

Sent: Friday, November 14, 2003 12:19 AM  
Subject: zavro

> Dear Michael  
>  
> How are you?  
> I am writing from Viafarini to tell you that we have had some interest in  
> your paintings.  
>  
> An American curator came into the gallery yesterday with the curator we  
met  
> Milanov. This collector is from New York and his collection is quite  
> substantial with many works from very big international artists. He would  
> like to know if the painting of the Salon is available for purchase even  
> though it has to go back to Australia to the IMA. If it is available he  
> would very much like to know yur price.  
>  
> Things to consider if selling;  
>  
> Will either of your galleries in Australia take a commission from the  
work?  
>  
> Viafarini will take a 30% commission on a sale.  
>  
> Hence your price must naturally consider these top loadings.  
>  
> Can you please let us know as soon as possible the status of the  
paintings.  
>  
> There has also been interest in the other painting of the interior of the  
> Milano shop so same applies here.  
>  
> Both collectors know that the works must go back to be exhibited in  
> Australia.  
>  
> Hear from you soon  
> Regards  
> Simone  
>  
>  
>  
>

**Da:** michael zavros <zavros@optusnet.com.au>  
**A:** Viafarini <viafarini@viafarini.org>  
**Data:** Venerdì, 14 novembre 2003 12:47  
**Oggetto:** Re: zavro

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Dear Simone, Patrizia and Monica,

Thankyou for your email Simone. I greatly appreciate your assistance with this and I will be in touch early next week to let you know my return freight arrangements. We had a wonderful time in Italy and were sorry to come home so early to work. I am very pleased to hear that the show is going well and following your efforts, curators and collectors are visiting, also that there has been some interest in my work.

I had left the works unpriced because as you know they are to be shown again here very soon but also because I had hoped the three could possibly stay together and that these works could be made available to a public collection.

Certainly however the collector from New York sounds very interesting especially as you mentioned his collection is significant. Further I am happy that the works could sell internationally and still return for my show here. Regardless of the outcome, could you please keep this collector's details for me as I hope show commercially in New York early 2005 although I cannot confirm dates as yet.

I am however concerned about the commission Viafarini is asking. I hadn't anticipated such a commission from a public space especially considering the fee we are paying to show at Viafarini. I will have to pay a commission to a dealer here on sales of those works so 30% to Viafarini is out of the question.

I expect to lose 40% of the gross sales and if I can persuade my gallery to evenly split the commission with Viafarini as they do with art prizes or sales from art prizes, there will be a 20% commission to each between Viafarini and Art Galleries Schubert. I am reluctant to alter the prices of the works to take in extra commission. With the rising Aussie dollar the equivalent price would be around 6500 euros for each work. I have not included GST but perhaps should...is there a tax like a GST or VAT on artworks?

Again thankyou for your help with this. I look forward to hearing from you and to news of the show's success!

big hello to Micko

Mx

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----- Original Message -----

From: "Viafarini" <viafarini@viafarini.org>  
To: <zavros@optusnet.com.au>