙人龍
- ④吳南生與李秋波
- ⑤王雁南與歐初
- ⑥章津才(右一)參觀預展
- ⑦左起：許化遲、陳東升、王春福、劉炳森、王雁南
- ⑧左起：寇勤、舒濟、胡絮青、郭庶英、舒乙、胡妍妍
- ⑨明宣德 青花一把蓮紋盤 成交價：RMB 550,000
- ⑩齊白石 九秋圖 成交價：RMB 748,000
- ⑪齊白石 村塾晚歸圖 成交價：RMB 616,000
- ⑫清乾隆 茶葉末釉綵帶葫蘆瓶 成交價：RMB 253,000

- ①From left: Shan Guoqiang, Yang Renkai and Shan Guolin
- ②From left: Wang Yannan, Lu Ang, Chen Dongsheng, Qi Liangchi and Xu Linlu
- ③From left: Ju Qiaqun, Guo Xueguang and Zhao Renlong
- ④Wu Nansheng and Li Qiubo
- ⑤Wang Yannan and Ou Chu
- ⑥Zhang Jincal(first from right) on the preview
- ⑦From left: Xu Huachi, Chen Dongsheng, Wang Chunfu, Liu Bingsen and Wang Yannan
- ⑧From left: Kou Qin, Shu Ji, Hu Jieqing, Guo Shuying, Shu Yi and Hu Yanyan
- ⑨A RARE AND FINE BLUE AND WHITE DISH Ming Dynasty, Xuande Price: RMB 550,000
- ⑩Qi Baishi AUTUMN Price: RMB 748,000
- ⑪Qi Baishi RETURNING FROM VILLAGE SCHOOL Price: RMB 616,000
- ⑫A RARE AND FINE TEA-DUST GLAZED DOUBLE-GOURD VASE seal mark and period of Qianlong Price: RMB 253,000



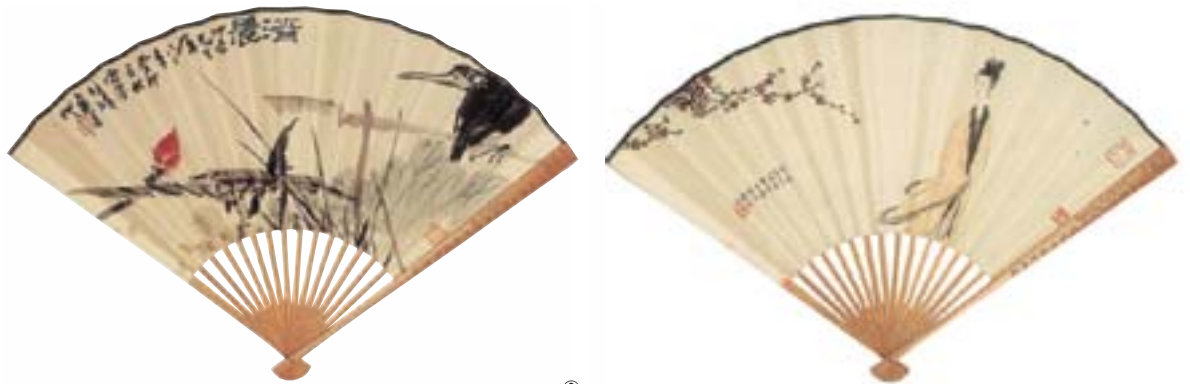
此外，此番嘉德還有幸征集到一批“仲康”上款的130余把現代名家畫扇。這是一位酷愛扇子的醫生歷經三十余年的收藏，每把畫扇保存完美如新。齊白石、張大千、溥儒、徐悲鴻、傅抱石、潘天壽、謝稚柳、陸儼少等大家的作品均囊括其中。籍此機遇，嘉德單項推出“扇畫”專場，立即引起收藏界的廣泛關注。

此次拍賣于1994年11月初在長城飯店舉行，人們以“拍瘋了”

這樣誇張的詞句來形容拍賣現場的火爆。中國書畫專場成交額3530萬元，成交率達87.44%。其中，齊白石《山水冊頁》成交517萬元，再次刷新世界紀錄。《蕉屋》和《松窗閑話》分別以297萬和198萬元成交，再次引起轟動。此外，溥儒《松岩訪友》、張大千《黃山寫生》也紛紛突破百萬元大關。

新穎的“扇畫”專場也爭奪激烈，九成以上的作品拍出。諸多拍品的成交價高于估價的一至兩倍，全場成交額也比估價高出了兩倍。其中一把傅抱石正面畫《觀花仕女》、潘天壽反面畫《荷塘水鳥》的畫扇，竟以38萬元落槌，令現場買家和看客驚嘆不已。自此，國內的扇畫收藏蔚然成風。

Thereupon, on the basis of the two special auctions on Chinese calligraphy and paintings, China Guardian dished out another two new special schemes, namely, porcelain and jade snuff bottles and rare ancient books of fine editions. Thus, the aligned auction contingent appeared strong all of a sudden. Take Chinese calligraphy and paintings for example. With the success of the first auction, good works kept pouring in. The number of auction objects soared from 194 in spring to 272 in autumn. More importantly, the autumn auction collected three rare masterpieces of Qi Baishi: *Landscape*, *House with Banana Trees and Chat by the Window Shadowed by Pine Tree*. Among them, the 12mo *Landscape* was most perfect. They embraced



almost all the topics on landscape the revered old painter Qi relished in painting.

In addition, China Guardian was lucky enough to have collected a batch of over 130 modern fans painted by famous artists with Zhong Kang as the recipient. Zhong Kang was a doctor who cherished a strong love for fans. He had been collecting fans for thirty odd years. Every fan he kept was perfectly preserved. His collection embraced the works of great masters like Qi Baishi, Zhang Daqian, Pu Ru, Xu Beihong, Fu Baoshi, Pan Tianshou, Xie Zhiliu and Lu Yanshao. Taking advantage of the opportunity, China Guardian dished up a special auction of fan paintings, and instantly aroused extensive concern from the collectors.

The auction took place at the Great Wall Sheraton

①左起：陳東升、王光英、王丙乾參觀預展
②傅抱石 仕女 潘天壽 清晨 成交價：RMB 385,000
③齊白石 山水 成交價：RMB 5,170,000

①From left: Chen Dongsheng, Wang Guangying and Wang Bingqian on the preview
②Fu Baoshi LADY Pan Tianshou FRESH MORNING
Price: RMB 385,000
③Qi Baishi LANDSCAPE Price: RMB 5,170,000



③

Hotel in early November 1994. People simply used the exaggerative word "spree" to describe the bustling atmosphere of the auction scene. The special auction of Chinese calligraphy and paintings achieved a transaction amount of 35.30 million yuan, a transaction rate of 87.44%. Among these, Qi Baishi's *Landscape* was auctioned off at 5.17 million yuan, setting a new world-record. *House with Banana Trees* and *Chat by the Window Shadowed by Pine Tree* were sold at 2.97 million and 1.98 million-yuan respectively, arousing a great sensation once again. In addition, Pu Ru's *Visiting a Friend among Pine Trees and Rock* and Zhang Daqian's *Sketching in Huangshan Mountains*, among others, were priced at over one million yuan one after another.

The contest was also tense at the new-style fan painting special auction. Over 90% of the works were auctioned off. The transaction prices of many objects were double or triple those of the estimated prices. The total transaction volume was twice higher than the estimated prices. Of all the fans auctioned, one painted by Fu Baoshi entitled *Ladies Watching Flowers* on the surface and by Pan Tianshou entitled *Water birds in the Lotus Pond* was auctioned off at a stunning price of 380,000 yuan upon the fall of the gavel. This price was shocking to all the buyers and onlookers at the scene. Since then, collection of fan paintings has prospered at home.

The transaction volume of the special auction of Chinese oil paintings broke the record of six million yuan at one stroke, and the transaction rate almost hit 90%. After fierce contest, Chen Yifei's *Wind of Mountain Village* changed hands at 2.86 million yuan, setting a new record in Chinese oil painting auction. The two special auctions, one on porcelain and jade snuff bottle artifacts, and the other on rare ancient books, were also successful, achieving the prideful results of 8.31 million yuan and 4.13 million yuan respectively.

Meanwhile, China Guardian pushed five special auctions, hitting a total transaction volume of 59.43 million yuan. This was a figure to be reckoned with even for senior auction firms overseas. China Guardian grasped the historic opportunity and laid a foundation for occupying the leading position of China's auction industry.



“中國油畫”專場的成交額一舉突破600萬，成交率幾近90%。陳逸飛的《山地風》經過激烈爭奪，以286萬元易手，創下中國油畫拍賣新紀錄。初試鋒芒的“瓷器玉器鼻烟壺工藝品”和“古籍善本”兩個專場，亦首戰告捷，分別取得831萬元和413萬元的驕人成績。

同時推出五個拍賣專場，總成交額5943萬元，這是一個令海外資深拍賣行也不應小視的數字。嘉德抓住了歷史性的機遇，更奠定了其占據

I heard a story from Wang Yannan. That was after the autumn auction in 1994. Chen Dongsheng went with her to visit the US headquarters of Sotheby's Auction House. At the US Embassy Visa section, after asking questions related to visa affairs, the visa official suddenly asked them a question they had never thought of: Do you have a plan to apply for another trip to the USA after this application? They gazed at each other in bewilderment, and simply couldn't understand what he meant. The visa



- ① 嘉德臺北預展
- ② 左起：蔡一鳴、王雁南、蔡辰男夫婦、陳啓斌（右一）
- ③ 陳東升拜會臺灣收藏家
- ④ 楊永德與陳東升
- ⑤ 王政松（左二）、馬志玲（左三）、徐政夫（右二）參觀預展
- ⑥ 前排左起：王雁南、陳啓斌、蔡一鳴、林百里、龐志英、何國慶；后排左起：王政松、邱鳳玉、黃君實、張宗憲、胡妍妍
- ⑦ 左起：王雁南、許作立、張偉華
- ⑧ 傅抱石 屈子行吟圖 成交價：RMB 3,025,000
- ⑨ 齊白石 紫藤 成交價：RMB 1,870,000
- ⑩ 傅抱石 小七賢圖 成交價：RMB 286,000

- ① China Guardian auction preview in Taipei
- ② From left: I-Ming Tsai, Wang Yannan, Mr. & Mrs. Steve Chen-Nan Tsai, James C. P. Chen (first from right)
- ③ Chen Dongsheng calls on collectors in Taiwan
- ④ Yang Yongde and Chen Dongsheng
- ⑤ Wang Cheng Sung (second from left), Rudy C. L. Ma (third from left) and Jeff Hsu(second from right) on the preview
- ⑥ From left in front row: Wang Yannan, James C. P. Chen, I-Ming Tsai, Barry Lam, Pang Zhiying and Gary K. C. Ho; from left in back row: Wang Cheng Sung, Chiu Feng Yu, Kwan S. Wang, Robert Chang and Hu Yanyan
- ⑦ From left: Wang Yannan, Jimmy C. L. Hsu and Chang Wei-Hwa
- ⑧ Fu Baoshi QU YUAN STROLLING AND CHANTING POEMS Price: RMB 3,025,000
- ⑨ Qi Baishi WISTERIA Price: RMB 1,870,000
- ⑩ Fu Baoshi A SMALL PAINTING OF THE SEVEN WORTHIES Price: RMB 286,000



official offered an unexpected explanation: "I have heard of China Guardian, I presume you will visit the U.S. again. What if I give you a multi-entry visa? "

The scene could not but remind Chen Dongsheng of his visit to the Hong Kong Auction one-year ago. Oh, yes! China Guardian is maturing. It is getting popular now. It has begun to enjoy social trust.



RELIANCE ON COMMISSION FOREVER

For China Guardian, 1995 and 1996 were years of happiness mixed with worries. It was happy because 1994 saw a basis laid for the stable development of the auction industry. It was worried because the State had never defined the legal status of cultural relics auction. Relying on policy regulation alone, China Guardian lacked a sense of security and stability for long-term development. Driven by interests, the period saw the creation of auction organs in many big cities in the country. Government authorities



⑧



⑨

中國拍賣業領先地位的基礎。

曾經聽王雁南講過一個故事。那是1994年秋季拍賣會之後。陳東升和她應邀訪問索斯比拍賣行美國總部。在美國駐華使館簽證處，簽證官問完有關事項後，忽然提出一個他們兩人還沒考慮過的問題：這次申請赴美後，還有沒有再次赴美美的計劃？陳東升、王雁南面面相覷、不解其意。簽證官却給了一個意外的解釋：我聽說過嘉德，我想你們還會去美國的，給你們多次往返，如何？

此情此景，不由得令陳東升又想起了一年

and public opinion began to express doubts about the status quo of the auction market and the sector credit was challenged.

On January 21, 1995, People's Daily published a signed article entitled "Reflections on China's Auction Industry." It said: "Under the present new situation of arts investment, collection and auction heats, how to draw the heats onto the track of healthy, sustainable development is a question calling for our immediate and earnest consideration. The artists, brokers, auction firms and collectors make up an organic entity. None of them is dispensable. Only by creating a benevolent cycling and common maturity would it be possible to nurture a prosperous, orderly and standardized artistic works market. Otherwise, the blossoming of any single flower alone would not possibly last long". "An auction firm is a high-profile intermediary agent service organ in modern market economy," it went on. "Its fundamental principles are 'openness, fairness, impartiality and honesty'. This is the lifeline for the survival of all stock firms. That is to say, they must openly carry out all auction activities according to the international standards of auction proceedings. They must equally treat all



①



②



③

- ①左起：陳東升、蔡斯民、郭瑞騰
- ②左起：單國強、馬成名、張宗憲、王雁南、楊思勝、鄧仕勛、蕭平、高美慶、陳燮君
- ③左起：鄭介初、王雁南、蘇洪亮
- ④嘉德新加坡預展。左起：蔡斯民、王雁南、陳東升
- ⑤左起：劉凱、王雁南、張五常夫婦、于淑英
- ⑥楊啓霖、潘受參觀預展
- ⑦張應流與王雁南
- ⑧張大千 碧山白雲 成交價：RMB 1,210,000
- ⑨李昉、徐炫等編 文苑英華 成交價：RMB 1,430,000
- ⑩徐悲鴻 落花人獨立 估價：RMB 500,000-600,000
- ⑪明 黃花梨木浮雕靠背圈椅 成交價：RMB 107,800

- ①From left: Chen Dongsheng, Chua Soo Bin and Kwee Swie Teng
- ②From left: Shan Guoqiang, C. M. Ma, Robert Chang, Wang Yannan, Sesin Jong, Shi Fan Tang, Xiao Ping, Gao Meiqing and Chen Hsiao Chun
- ③From left: Chester Cheng, Wang Yannan and Lincoln H. L. Soo
- ④China Guardian auction preview in Singapore, from left: Chua Soo Bin, Wang Yannan and Chen Dongsheng
- ⑤From left: Liu Kai, Wang Yannan, Mr. & Mrs. Steven N. S. Cheung and Yu Shuying
- ⑥Yeo Khee Lin and Pan Shou on the preview
- ⑦Cheung Ying Lau and Wang Yannan
- ⑧Zhang Daqian GREEN MOUNTAIN WITH WHITE CLOUDS Price: RMB 1,210,000
- ⑨WEN YUAN YING HUA Jointly compiled by Li Fang, Xu Xuan and others Price: RMB 1,430,000
- ⑩Xu Beihong PORTRAIT OF LADY Estimate: RMB 500,000-600,000
- ⑪HUANGHUALI ARMCHAIR WITH CURVED REST 17th Century Price: RMB 107,800



customers, and impartially auction the objects to the highest-price bidder. They must honestly provide the best prices for the sellers. Auction firms should be third-party intermediary agencies independent of both the seller and the buyer. Today, when the law on auction remains to be enacted, dependent auction firms should detach themselves from the

