



前赴香港觀摩考察拍賣會時的情形。是啊，嘉德開始成長了，開始為人所知，開始獲得社會的信任了。

### 一輩子靠佣金

對於嘉德來說，1995年和1996年是喜憂參半的日子。喜的是拍賣業務在1994年打下的基礎上得以平穩發展，憂的是國家始終未能明確文物拍賣的法律地位，單靠政策調節，缺乏長期發展



mother bodies and should avoid all its own auction objects as soon as possible. A public notary, supervision mechanism should be introduced into the auction sector, or a trade sector guild should be established to check if auction firms operate in an open, fair and just manner."

China Guardian at this point was tantamount to standing at the crossroads. With the markets opened up,

thoughts became more complicated. A variety of viewpoints and allurements appeared. Whither



- ① 左起：寇勤、潘思源、張德勤、王瑞深夫婦
- ② 左起：陳連勇、王雁南、坂本五郎、寇勤、坂本康介
- ③ 左起：王梅生、葛師科夫婦、王雁南（右一）
- ④ 唐裕與陳東升
- ⑤ 左起：于淑英、王雁南、杜威、周倩儀夫婦
- ⑥ 左起：王雁南、雪月、麥羅賓
- ⑦ 左起：陳東升、蔡玉榮、杜南發
- ⑧ 左起：馮其庸、楊仁愷、王方宇、陳東升
- ⑨ 明 黃花梨木八足鼓墩 成交價：RMB 495,000
- ⑩ 丁紹光 西雙版納 成交價：RMB 3,960,000
- ⑪ 陳逸飛 潯陽遺韻 成交價：RMB 2,970,000
- ⑫ 朱文公校昌黎先生集 成交價：RMB 2,090,000

- ① From left: Kou Qin, Pan Siyuan, Zhang Deqin and Wang Ruishen
- ② From left: Chen Lianyong, Wang Yannan, Goro Sakamoto, Kou Qin and Kosuke Sakamoto
- ③ From Left: Lmason M. Wang, Mr. & Mrs. Kot See-For and Wang Yannan (first from right)
- ④ Tong Djoe and Chen Dongsheng
- ⑤ From left: Yu Shuying, Wang Yannan and Mr. & Mrs. FRANKIE W. TO
- ⑥ From left: Wang Yannan, Tuyet Nguyet and Robin Markbreiter
- ⑦ From left: Chen Dongsheng, William Chua and Toh Lam Huat
- ⑧ From left: Feng Qiyong, Yang Renkai, Wang Fangyu and Chen Dongsheng
- ⑨ RARE HUANGHUALI EIGHT-LEGGED DRUM STOOL  
17th Century Price: RMB 495,000
- ⑩ Ding Shaoguang XISHUANGBANNA Price: RMB 3,960,000
- ⑪ Chen Yifei THE MELODY OF XUNYANG Price: 2,970,000
- ⑫ ZHU WEN GONG JIAO CHANG LI XIAN SHENG JI  
Price: RMB 2,090,000



的安全感和穩定感。加之利益驅動，在此期間國內各大城市紛紛設立拍賣機構，政府管理部門和社會輿論開始對拍賣市場的現狀發出質疑，行業信譽受到挑戰。

1995年1月21日，《人民日報》發表署名文章，提出《中國拍賣業的反思》：“在當前藝術投資熱、收藏熱、拍賣熱的新形勢下，如何把它引向一個健康持續發展的軌道上去，是亟待我們認真思考的問題。藝術家、經紀人、拍賣公司、收藏家這四方是個有機聯系的整體，缺一不可。只有良性循環，共同成熟，才能培育出繁榮有序規範化的藝術品市場，否則其中任何的一花獨放是不可能長久的。拍賣公司是現代市場經濟中高層次的中介代理服務機構，它的根本原則是‘公開、公平、公正、誠實’，這是所有拍賣公司生存的生命綫。即按國際拍賣程序的規範公開進行一切拍賣活動，平等對待每一個客戶，公正地實現‘價高者得’，誠實地為賣家實現最好的價格。拍賣公



China Guardian was to go? To persist in the stupid method of non-participation in management and charging commission fees only, or to handle its fate flexibly and swim with the tide?

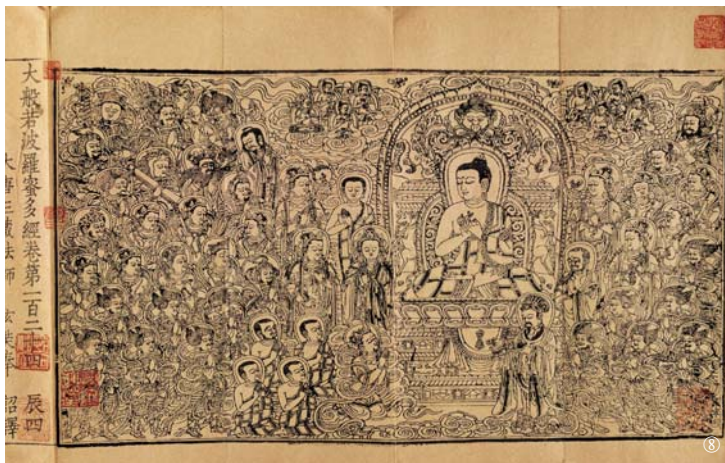
Ten years later, Wang Yannan disclosed what was on his mind in an interview with the media overseas: When China Guardian was first established, I intended to live on commission charges and refused to be moved by any other benefits. China Guardian observes impartiality and property owners should be entitled to the maximum interests. After getting familiar to us, many of the China Guardian colleagues told us we were too foolish. This would not harm the interests of the business owner and they were ready to sell the objects to you in advance. You would lose a lot if you refuse to do so. We observed for some time. Some people did so. And nothing bad happened to their credit. We felt wronged, presuming that we were fair, but the results were not so good. But the feeling of being wronged did not last long. All of a sudden, everybody said China Guardian had a good credit in one year. We sacrificed our instant short-term interests and did not earn more than 10% of the money due. But on the contrary we gained a long-term good credit. Sometimes, high price auction objects have many chances of buying at low price but selling at high price. But China Guardian refused to be allured. In front of the allurements for buying low and





- ①王雁南訪問東京國立博物館。西岡康宏(左二)、王傳峰(左三)
- ②王雁南與臺灣收藏家
- ③右起:趙人龍、黃明芳、邵嶽峰、王雁南、柯志軍、林修禾、陳士仁
- ④左起:胡妍妍、王雁南、拓曉堂、鄧仕勳、王季遷
- ⑤美國拍賣業專家(中)訪問嘉德
- ⑥左起:翁萬戈、胡妍妍、王雁南
- ⑦左起:王政松、蔡辰男、王雁南
- ⑧大般若波羅蜜多經成交價:RMB 165,000
- ⑨鄭燮 竹石蘭蕙圖成交價:RMB 2,970,000
- ⑩張為邦 乾隆禦騎圖成交價:RMB 1,331,000

- ①Wang Yannan visits Tokyo National Museum. Nishioka Yasuhiro (second from left), Wang Chuanfeng (third from left)
- ②Wang Yannan and the collectors from Taiwan
- ③From right: Zhao Renlong, M. F. Huang, Shaw Yu Fong, Wang Yannan, Danny C. Ko, Robert Tan and Chen Shih-Jen
- ④From left: Hu Yanyan, Wang Yannan, Tuo XiaoTang, Shi Fan Tang and C.C.Wang
- ⑤The auction experts from USA (middle) visit China Guardian
- ⑥From left: Wan-go weng, Hu Yanyan and Wang Yannan
- ⑦From left: Wang Cheng Sung, Steve Chen-Nan Tsai and Wang Yannan
- ⑧DA BAN RUO BO LUO MI DUO JING  
Price: RMB 165,000
- ⑨Zheng Xie BAMBOO, ORCHID AND ROCK  
Price: RMB 2,970,000
- ⑩Zhang Weibang TWO HORSES OF THE EMPEROR QIANLONG Price: RMB 1,331,000



selling high, we did not want to go out of the way, nor did we dare to do so.

We have also heard some tidbits about China Guardian:

--- The first object auctioned by China Guardian was Wu Xizeng's *Painting of Fishing Enjoyment*. It was transacted at 88,000 yuan on the spot. The famous collector Mr. Robert Chang from Hong Kong got it. Ten years later, we were informed that the China Guardian community was honest enough. Not only

司應是既獨立于賣家又獨立于買家的第三方的中介代理機構，在《拍賣法》尚未出臺的今天，那些非獨立的拍賣公司應該盡快與母體脫鉤，應盡可能地與自有拍品回避。應在拍賣業引入公證和監督機制或建立行業公會，對各拍賣公司是否執行公開、公平、公正予以監控”。

此時的嘉德，等于站在了一個十字路口。市場打開了，思想復雜了，各種觀點和誘惑也隨之出現。何去何從？是堅持拍賣企業不參與經營、只收“佣金”的笨辦法，還是靈活處世，隨波逐流？

十年后，王雁南在接受海外媒體採訪時如此吐露心迹：嘉德成立之初，就想一輩子靠佣金，其

not a single cent was cut from the patronage price at the fall of the gavel, there was no preferential treatment whatsoever in commission charge. Mocking at these recollections, Mr. Robert Chang always praised that China Guardian was the most honest and standardized auction company at home.

--- In 1998, somebody came to the China Guardian weekend auction session with a signed early Qing palace painter Zhang Weibang's sizable painting of *Emperor Qianlong's Imperial Horse*. The visitor said candidly that the work was identified by experts as an imitation work piece, and expected the price of only an old imitation work, i.e., 3,000 - 5,000 yuan. But after undergoing







他好處我們不為所動。嘉德信奉公平，物主應該享有最大的利益。很多行裏的人熟悉之後跟我們說，你們太傻了，這又不傷害物主的利益，他們事先願意賣給你，你不這樣做將失去很多。我們觀察了一陣兒，有人這樣做了，好象也沒怎么影響他們的信譽。我們曾經覺得有點委屈，自己以為公平，但效益却没有那么好。這個委屈只持續



了很短時間。突然間，有一年人人都說嘉德信譽好。我們犧牲眼前短期利益，不賺超出10%的錢。反而贏得長久的信譽。有時候，高價拍品有很大低買高賣機會，但嘉德也不曾動心。面對低買高賣的誘惑，我們不想也不敢“越軌”。

我們還聽到一些關於嘉德的小故事：

——嘉德首場拍賣的第一件拍品是吳熙曾的《漁樂圖》，當場以高出市價數倍的八萬八千元成

examination by China Guardian's experts at home and abroad, the painting proved to be original. The firm told the client the true situation and mobilized him to readjust the weekend auction to a "grand auction" and give it a bottom price at that. Finally, the work was transacted at more than 1.3 million yuan. The client was very grateful.

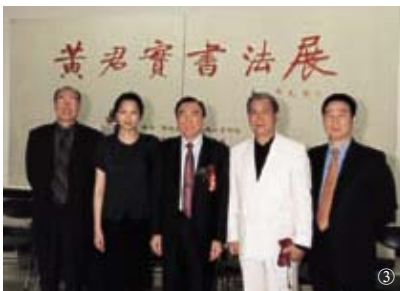
--- An Australian collector of Chinese origin kept bidding over the phone according to the China Guardian's catalogue of postal objects. He never met the selling party, but he kept transacting with them for two or three years. The client said later: "The China Guardian catalogue is not only detailed, but also honest. There is no cheating."

There are many more similar stories about China Guardian. Those examples, though seemingly insignificant, reflected the sincerity of China Guardian managers to the customers and their concept of fairness in business operations.

### PRACTICE GUIDED BY POLICY AND PROMOTES LEGISLATION

Zhang Deqin, 9th NC member of the CPPCC and former chief of State Cultural Relics Bureau, has all along considered the cultural relics market as a new thing in the era of market economy. He has many times called for grasping the opportunity to strengthen management, set up a legal and robust market and attract the back flow of cultural relics from overseas. With these efforts we





交，由香港著名收藏家張宗憲先生競得。十年後我們得知，嘉德人當時够實在，不僅捧場的落槌價一分錢不少收，且佣金毫無優惠。笑談這些往事，張宗憲先生始終誇獎嘉德是目前國內最誠實規範的拍賣公司；

——1998年曾有人給嘉德“周末拍賣會”送來一幅署名清初宮廷畫師張為邦的大尺幅《乾隆禦騎圖》。來人坦言，這件作品請專家看過，認定是仿品，希望按照“舊仿”的價格轉讓，三、五千塊

都行。結果這幅畫經嘉德內外專家鑒定，確認系張為邦原作。公司隨即誠懇告知委托人實情，並動員其將作品從周末拍賣會調整到“大拍”，而且上了封底。最後這幅作品以130多萬元人民幣成交，委托人十分感激；

——澳大利亞的一位華裔收藏家，一直根據嘉德的郵品圖錄電話競投，買賣雙方不曾見面，却已經交易了兩三年之久。客人後來說，嘉德的圖錄不僅詳細，而且誠實無欺。

類似的事例在嘉德還有許多許多，雖貌似微

shall bring about an endless flow of these invaluable treasures back into the Chinese market through normal channels.

With Zhang Deqin at the helm of administration, China Guardian, an outsider from the non-traditional cultural relics ring, did not fall victim to prejudices. The Bureau chief had a very clear line of thinking: There was no difference between insiders and outsiders. He had a clear point of view: he would support whoever did a good job.

After the creation of China Guardian, relevant government departments approved its pilot work of auctioning cultural relics and artistic works. In its practice, China Guardian conscientiously coordinated the competent authorities in probing into the mode of auctioning cultural relics forbidden for export within the boundary line, i.e., the system of the “\*” signal. China Guardian collected such valuable auction objects as *Personal Letters from Dr. Sun Yat-sen*, *Manuscripts of Zhou Shuren* (Lu Xun) from the folks and overseas and stimulated government bodies to introduce new policies that are more practical and keeping abreast with the times. Folk collected valuables were permitted to gain access into the market in the form of oriented auction and the brand-new system of re-exporting cultural relics back from overseas was introduced.

①From left: Wang Yannan, Lu Ang and Chen Dongsheng call on C. C. Wang

②Kou Qin and Robert Chang

③From left: Chan Tak Hei, Wang Yannan, Kwan S. Wong, Jung Ying Tsao and Kou Qin

④T. T. Tsui (middle) and Yue Shouxun (left) visit China Guardian

⑤Dean of Pennsylvania University of USA Judith Rodin (left) visits China Guardian

⑥Ping Shan Yu Fu from Japan (middle) visits China Guardian

⑦The scene of auction

⑧Wu Changshuo CRAME, CRANE, SYMBOL OF LONGEVITY Price: RMB 308,000

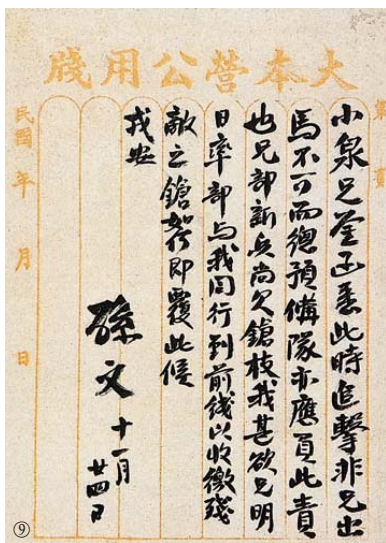
⑨SUN YAT-SEN ZHI FAN SHI SHENG SHU ZHA

Price: RMB 101,200

⑩TWO MANUSCRIPTS BY LU XUN Price: RMB 71,500

⑪Zhang Daqian WHITE FLOWER Price: RMB 1,815,000





小，但却能够折射出嘉德經營管理者們誠實待客、秉公經商的理念。

### 政策指導實踐 實踐推動立法

九屆全國政協委員、原國家文物局局長張德勤一直認為，“文物市場是市場經濟時代的新事物”。他多次呼吁，抓住機遇，加強管理，建立合法壯大的市場，吸引海外文物的回流，使這些無價之寶通過正常渠道，源源不斷地回到中國市場。

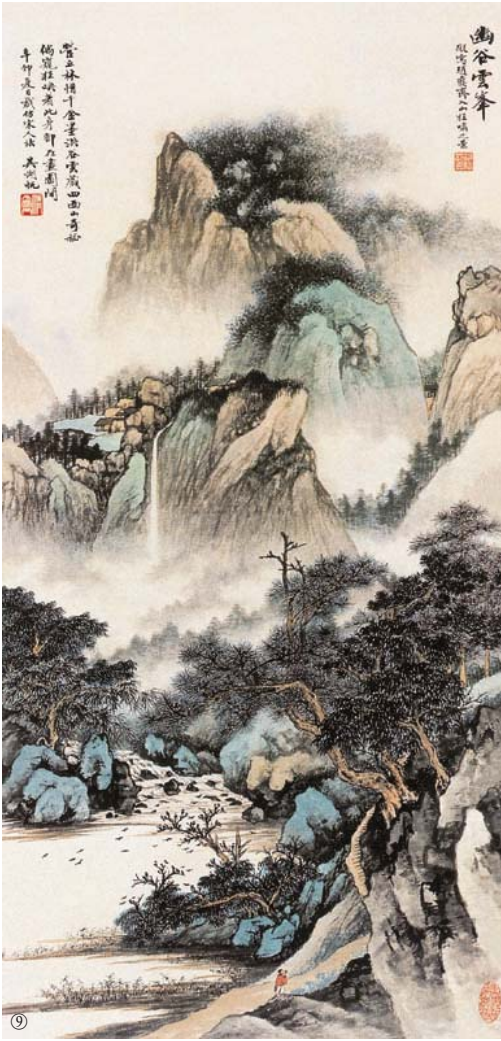
在張德勤主政時期，嘉德這個非傳統文物圈內的“外來戶”並沒有受到歧視。這位局

With successful deeds, China Guardian changed the worries and prejudices of many people for the auction of cultural relics and artistic works. On December 13, 1995 People's Daily published a special interview entitled "What has the auction industry brought to the Chinese cultural relics industry?" The current director of State Cultural Relics Bureau and the then director of Beijing Municipal Cultural Relics Bureau Shan Qixiang expressed a series of viewpoints on the newly flourishing cultural relics auction market. These viewpoints were highly influential in the environment prevailing at the time. He said that auction was a brave and prudent attempt of China to pursue a cultural relic policy in its reform



- ①左起：王雁南、陸昂、陳東升拜訪王季遷
- ②寇勤與張宗憲
- ③左起：陳德曦、王雁南、黃君實、曹仲英、寇勤
- ④徐展堂(中)、樂守勛(左)訪問嘉德
- ⑤美國賓夕法尼亞大學校長朱迪斯·羅丁(左)訪問嘉德
- ⑥日本平山郁夫(中)訪問嘉德
- ⑦拍賣現場
- ⑧吳昌碩 鶴壽千年 成交價：RMB 308,000
- ⑨孫中山致範石生書札 成交價：RMB 101,200
- ⑩魯迅文稿二篇 成交價：RMB 71,500
- ⑪張大千 白芙蓉 成交價：RMB 1,815,000





長的思路非常清晰，沒有行內行外之分，他觀點明確，誰干得好，我就支持誰！

嘉德成立后，政府有關部門批准其承擔文物藝術品拍賣的試點工作。實踐中，嘉德認真配合管理部門，探索不可出境文物拍品實行境內流通的拍賣方式（即“\*”號制）。嘉德從民間和海外陸續征集到如《孫中山手札》、《周樹人（魯迅）手稿》等珍貴拍品，進而推動了政府部門實事求是、與時俱進地出臺新政策，准許民間收藏珍貴文物以“定向拍賣”方式進入市場，并開始實行全新的“海外回流文物復出境”制度。

and opening up to the outside world. In the past, the cultural relic market was monopolized by the state run cultural relic departments. The state run cultural relic commerce played the role of monopolizing all cultural relic commodities. As a matter of fact, the state run cultural relic commerce could not possibly fully control all the cultural relics handed down from history and scattered among the folks. The state owned cultural relic commerce was not ready to purchase the low quality and low-grade cultural relics scattered. On the other hand, private collectors were unwilling to sell the high grade, high quality and best selling ones to them because of the low prices offered. Thus, some old commodities of certain cultural relic values were stuck up in the hands of some people and as a result were excluded from the normal commercial flow channels. Deprived of outlets, they became "dead objects," causing many evils. Under the new situation of market economy, regulation by economic means would be the best channel to do a good job of running cultural relic markets.



Shan also specially pointed out that: when the domestic price levels were brought into line with the international ones, this would result in the back flow of Chinese relics from overseas according to market rules. Domestic museums and companies purchased back many treasures, thus changing the history of consistent outflow of Chinese cultural relic treasures abroad for

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- ① 黃君實、龐志英夫婦
- ② 黎鴻飛與王雁南
- ③ 陳德曦與戴承平(右)
- ④ 左起: 趙芝靈、馬克斯維爾、趙人龍
- ⑤ 譚盾與王雁南
- ⑥ 左起: 王立梅、王雁南、廖桂英
- ⑦ 左起: 郭學廣、黃明正夫婦
- ⑧ 拍賣現場
- ⑨ 吳湖帆 幽穀雲峰 成交價: RMB 528,000
- ⑩ 傅抱石 風雨行舟圖 成交價: RMB 385,000
- ⑪ 紅印花加蓋暫作郵票小字當1元一枚
- ⑫ 戶部光緒元寶庫平金幣試鑄樣幣 成交價: RMB 1,320,000
- ⑬ 潘天壽 春塘水暖 成交價: RMB 6,600,000

- ① Kwan S. Wong and Pang Zhiying
- ② Francis Li and Wang Yannan
- ③ Chan Tak Hei and Dai Chengping(right)
- ④ From left: Zhao Lingzhi, Marks Will and Zhao Renlong
- ⑤ Tan Dun and Wang Yannan
- ⑥ From left: Wang Limei, Wang Yannan and K. Y. Liao
- ⑦ From left: Guo Xueguang and Mr. & Mrs. Huang Ming Jeng
- ⑧ The scene of auction
- ⑨ Wu Hufan DEEP VALLEY AND MISTY MOUNTAIN Price: RMB 528,000
- ⑩ Fu Baoshi BOAT SAIL IN RAINSTORM Price: RMB 385,000
- ⑪ RED REVENUE SURCHARGED IN SMALL FIGURE 1 YUAN
- ⑫ Qing Dynasty Gold Coins, Hu Poo Kuang Hsu Yuan Pao Price: RMB 1,320,000
- ⑬ Pan Tianshou POND IN SPRING Price: RMB 6,600,000



嘉德以其成功的事實，改變了許多人對於文物藝術品拍賣的擔心和偏見。《人民日報》於1995年12月13日發表了題為《拍賣為中國文物事業帶來了什麼》的特別專訪。現任國家文物局局長、當時的北京市文物局局長單霽翔，就新興的文物拍賣市場發表了一系列觀點。這些見解，在當時的環境下具有非常重要的影響力。他認為，拍賣是我國實行改革開放的文物政策的一次大膽而又慎重的嘗試。過去文物市場是由國營文物部門獨家經營，國營文物商業扮演了主宰全部文物商品的角色。事實上，國營文物商業對流散在民間的傳世文物不可能完全控







over 100 years. Auction has also opened up an open channel for legal folk collectors to sell their collected objects at a rational price. This has turned the collected objects from underground to an above board status, and from a private to an open status, thus effectively blocking the illegal transaction channels and curbing the smuggling and speculative activities. The extensive influence created by auction above all awakens and stimulates the whole people's cultural relic protection awareness. It also brings along the whole society in spreading the atmosphere of art appreciation.

Besides, Shan Qixiang also spoke highly of China Guardian's special donation of 500,000 yuan to the cultural relic authorities for repairing cultural and historical relics in active support of cultural relic protection.

That was a definite and encouraging interview with



- ①寇勤拜訪倫敦克里斯蒂拍賣行
- ②陳東升、王雁南拜會印尼收藏家
- ③左起：徐政夫、陳筱君、吳子建
- ④王雁南首次訪問臺灣
- ⑤寇勤、謝晉(左二)赴日本出席國際會議
- ⑥左起：克里斯蒂拍賣行戴維奇、林華田參觀預展
- ⑦左起：索斯比拍賣行湯普生、杰森參觀預展
- ⑧乾隆皇帝 金娑羅樹圖 成交價：RMB 880,000
- ⑨清雍正 青花釉裏紅海水龍紋大天球瓶 成交價：RMB 4,400,000
- ⑩清雍正 粉彩竹林七賢圖大筆筒 成交價：RMB 495,000
- ⑪李可染 瀟江歸帆圖 成交價：RMB 1,760,000

- ①Kou Qin visits Christie's, London
- ②Chen Dongsheng and Wang Yannan call on the collectors in Indonesia
- ③From left: Jeff Hsu, Chen Hsiao Chun and Wu Zijian
- ④Wang Yannan visits Taiwan for the first time
- ⑤Kou Qin and Xie Jin(second from left) attend the international conference in Japan
- ⑥From left: C. M. Davidge of Christie's and Anthony Hua-Tien Lin on the preview
- ⑦From left: Julian Thompson and Jason Tse of Sotheby's on the preview of China Guardian
- ⑧The Emperor Qianlong GOLDEN BODHI TREE Price: RMB 880,000
- ⑨A RARE AND FINE UNDERGLAZE-BLUE AND COPPER-RED GLOBULAR VASE mark and period of Yongzheng Price: RMB 4,400,000
- ⑩A VERY RARE AND FINE FAMILLE-ROSE BRUSH POT Qing Dynasty, Yongzheng Price: RMB 495,000
- ⑪Li Keran SAILING BACK IN LI RIVER Price: RMB 1,760,000





制，對一些低檔次、低品位的流散文物不願收購，而高檔次、高品位、暢銷的流散文物又嫌國營文物商業定價太低而不願出售，致使人們手中的大量具有一定文物價值的舊貨被排斥于正常商業流通之外，沒有出路，成了“死物”，引出諸多弊端。在市場經濟的新形勢下，用經濟手段進行調節是搞好文物市場的最佳途徑。

單霽翔還特別指出：中國文物的國內價位與

reporters. The China Guardian community drew great confidence from it. We should say the piloting reform and policy support from the Central and Beijing municipal governmental cultural relic authorities to us when the state legislation condition remained unripe was another important guarantee for a relatively good outer environment of China Guardian development in the initial period.

Few countries in the world made special legislation on the auction industry. On July 5, 1996 the 20th session of the Eighth NPC Standing Committee, however, adopted the *Auction Law of the PRC*. This indicated the great importance attached by the Chinese government and state legislature to the auction industry. The term "cultural relic auction" appeared in the Auction Law to be enacted as of January 1, 1997. Although there were not many detailed regulations involved, and although the *Law of Cultural Relic Protection* remained to be revised, the long awaited basic law guarantee eventually appeared in the national code.

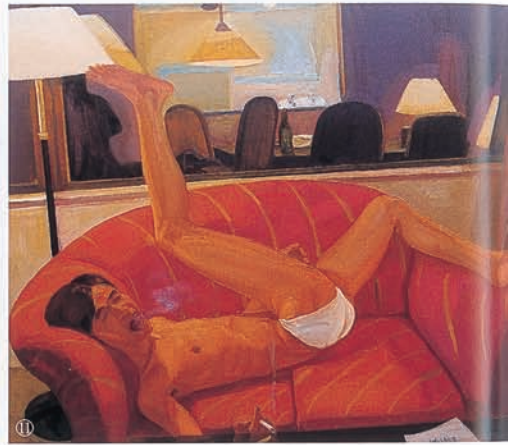
We believe that the tireless probe and practice





- ①紐約大都會博物館屈志仁參觀預展
- ②波士頓博物館吳同訪問嘉德
- ③王雁南拜會菲律賓、日本、臺灣收藏家
- ④王雁南拜會美國寶石學院負責人
- ⑤美國哈夫納(中)參觀預展
- ⑥美國著名古董商J.J.Lally(右一)參觀預展
- ⑦左起:朱明仁、鄧仕勛、王少方
- ⑧新加坡吳慶瑞(中)參觀預展
- ⑨王廣義 大批判—可口可樂 成交價:RMB 330,000
- ⑩方力鈞 1999.12.31 成交價:RMB 275,000
- ⑪劉小東 獨自在家 成交價:RMB 71,500
- ⑫冷軍 五角星之二 成交價:RMB 495,000
- ⑬陳衍寧 日出 成交價:RMB 440,000
- ⑭張曉剛 大家庭—父親與女兒 成交價:RMB 96,800
- ⑮王懷慶 自己和自己的影子 成交價:RMB 275,000

- ①James C. Y. Watt of The Metropolitan Museum of Art New York on the preview
- ②Wu Tung of Boston Museum visits China Guardian
- ③Wang Yannan calls on the collectors of Philippines, Japan and Taiwan
- ④Wang Yannan calls on the Gemological Institute of American
- ⑤Robert A. Hefner from USA (middle) on the preview
- ⑥The famous antique businessmen J. J. Lally of U.S.A (first from right) on the preview
- ⑦From left: Zhu Mingren, Shi Fan Tang and Wang Shaofang
- ⑧Dr.Goh Keng Swee from Singapore (middle) on the preview
- ⑨Wang Guangyi GREAT CRITICISM SERIES-COCA-COLA Price: RMB 330,000
- ⑩Fang Lijun DECEMBER 31, 1999 Price: RMB 275,000
- ⑪Liu Xiaodong HOME ALONE Price: RMB 71,500
- ⑫Leng Jun THE FIVE-POINTED STAR, II Price: RMB 495,000
- ⑬Chen Yanning SUNRISE Price: RMB 440,000
- ⑭Zhang Xiaogang FAMILY SERIES-FATHER AND DAUGHTER Price: RMB 96,800
- ⑮Wang Huaqing THE BODY AND ITS SHADOW Price: RMB 275,000



國際價位接軌，促成中國文物按市場規律從海外向國內回流，許多珍品由國內博物館、公司購得，從而改變了100多年來中國文物珍品不斷外流的歷史。拍賣也為民間合法收藏者開辟了一個以合理價格轉讓藏品的公開渠道，把地下的引上地面，把私下的變為公開，有效地堵塞了非法交易的渠道，抑制了倒賣走私活動。拍賣造成的廣泛影響，更是對全民文物保護意識的喚醒和激發，也帶動了整個社會的藝術鑒賞風氣。

此外，嘉德積極為文物保護事業提供贊助，為文物部門修繕文物古迹捐款五十萬元的義舉，

of China Guardian and other auction organs in cultural relic auctions provided an important motive force as well as realistic and reliable basis for relevant state legislation.

Six years later, as of October 28, 2002, the newly revised *Law of Cultural Relic Protection* began formal enforcement after adoption by the NPC Standing Committee at the fourth reading. The newly revised *Law of Cultural Relic Protection* clearly recognized the legality of folk cultural relic collection and exchanges for the first time. The legal status of cultural relic auction was once again confirmed after the Auction





也得到了單霽翔的高度贊揚。

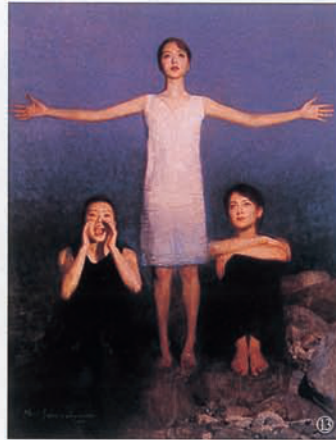
這是一個觀點明確而令人鼓舞的答記者問，嘉德人從中獲得了極大的信心。應當說，在當時國家立法條件尚不成熟的情況下，中央和北京市兩級政府文物管理部門的改革試點和政策扶持，成為嘉德發展初期擁有較好外部環境的又一重要保證。

國際上專門為拍賣行業單獨立法的國家并不多見。1996年7月5日，八屆全國人大常委會二十次會議，通過了《中華人民共和國拍賣法》，可見中國政府和國家立法機構對於拍賣業的關注和重視程度。這部將從1997年1月1日開始施行的《拍賣法》中，出現了“文物拍賣”字樣，盡管涉

Law. China's cultural relics and artistic works auction industry was eventually incorporated into the framework of cultural relic protection and embarked onto the institutional track of abiding by laws and regulations made available.

## RETURN OF NATIONAL TREASURES FROM OVERSEAS

With the gradual clarity and opening up of the state policy, the cultural relic and artistic works auction market prospered as never before in the middle and late 1990s. After a period of sizable market handling the mentality of domestic clients underwent a subtle change. A number of successful auction mandates enabled the community to get rid of poverty gradually,



及條文不多不細，盡管《文物保護法》此時也尚未修訂，但大家盼望已久的基本法律保障，終歸出現在國家法典之中。

我們相信，嘉德等拍賣機構從事文物拍賣的不懈探索和實踐，給國家相關立法帶來了重要的推動力，也提供了現實可靠的立法基礎。

時隔六年，自2002年10月28日起，新修訂的《文物保護法》在全國人大常委會四讀通過之後開始正式施行。新修訂的《文物保護法》首次明確承認了民間文物收藏與交流的合法性，文物拍賣的合法地位繼《拍賣法》之後再次得到確認。

to become well fed and well clad, become better off and enjoy initial prosperity. In addition, with the year-on-year decrease of domestic bank interest rates, auction organs increased rapidly and the internal competition in the trade sector itself intensified. This led to an increasing reluctance of clients to sell important works. An overview of the competitive bidders showed that the figure was expanding at a geometrical rate and the cultural relic museums and archeologists also meddled in at appropriate time. This caused the competitive bidding to set eyes on development along informative, professional, rational and even vocational lines. The changes







中國的文物藝術品拍賣事業，終於納入了文物保護的大框架，真正走上有法可依、有章可循的法制化軌道。

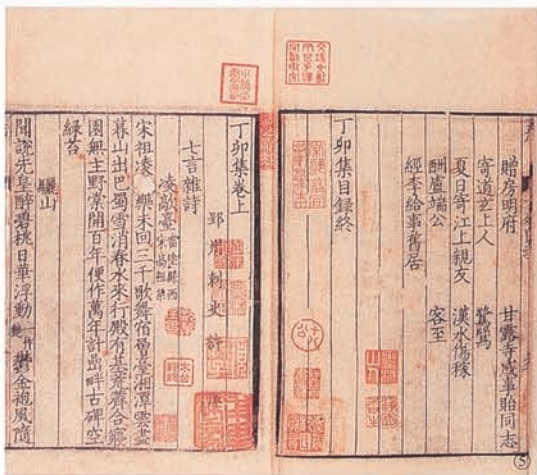
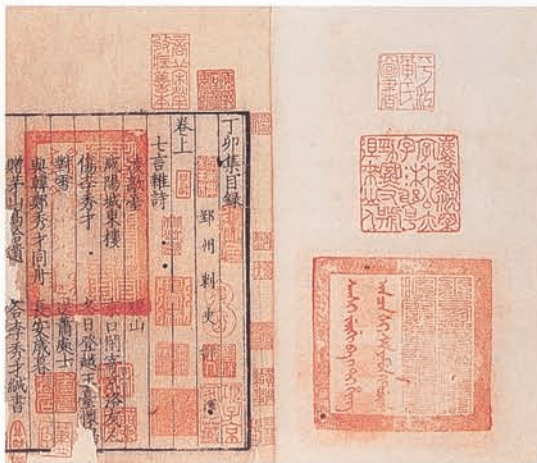
### 國寶從海外回歸

隨着國家政策的逐步明朗和開放，九十年代中后期文物藝術品拍賣市場空前繁榮。經歷一段大規模的市場吞吐之后，國內委托方的心態隨之發生了微妙的變化。若干次成功的拍賣委托，使得大家逐步擺脫貧困、獲得溫飽、邁向小康、享受富裕，加之國內銀行利率逐年下調，拍賣機構

in demand and supply stimulated auctioneers to enhance their services in a down-to-earth manner. Some bidders also began to shift from simple attention to the fame of the painters to the emphasis on the inner artistic value and unique historical value of the works. The prices of works produced to suit the occasion began to ebb while those of masterpieces by great masters soared rapidly. Furthermore the increasing participation of overseas collectors and professional artistic work brokers in the Chinese mainland market played an exemplary, guiding and stimulating role to a large extent, a role that was not only beneficial to the newborn bidders, but also to the auctioneers in the mainland.

At this time, what was to be done to confront the relative shortages of auction resources and to grasp the opportunity of widening the horizon globally? China Guardian took the lead in making a correct choice to follow the international political, economic and cultural trends. Availing itself of the opportunity offered by the relevant government departments in pushing the policy of re-exporting cultural relic returning from overseas, it timely opened up the overseas cultural relics back flow market and accelerated the international process of domestic markets so as to meet and regulate market demand. The China Guardian community began to set foot on Hong Kong and Taiwan, Southeast Asia and set an eye on South Korea and Japan, Europe and the United States. In view of the ever better institutional domestic cultural relic markets, the domestic market prices soared. After undergoing tremendous setbacks, national treasures began their trips back from across the oceans and seas, and many unique centuries-old works returned to the embrace of the motherland.

Mr. Qi Gong said, China Guardian has done many good deeds, but the most important one was to



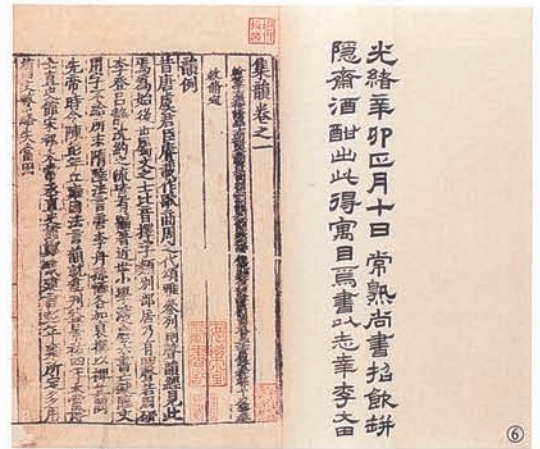


- ①王雁南赴美國拜會翁萬戈
- ②翁萬戈、程華寶夫婦
- ③前排左起：朱家潛、王世襄、冀淑英、楊新、傅嘉年、徐邦達鑒賞“翁氏藏書”
- ④左起：程華寶、翁萬戈、啓功、金衝及、寇勤、王雁南、朱家潛、冀淑英、章津才鑒賞“翁氏藏書”
- ⑤翁氏藏書

- ①Wang Yannan calls on Wan-go Weng in U.S.A.
- ②Wan-go Weng and Virginia D. Weng
- ③From left in front row: Zhu Jiajin, Wang Shixiang, Ji Shuying, Yang Xin, Fu Xinian and Xu Bangda appreciate WENG'S COLLECTION OF RARE BOOKS
- ④From left: Virginia D. Weng, Wan-go Weng, Qi Gong, Ji Weiji, Kou Qin, Wang Yannan, Zhu Jiajin, Ji Shuying and Zhang Jincan appreciate WENG'S COLLECTION OF RARE BOOKS
- ⑤©WENG'S COLLECTION OF RARE BOOKS

快速增長，行業內部競爭加劇，導致委托方“惜售”重要作品的現象日趨突出。反觀競買群體，數量呈幾何級數擴大，文博考古界專業人士也適時介入，引導競買方朝着知識化、專業化、理性化乃至職業化方向着眼。供求關係

的變化，促使拍賣人腳踏實地提高服務，一些競買人也開始從簡單的看重畫家名氣，轉移到着重追求作品內在的藝術價值和獨特的歷史價值。應景之作開始降溫，大師精品的價格迅速飆升。此外，海外收藏家和職業藝術品經紀人在大陸市場的更多參與，很大程度上起到了示範、引導和激勵作用，這些作用不僅僅有益于新生的競買群體，也使內地的拍賣人大獲裨益。



promote the return of Weng's Collection of Rare Books to the embrace of the motherland. The collection of the Wengs in Changshu was considered one of the nine great collections of books towards the end of the Qing Dynasty. Never disclosed, the collected works preserved by Weng Xincun and Weng Tonghe were of astonishing value and quantity. Take the Song Dynasty block-printed *Collected Rhymes* for example. Nobody knew the whereabouts of the masterpiece in the

