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Jacques Seligmann & Co. records, General Correspondence: McClees Galleries, 1931-1932

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May 2, 1931

McClees Galleries, 1507 Walnut Street, Philadelphia, Pa.

Dear Sirs:

As arranged with Mr. O'Toole, we beg to inform you that we are forwarding to you today by express the three paintings as per consignment bill enclosed herewith.

On the prices stated therein, we shall be glad to make you a discount of Fifteen Per Cent. (15%).

Very truly yours,

JACQUES SELIGMANN & CO., Inc.,

By

Encl
EXHIBITION of FRENCH PAINTINGS
of the 18th - 19th - 20th Centuries

HELD AT McCLEES GALLERIES
1615 WALNUT STREET
PHILADELPHIA

March 21--April 2 1932.
CATALOGUE

PATER, Jean Baptiste Joseph (1695-1736)
1—Painting "The Rustic Meal"

BOUCHER, François (1703-1770)
2—Painting "The Water Mill"
3—painting "La Lavandière"

CHANTEREAU, J. (1710 – ?)
4—painting "Camp Scene"

PILLEMENT, Jean (1727-1808)
5—painting "Paysage"
6—painting "Paysage"

ROBERT, Hubert (1733-1808)
7—painting "A Stone Bridge"
8—painting "Temple of Agrippa"
9—painting "The Watering Place"

HOIN, Claude Jean Baptiste (1750-1817)
10—Water Color "The Altar of Cupid"
COUTURE, Thomas  
(1815-1879)

11—painting  "Portrait of Barroilhet"

MANET, Edouard  
(1832-1883)

12—China Ink Drawing  "Au Jardin"

DEGAS, Edgar-Hilaire  
(1834-1917)

13—pastel  "La Jeune Femme au Menton Levé"
14—Monotype Pastel "En Scène"

CEZANNE, Paul  
(1839-1906)

15—Water Color  "Nectarines on a Plate"

REDON, Odilon  
(1840-1916)

16—pastel  "Le vase Japonais"
17—pastel  "Fleurs dans un Vase Bleu"

RENOIR, Pierre Auguste  
(1841-1919)

18—painting  "Portrait of Baron Barbier"

VAN GOGH, Vincent  
(1853-1890)

19—drawing  "Le Postier"
SEURAT, Georges
(1859-1891)
20—painting on wood "Etude for La Parade"

TOULOUSE-LAUTREC, Henri de
(1864-1901)
21—drawing "Palais de Glace"

MATISSE, Henri
(1866- )
22—painting "Portrait of a Woman against flowered background"

VUILLARD, Edouard
(1867- )
23—painting "La Maison Grise"

BONNARD, Pierre
(1867- )
24—painting "Paysage du Midi"

JACOB, Max
(1870 - )
25—gouache "Interieur"

MARQUET, Albert
(1875- )
26—water color "Mole at Audierne"

deSEGONZAC, Andre Dunoyer
(1885- )
27—water color "Le Pont"
ASSELIN, Maurice
(1882- )
28—painting "Pensees"

RIMBERT, R.
(1898- )
29—painting "11mpasse"
April 8th, 1932.

My dear Mr. Kelly,

Supplementing our telephone conversation of this morning, I wish to confirm to you that we have requested our truckmen, Messrs. W.J.Brown,Inc.to call for the pictures that are to be returned to us tomorrow Saturday in time for delivery to our Gallery late that afternoon. These pictures are detailed on the list attached.

The following pictures we note are being retained by you:

- [underline] #M7625 [underlined] painting by RIMBERT entitled "l'Impasse", that you will try to interest the ladies who came in with Mr. Bernard Davis.
- [underline] #M1356 [underlined] water color by MARQUET entitled "Mole at Audierne", that was so interesting to the young lady who came in with Mrs. Scott,Jr.
- [underline] #M1584 [underlined] gouache by MAX JACOB entitled "Interior", in which young Mr.McFadden seemed quite interested. Incidentally Mr. Germain Seligmann was most interested to hear of the visit of this young man as he considers me extremely interesting and advises you to follow up the matter with your usual good attention.
- [underline] #5141 [underlined] small painting by HUBERT ROBERT entitled "The Watering Place", and [underline] #5142 [underlined] painting by DROLLING entitled "Le Petit Dormeur", which you will probably have an opportunity to show to Mrs. Geist. Because you are following up this matter, Mr. Germain Seligmann does not plan to write to this lady so you will handle the matter as you think best.
- [underline] #M3445 [underlined] painting by BONNARD entitled "Paysage du Midi", in which Mr. Baum, art critic is endeavoring to interest some friend of his.

Other than these works, if there is anything else that you feel you wish to retain, it would be entirely agreeable to us. Perhaps you might care to keep the COUTURE a few days longer in case Mr. McFadden returns with his mother, who might possibly share the young man's...
Mr. George E. Kelly  April 8, 1932.

........share the young man's interest in this work.

I am glad to hear the REDON pastel has been delivered to the Museum and I will write to Mr. Ingersoll about this. We understand you are holding the receipt for this work which you will keep in your files.

Attached hereto, please find a parcel receipt #G-88-11990 from the Broad Street station check room with which I trust you will be able to send some one over and take an umbrella which Mr. Seligmann's secretary left there on the opening day and give it to the truckmen to be returned here.

Mr. Seligmann has told me of his conversation with you and pursuant to your request we are enclosing herewith two photographs, one of the RAEBURN "Portrait of John Clerk" the other of the JOHN SMART "Portrait of a Gentleman", with the details on the back, and trust you will be able to interest some one in these two works.

Please remember if there are any other works that might be interesting to you, we are always too glad to do anything in our power to cooperate with you.

Again thanking you for your many courtesies during our pleasant exhibition experiences, and looking forward to the pleasure of seeing you in the very near future, please believe me to be,

Yours very sincerely,

James St.L.O'Toole.

Mr. George E. Kelly,
McClees Galleries,
1615 Walnut Street,

enclosures: 1 list of pictures.
1 parcel receipt,
2 photographs.

P.S. We are giving you herewith the selling prices of the two works of which we are sending you the photographs:

#4455 RAEBURN "Portrait of John Clerk" ...........$15,000.-

#4696 JOHN SMART "Portrait of a Gentleman".......$7,800.-
April 8th, 1932.

Dear Mr. Kelly:

Just a line to ask you if you would be so good as to send me the sample of the material we spoke about, when it comes in.

Inasmuch as I do not know if I or any other of the gentlemen will come to Philadelphia tomorrow, I think it is safer to write you about this, so that we will be sure of having the material.

Thanking you in advance, I am

Sincerely yours,

(Robert M. Levy)

George E. Kelly, Esq.,
McClees Galleries,
1615 Walnut Street,

^[[JS]]
April 9th., 1932.

Dear Mr. Kelly:

At the close of our exhibition I feel that I wish to express my satisfaction I have had in being able to co-operate with you in your new quarters in Philadelphia.

This is not only the consequence of the large and well laid-out galleries which you have built in your city, but also and particularly to the most pleasant and efficient co-operation I have found in working with you and your organization. Your willingness to help and your own personal activities have contributed toward making this show, if not a financial, certainly a moral, success and I do hope that with the improvement of conditions our co-operation will show itself fruitful to both of our firms.

Will you please convey my thanks to your collaborators, particularly to Miss Anderson and Mrs. Clifton?

Mr. O'Toole and I are leaving tonight for a short trip to the Middle West and when we return I hope we shall have further news from you of the pending developments.

I am,

Yours very sincerely,

(Germain Seligmann)

George E. Kelly, Esq.,
McClees Galleries,
1615 Walnut Street,
Philadelphia, Penna.
April 11th, 1932.

*[[two checkmark symbols]]*

Dear Mr. Kelly:

I am sorry to tell you that Mrs. McIlhenny's visit did not materialize after all. In fact, I have heard nothing from her since her son's visit to the Exhibition. I thought I would just let you know this, as you were naturally interested.

If anything transpires, however, during the week, I will let you hear from me again.

In the meantime, with my kindest regards and regretting I did not have a chance to get back to Philadelphia before the Exhibition closed, believe me to be

Yours sincerely,

(Clyfford Trevor)

George E. Kelly, Esq.,
McClees Galleries,
1615 Walnut Street,
Philadelphia, Penn.
April 13, 1932

Mr. Clyfford Trevor,
c/o Jacques Seligmann & Co. Inc.,
3 East 51st Street,
New York City, N.Y.

Dear Mr. Trevor:-

Thanks for your letter of the 11th instant in reference to Mrs. McIlhenny.

It is too bad of course that nothing happened at this time but you will surely sell her the Bouchers or Redon eventually.

I certainly enjoyed your cooperation with us here and trust our relationship will be kept alive to the end that we may yet do some business mutually advantageous.

With kind personal regards, I am,

Yours sincerely,

G.E. Kelley

McClees Galleries.

Jacques Seligmann & Co. records, General Correspondence: McClees Galleries, 1931-1932
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April 14th, 1932.

Dear Mr. Kelly:

As you may or may not know, Mr. Seligmann in company with Mr. O'Toole left town last Saturday and in checking through the files today, I find that no acknowledgement had been sent to you regarding the pictures that were returned.

As a matter of fact, the pictures arrived late Saturday afternoon so that I imagine that neither Mr. Seligmann nor Mr. O'Toole had time to attend to this. Therefore, will you please consider this belated note an acknowledgement of the receipt of the pictures which arrived in good order, as per the list you returned to us.

I know that everyone in this organization appreciated your kindness and cooperation in this recent Exhibition, and I sincerely hope that some definite sales will still result from this.

Looking forward to seeing you soon again,

Very sincerely yours,

JACQUES SELIGMANN & COMPANY, Inc.

(Robert M. Levy)

George E. Kelly, Esq.,
McClees Galleries,
1615 Walnut Street,
April 14th, 1932

Mr. George E. Kelly,

P.S. According to our records, you still have on hand from us the following pictures:

#5140 French 19th Century Painting by Couture "Portrait of Mr. Barrollet"
#5142 French 18th Century Painting by Drolling "Le Petit Dormeur"
#M3432 Pastel by Redon "Le Vase japonais" (At the Museum)
#M3445 Painting by Bonnard "Paysage du Midi"
#M1584 Gouache by Max Jacob "Intérieur"
#M1356 Water Color by Marquet "Bolo Audiernê"
#M7625 Painting by Rimbert "Paysage à la bonne soeur"

Please confirm this at your convenience.
April 15, 1932

Mr. Robert M. Levy,
c/o Jacques Seligmann & Co. Inc.,
3 East 51st Street,
New York City, N.Y.

Dear Mr. Levy:

Mr. Seligmann wrote me April 9th that he and Mr. O'Toole were leaving
in the evening for the Middle West.

He extended to us his appreciation of our efforts and his approval of the
Exhibition, commenting upon the possibilities for sales in the future.

I am pleased to know that the pictures returned by truck arrived in good
condition and have checked your list of those retained by us.

It surely was a pleasure to have worked with each a splendid group of
real men from the Seligmann organization and I am keenly interested to
continue our cooperative efforts throughout the year.

As matters stand now I am following up prospective purchasers for the
pictures now here and will report progress from time to time.

Thanking you for everything, I am

Very sincerely yours

G.E. Kelley

McClees Galleries

(george e. kelley)
Enclosure: List of your pictures retained by us.

Jacques Seligmann & Co. records, General Correspondence: McClees Galleries, 1931-1932
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April 19, 1932

Dear Mr. O'Toole:

I hope you and Mr. Seligmann had a pleasant and successful trip in the Mid-West.

I have been following up prospective clients for the several pictures we have retained. The young lady interested in the Marquet ([underline]) is to be married May 14th and requested me to keep "track" of the picture if it moves on. Waiting for replies from others interested in the Rimbert and Max Jacob.

Are you coming over soon? We should go out to see the Odilon Redon and note what progress has been made toward purchase.

Also please ask Mr. Seligmann to give you, for me, the very best prices on the Raeburn ([underline]) and Smart ([underline]) with all data.

I now think we should have them here for Mrs. G. ([underline]) The photographs do not tell the story well enough for her (as I have found by past experiences) and if you can spare them for several weeks, the time is ripe.

I am getting favorable cooperation from several men who would like to see the Couture ([underline]) sold to the Museum or placed here in a well-known collection. But there is some criticism concerning the "dirt" ([underline]) in the recesses of heavy high light pigment. Will you also call this to Mr. Seligmann's attention.

Awaiting your advice, I am, with kind regards to all,

Yours very sincerely,

[[signature]] G.E. Kelley [[signature]]

McClees Galleries.

(George E. Kelley)
Dear Mr. Seligmann:–

The frame for the Raeburn arrived yesterday in good condition.

Mrs. G. could not get in yesterday but she is quite sure to come in Monday.

That man Gouled is in town again and I understand that some time ago he have Mrs. G. to believe that Roberts would be here this month and would verify the authenticity of the Gainsboroughs. Is it possible Gouled is a wealthy man with resources to buy his own pictures. I believe he opens a shop in Palm Beach during the winter season.

I have several other clients that have just returned to town and maybe something will happen.

Thanking you for your kind cooperation I am, with best regards

Yours very sincerely,

G. E. Kelley

McClees Galleries.

Mr. Germain Seligmann
c/o Jacques Seligmann & Co., Inc.,
3 East 51st Street,
New York City, N.Y.
April 21st, 1932.

Dear Mr. Kelley:

Mr. O'Toole has communicated to me your letter of April 19th., which I was pleased to read.

We had indeed, a pleasant and very interesting trip to the Middle West, but it was far from being successful.

I shall be glad to send you the Raeburn and the Smart and am giving instructions to have both packed and shipped to you by Express.

As you know, our asking prices for those are - for the Raeburn.... $15,000., and the Smart...$7800., but although these prices have already been considerably reduced, due to the present conditions, I will be glad however, to quote you - for the Raeburn...$12,000. (Twelve Thousand Dollars) and for the Smart...$6,300. (Six Thousand Three Hundred Dollars).

You will see that we are sparing no effort in order to be able to do business with you and through you, as nothing would please me more.

I fully agree with you as regards photographs - as a rule I am always against showing photographs.

About the Couture, do you think that your friend the picture restorer, whose name I do not recall just now,

\[[[CT]]\]
could fix the Couture? I know what a nice job he made of the Redon; and if so, what would be his fee?

Please let me hear from you on this subject.

In the meantime, with best regards,

Yours sincerely,

(Germain Seligmann)

George E. Kelley, Esq.,
McClees Galleries,
1615 Walnut Street,
Philadelphia, Penn.
April 21st., 1932.

Dear Mr. Kelley:

Through some mishandling of our mail, we do not seem to be able to find a letter which I believe you wrote us on one of the very last days of the exhibition at your galleries, of Mr. Sam White's visit. As I want to follow up this visit, I would like you to look into your files and see whether you can find a copy of the letter you wrote us on this subject - it seems to me you had added some comments on the conversation you had with him.

As you probably know, we had some business with Mr. White about a year ago, when he purchased a Modigliani painting, and since, we have had a controversy regarding it. However, as long as this gentleman has come in to see our exhibition I think that I should follow it up, and therefore, would be very much interested to know what remarks he made when he called.

Thanking you in advance for posting me,

Believe me to be,

Yours very sincerely,

(Germain Seligmann)

George E. Kelley, Esq.,
McClees Galleries,
1615 Walnut St.,
Philadelphia, Penna.
April 22, 1932

Dear Mr. Seligmann:-

I shall be pleased to receive the Raeburn and Smart portraits and hold them in “reserve” for the several clients I have in mind and report progress to you.

The Couture can be taken care of by Mr. Stevenson at a cost of $30.00. It is a tedious little job of picking out the “ground-in dirt” in the recesses without any retouching with paint. I believe he can make a good job and enhance the appearance of the portrait immensely.

It is very difficult just now to make a successful business trip anywhere but one must keep in touch with potential clients or be forgotten.

There is nothing new to report on the pictures on hand but we are working continuously.

Again wishing you and the gentlemen of your staff my best regards, I am,

Yours very sincerely,

G. E. Kelley
McClees Galleries.
April 22, 1932

Dear Mr. Seligmann:

I did not mention in writing my conversation with Mr. White as I thought it best to pass it on to one of your staff verbally.

While talking to Mr. O'Toole on the phone I gave him a synopsis of what Mr. White said, which as near as I can recall was as follows:

"I purchased a Modigliani from the firm Seligmann and found that I could not pay for it. I asked them to take it back which they refused to do. I asked them for an adjustment on the price which they also refused. So I have not done business with them since."

The above may not be correct word for word but is the "gist" of the story. Mr. White was very much pleased with the pictures on view and said he would try hard to have Mrs. White come in next day (Saturday) the closing day. However she could not make it.

I am only too happy to do anything which may assist you in following up this matter.

With kind personal regards, I am,

Yours very sincerely,

G. E. Kelley

McClees Galleries.

(George E. Kelley)
April 23, 1932

Mr. Germain Seligmann

Mr. Seligmann:–

The Raeburn and Smart were received in good condition today.

I shall get busy immediately with several clients reserving them for viewing in the little private gallery.

Have you a narrower period frame in stock to fit the Raeburn? I am asking now because one space I have in mind would not accommodate it as framed.

Thanking you for your fine cooperation, and hoping something develops that would give us all a little cheer, I am, with kind regards,

Yours very sincerely,

G.E. Kelley

McClees Galleries.
April 23rd., 1932.

Dear Mr. Kelley:

In answer to your letter of April 22nd., I would ask you to have the work carried out on the Couture by Mr. Stevenson, as you suggest.

I am a little bit surprised at the charge of Thirty Dollars ($30.) but if you think it is all right I won't say anything further about it.

At the same time I want to thank you for your letter of same date with information regarding Mr. White's visit to your galleries.

Yours very sincerely,

(Germain Seligmann)

George E. Kelley, Esq.,
McClees Galleries,
1615 Walnut St., Philadelphia.
April 26th., 1932.

Dear Mr. Kelley:

I am glad to tell you that we got hold of a frame for the RAEBURN, which I am having forwarded to you.

Believe me to be,

Yours very sincerely,

[Initials - G.S. T.P.]

(Germain Seligmann)

George E. Kelley, Esq.,
McClees Galleries,
1615 Walnut Street,
Philadelphia, Penna.
April 28th., 1932.

Dear Mr. Kelley:

I have looked up the cost price of the little painting by DROLLING which you have for sale at Two Thousand Dollars ($2000.).

As I told you, I thought this was [[strikeover]]already[[/strikeover]] the very lowest price that we would be able to quote you as our cost price is very close to this figure. However, in order to enable you to do the business, I shall go further in the reduction already made and shall quote you as very lowest price, the sum of Nineteen Hundred Dollars ($1900.).

I am sure that your client will realize the effort which you are making in order to please him, especially when taking into consideration the exceptional quality and perfect condition of this charming little painting.

Believe me to be,

Yours very sincerely,

(Germain Seligmann)

George E. Kelley, Esq.,
McClees Galleries,
1615 Walnut Street,
Philadelphia, Penna.
April 28th., 1932.

George E. Kelley, Esq.,
McClees Galleries,
1615 Walnut Street,
Philadelphia, Penna.

Dear Sirs:

Upon Mr. Germain Seligmann's instructions, we are writing to give you the particulars we have regarding the shipment of the frame to your galleries yesterday:

The case was called for by the American Railway Express early in the morning (April 27) and according to their office here, is most probably already in Philadelphia, to be delivered to you in due course. They suggest that we ask you to communicate with the express office there in order to have the case delivered at once. We hold the American Railway Express' receipt No. 48-376, dated, as we said before, April 27th - the case went forward 'prepaid'.

Should the frame by any chance not have arrived by tomorrow morning, kindly advise us at once so that we may have it traced from here without delay.

Yours very truly,

JACQUES SELIGMANN & CO., Inc.

(By,
May 17th., 1932.

Dear Mr. Kelley:

At the time of our exhibition at your galleries you were so kind as to give us a sample of the "monk's cloth" which you have used and which looks so well on your walls.

Unfortunately the entire sample was sent to our Paris office as a suggestion for using similar material there, and we regret to trouble you now by asking you whether you would be so good as to let us have another piece. At the same time, if you have the information available, we would appreciate hearing where you purchased it, etc., etc.

Thanking you in anticipation of your reply, and with my kind regards,

Believe me to be,

Yours very sincerely,

(Germain Seligmann)

George E. Kelley, Esq.,
McClees Galleries,
1615 Walnut St.,
Philadelphia, Penna.
May 18th., 1932.

Dear Mr. Kelley:

I was given your telephone message today, re Mr. White’s telephone call.

I shall be at your galleries Friday morning and am looking forward to seeing you again.

I understand from a correspondence exchanged with Mr. White that he will let you know where and when I can see him Friday morning.

With best regards,

I am,

Yours very sincerely,

(Germain Seligmann)

George E. Kelley, Esq.,
McClees Galleries,
1615 Walnut St.,
Philadelphia, Penna.
May 20, 1932

Dear Mr. Seligmann:

I phoned Mr. Henry Marceau and explained to him that you were unavoidably delayed in keeping several appointments and therefore unable to see him.

He said he understood very well how such things happen and to say to you he would be happy to see you at any time.

I am turning over in my mind the best manner of approaching the "G" matter and will follow through. Also keeping in mind that you leave for France in two weeks. I shall advise you shortly what takes place.

It was a pleasure to be with you again and I think your visit was opportune and not wasted.

With kind personal regards, I am,

Yours very sincerely,

G. E. Kelley

McClees Galleries

Mr. Germain Seligmann,
3 East 51st Street,
New York City, N.Y.
May 23, 1932

Dear Mr. Seligmann:

I phoned Mrs. G. this morning and quoted her price of Raeburn and allowance of $5390. for the Owen.

She has been extremely busy with flower shows and horse shows; the Devon Horse Show is scheduled for this week. However she is coming in as soon as possible and seemed interested. Not a word mentioned about the other pictures.

Mr. G. is at French Lick Springs, Ind. and will probably remain away another ten days. As matters stand I cannot open up the subject of new pictures until Mrs. G. calls. Then I shall try to make an appointment for you.

I shall write or phone you of new developments. Please be free to make suggestions.

Thanking you, I am, with kind regards,

Yours very sincerely,

[signed] G. E. Kelley
McClees Galleries.

Mr. Germain Seligmann,
3 East 51st Street
New York City, N.Y.

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May 26th., 1932.

Dear Mr. Kelley:

I received both your note of May 20th., and also that of the 23rd., and thank you for having been so kind as to get in touch with Mr. Marceau.

As regards the B. matter, I have no further suggestions to make as long as Mr. G., is at French Lick Springs.

I just want to remind you of the fact that I am sailing a week from tomorrow, should you be able to bring me into the picture before then so that I could have a chat with Mr. G. and telling what I think about the matters we discussed — I think this would be a wise move.

I hope you will be able to see Mrs. G. between her different flower and horse shows, and that you will succeed in swinging some deal on the basis of the exchange [[with the?]] Owen.

With my very best regards,
Yours very sincerely,

(Germain Séligmann)

George E. Kelley, Esq.,
McClees Galleries,
1615 Walnut Street,
Philadelphia, PA
May 28, 1932

Dear Mr. Seligmann:

I have been pondering over the "G" matter all week.

The note to Mrs. G. (copy enclosed) is the result of mature thought. It is my belief in woman's curiosity that prompted the phraseology of the note. Psychology with due respect to the subject.

It is the last ray of hope for the moment at least.

With kind regards, I am,

Yours very sincerely,

[Signature: GE Kelley]

McClees Galleries (George E. Kelley)

Mr. Germain Seligmann
c/o Jacques Seligman & Co. Inc.,
3 East 51st Street,
New York City, N.Y.

Enclosure: Copy of letter to Mrs. G.
May 28, 1932

My dear Mrs. Geist:-

Would it be convenient for you and Mr. Geist to meet Mr. Germain Seligmann with me, to talk over the exchange of the Wm. Owen before Friday June 3rd, the day Mr. Seligmann sails for France?

I am certain you will be most interested and that you will never regret granting the interview. The time is short yet opportune. You can have the fullest confidence in this conference as being paramount to your interests, as being most vital to you and Mr. Geist.

I would be happy to accept an appointment at your convenience any day before Friday.

Yours very truly,

McClees Galleries.

(George E. Kelley)

Mrs. Clarence H. Geist,
 "Launfal"
 Villa Nova, Pa.
June 7th, 1932.

George E. Kelley, Esq.,
McClees Galleries,
1615 Walnut Street,

Dear Mr. Kelley:

I just want to confirm the message of last night which Mr. O'Toole transmitted to you, accepting the offer of your client of Eight Thousand Dollars ($8,000) cash, plus the School of Hudson portrait, for the Raeburn portrait of Lord Eldin, and wish to congratulate you on having succeeded in making this sale.

As no doubt the situation is somewhat changed by this new arrangement, I think I had best radio to Mr. Seligmann to learn of how the commission should be figured. I shall let you know as soon as I received word from him.

I am sorry that Mr. O'Toole did not return to the office in time to telephone you this evening, but I am sure you will hear from him tomorrow (Wednesday) morning about nine o'clock.

Very truly yours,

(W. Jucker)
June 8th, 1932.

Mr. James St. L. O'Toole,
c/o Jacques Seligmann & Co. Inc.,
3 East 51st. Street,
New York City, New York.

My dear Mr. O'Toole:-

Will you please convey to Mr. Seligmann my sincere thanks for his generous cooperation as well as my very best wishes for his continued good health.

Also please advise him that I believe we have stopped that "itinerant" from further inroads into our clients pocket book. Mrs. G. pinned me down as to what Mr. Seligmann thought of the "several" pictures from this man I quoted Mr. Seligmann as saying he would be pleased to talk over the matter with them and that any man who would sell them pictures labeled as they were, was dishonest.

They want pretty pictures of women more than anything else. I do believe that we could displace at least eight of the imitations with real things if we had them early this fall. French and English masters. We have made a new start and I am sure I can arrange an interview for Mr. Seligmann which should open the way for real business with them.

I have been working for one solid year to get this re-entry. Even though retaining their confidence they thought they could buy on their own judgement at less than we could buy them for. They were tricked into believing that all reputable Art--
Art dealers demanded immense profits while "he" their "angel" was simply unloading at a [underline] great loss [underline] to himself to get ready cash.

I want to again thank you for your splendid cooperation and to assure you that we have only just begun to work, only scratched the surface. So take good care of yourself and come back in the fall full of "pep", "confidence" and good pictures.

Bon Voyage and kind regards, I am,

Sincerely yours,

[[signature]] George E. Kelley [[/signature]]

McClees Galleries.
June 10, 1932.

Dear Mr. Kelley:

In reference to our yesterday's late telephone conversation, I am enclosing herewith as arranged, the invoice for the RAEBURN, which you sold, making our bill out for the net of $6500.00, plus the Hudson picture "Portrait of a Man", which I understand you will send us together with some other pictures which you wish to return.

We are giving orders at once to have a little tablet made for the Drolling, which I suggested to you to leave at the client's for the summer, and shall forward it to you as soon as received.

We also note that you will keep yet the Couture.

As regards the painting by Drolling, I cannot at this moment give you a decision about the price of $1350.00 which you suggested, as Mr. Rene Seligmann, who is here, has not full information about it. I am, therefore, writing by today's French steamer to Mr. Germain Seligmann, asking him for a cable reply, so in case you find a moment opportune to push this matter, you may come to definite results. The price depends, as you know, not only on the cost price but also on the actual value and importance of the object, but I am sure Mr. Germain Seligmann will meet you as far as he possibly can.

We note what you said about your client wanting three or four women's portraits and perhaps a man's portrait, and I am writing this to Mr. Seligmann, so that he may let you have a first chance on them in early Fall.

Hoping to see you soon in New York,

Very truly yours,

JACQUES SELIGMANN & COMPANY, Inc.

By

George E. Kelley, Esq.,
McClees Galleries,
1615 Walnut Street,
June 11th. 1932

I shall be most happy to hear from you, and to know the best method for speedy inexpensive communication should the occasion arrive.

Wishing you a most successful European and American season I am with very kind regards to you and those of your staff whom I know,

Yours sincerely

[[signed]] G. E. Kelley

McClees Galleries
George E. Kelley.

Mr. Germain Seligmann,
Ancien Palais De Sagan,
57 Rue St. Dominique,
Paris, France.

Jacques Seligmann & Co. records, General Correspondence: McClees Galleries, 1931-1932
Transcribed and Reviewed by Digital Volunteers
Extracted Apr-08-2020 06:21:32
June 11th. 1932.

Mr. Germain Seligmann
The Hotel De Sagan
57 Rue St. Dominique
Paris, France.

Dear Mr. Seligmann:-

It was a great moral victory for us to place the Raeburn. Financially it was not profitable for you and for us it was the climax to a years campaign. However I am mighty well pleased as we are now more strongly intrenched in their confidence.

Mrs. G. has asked me to help her to get rid of some of those "lemons"; that is a problem. If the man who sold them could be made financially and morally responsible they could demand the moneys paid and return the pictures; but I question the result of a suit and I do not believe the G’s would stand for the publicity.

I would like nothing better than a special exhibition this fall for their exclusive selection, composed of 18th. Century English and French portraits. (Of course we have other prospective clients). I believe they can use two or three Kit Kat size and six or eight 30x25" size. Two thirds good looking women, one third distinguished looking men. A showing that would just "paralyze" them; a selection that would leave them spell-bound with admiration and fear lest some one else would get them. If such a collection could be gathered at rock-bottom prices we could satisfy their inherent bargaining qualities and still have a profit. We should be prepared to make a "grand slam"; figuring on the possibility of taking in exchange some of the "lemons".--
--which we would just have to figure as worthless. The market for buying is here now (if one can find the pictures and has the cash and nerve to go through with it). I would dare if I had the money. But one need not buy everything outright; there should be some great things to be had on loan from other dealers or private collections.

I would suggest in the English group; Gainsborough, Raeburn, Romney, Lawrence and Hoppner.
French group; Greuze LeBrun, Nattier, Fragonard and Largilliere.

Mrs. G. wants the little Drolling for that space in the hall but not till fall. She however don't want to put more than $1000.00 in that small space. I do believe she would rise to $1250. or $1350. however. I am working with your office now on this. Maybe we could place it and let her pay this fall.

Then there are the homes of the two married daughters and the youngest daughter will be married shortly; I believe in the fall. This is the most fertile prospect that comes before me at this time but I have others that should be harvested at the same time.

My great worry however is the hardship for us to carry on in the face of conditions now existing. Ours is a small business and I am trying everything that our limited capital will allow us to exploit. With the cooperation of a good firm like yours we should expand in business to our mutual advantage.

I am with you and your organisation 100% for cooperation and I feel honored to have made the contact. May we carry on perpetually while life is in us, is my earnest wish.

Long letters are a "bore" to busy men but I feel that an expression from me to you of our earnestness to cooperate is necessary at this time, so you may use your mature judgment during the summer months as to the possibilities of sales, and capital outlay involved in future projects.
June 14th, 1932.

McClees Galleries,
1615 Walnut Street,

Dear Sirs:

We beg to acknowledge receipt of your remittance of SixtyFive Hundred Dollars ($6500.), in payment of the painting by RAEBURN, “Portrait of Lord Eldin”, and enclose herewith the invoice receipted accordingly.

We understand that you will forward to us the Hudson painting which forms part of this sale.

Enclosed herewith please find a tablet which you suggested we should have made for the painting by DROLLING, which you wish to leave at your client’s home for the summer. It can easily be attached with two little brass nails.

Very truly yours,

JACQUES SELIGMANN & COMPANY, Inc.

By

Enc. (2)
June 15, 1932

Dear Mr. Jucker:-

Yours of the 14th enclosing receipted invoice and tablet for the Drolling received this morning.

The Hudson, and your Rimbert, Max Jacob, John Smart pictures and empty 50x40 frame have been shipped to you.

Have you any further news on the price of the Drolling? I do not want to suggest to my client the thought of leaving it at her home over the summer until I am sure of the price limit.

Thanking you for everything,

I am,

Yours sincerely,

[[signed]] G. E. Kelley [[/signed]]

McClees Galleries.
(George E. Kelley)

Mr. W. Jucker,
c/o Jacques Seligmann [[/underlined]]&[[/underlined]] Co. Inc.,
3 East 51st Street,
New York City, N.Y.
Apparently the following have been seen by the Geists

pr. Hubert-Robert:

Temple of Agrippa
Arch of Bridge

Smart
June 15th, 1932.

McClees Galleries,
1615 Walnut Street,

Dear Sirs:

We beg to acknowledge receipt of the following painting, which you returned to us and which reached us yesterday:

Painting by Smart - "Portrait of a Man"

Painting by Rimbert - "Street Scene"

Water Color by Marquet - "Landscape"

Large frame taken off the painting by Raeburn

Painting by Hudson - "Portrait of a Man" (Delivered to us as per our invoice for the painting by Raeburn)

Thanking you,

Very truly yours,

JACQUES SELIGMANN & COMPANY, Inc.

By
June 17th, 1932.

George E. Kelley, Esq.,
McClees Galleries,
1615 Walnut Street,

Dear Mr. Kelley:

We received your letter of June 15th.

We have no further news about the price of the DROLLING; in fact, we do not expect any before the middle of next week, as by that time our Mr. Germain Seligmann will have received our letter explaining the matter to him. We shall, of course, let you know at once if we receive the cable answer which we had requested from him.

Very truly yours,

JACQUES SELIGMANN & COMPANY, INC.

By

Jacques Seligmann & Co. records, General Correspondence: McClees Galleries, 1931-1932
Transcribed and Reviewed by Digital Volunteers
Extracted Apr-08-2020 06:21:32
Paris, June 17, 1932

Dear Mr. Kelley,

If you did not hear from me before, it is because, upon my arrival in Paris, I found so very many things to attend to after practically seven months' absence, that I had to turn towards the immediate things rather than those which already belong to the past.

I want to tell you however, that altogether I am very pleased with the deal you succeeded closing with Mr. Geist. As you remember, it was one of my aims this Winter, to get in touch with Mr. Geist and start some business connection with him. Thanks to your activity, this has been achieved and I trust that both Mrs. and Mr. Geist must be quite satisfied with their purchase.

They have acquired a very fine portrait by one of the greatest English artists of that period, and at an extremely low price. It should make things easier for the future, after this start.

I consider this but a start and I hope that in the future, we shall be able to do with them "better and bigger" business. It is in order to get this start, that I accepted his proposition, though you realise - as I instructed my office to tell you - that we sold this picture quite a good deal below our cost-price.

As far as your interest in the transaction is concerned, it was a bit difficult for me to set a figure to it, and, having mainly as purpose to have you fully satisfied, I left it to you to state the amount.

Of course, in a deal of......
......to state the amount.

Of course, in a deal of this importance and due to the special conditions it was concluded -below cost- your commission may seem a comparatively large one, but I realised that you have had some trouble in this matter, quite a few expenses to carry it out, and therefore did not hesitate to accept the amount you suggested.

I only hope-as I said above- that this will be but a beginning, and that, with the improvement of conditions which I sincerely hope we will see by next season, we will do a good deal more and on a more attractive basis.

I do wish to take advantage of these lines to tell you again how much I appreciated your cooperation, not only in this matter, but in connection with the different exhibitions, etc., that we have had with you.

Wishing you a pleasant summer,

Believe me to be,

Yours sincerely,

( Germain Seligmann )
June 21, 1932

Dear Mr. Jucker:—

I phoned Mrs. G. this morning and she has asked me to hold the Drolling for her until she returns this fall. I believe it is a positive sale as she also asked if she could pay for it in November and December which I agreed to. The price is understood to be $1350.00 net to you and $1500.00 to her.

Will you kindly give me biographical data of Martin Drolling 1752-1817. I have the French dictionaries but believe you can give me better translation.

You might also forward a copy of this note to Mr. Germain Seligmann for his approval. I am quite sure we have no need to worry about this being a final sale.

By the way do you have photographs of this little canvas? We would like two prints one for Mrs. G. and one for our files. If you do not have them shall I have it done and send you one also.

I have just solicited Mr. Adolphe Bories’ help in placing the Couture at the Museum. He believes they have a small fund available and will advise me.

Nothing else new at present. Thanking you for your kind cooperation, I am with best wishes for the future.

Yours very sincerely,

G. E. Kelley

McClees Galleries.

Mr. W. Jucker,
c/o Jacques Seligmann & Co. Inc.,
3 East 51st Street,
New York City, N.Y.
June 23rd, 1932.

McClees Galleries,
1615 Walnut Street,

Attention: Mr. George E. Kelley.

Dear Sirs:

We received your letter of June 21st, and we beg to hand you enclosed herewith our memorandum invoice for the painting by DROLLING, for net Thirteen Hundred and Fifty Dollars – ($1350.).

We are advising our Mr. Germain Seligmann of your remarks.

Enclosed herewith please find an abstract from one of our art dictionaries about MARTIN DROLLING, which we trust is what you wish to have. We also enclose two prints of the photograph of the painting above mentioned.

We note that you are endeavoring to place the COUTURE at the Museum.

Very truly yours,

JACQUES SELIGMANN & COMPANY, Inc.

Secretary.

(4) Enc.

Jacques Seligmann & Co. records, General Correspondence: McClees Galleries, 1931-1932
Transcribed and Reviewed by Digital Volunteers
Extracted Apr-08-2020 06:21:32
MARTIN DROLLING Born in Ober-Hergheim in 1752, died in Paris the 16th of April, 1827.

DROLLING started work with a painter in Schellestadt, but soon showing his talent, he was sent to Paris, where he followed the courses of the Ecole des Beaux-arts. He exhibited at the various exhibitions and notably at most of the Salons.

The Louvre Museum owns three of his pictures; namely, the one called "Interior of a Kitchen", which he showed at the Salon of 1817, and which was bought the same year for Francs 4000; "The Woman at the Window", holding a glass and a pitcher; and also "The Violin Player", at the window.

The Museum of Orleans owns two pictures by him - "The Woman with a Mouse" and "The Interior of a Kitchen".

His pictures have been engraved and lithographed by a great many prominent artists, such as Debucour, Noel, Tassaert, Leroy, Muller, and Porcher.

DROLLING also painted a number of portraits - namely, the Portrait of Mr. de Boisgelin, which was exhibited in 1789 at the Exposition de la place Dauphine, and also a Portrait of the Dauphine, who later became the King, Louis XVI.

DROLLING painted very much in the taste of Greuze, mostly family scenes, interiors, and a great many small sized pictures.

[{Copy sent}]

[{Mr. G.S. - Paris - 7/15/32}]

Jacques Seligmann & Co. records, General Correspondence: McClees Galleries, 1931-1932
Transcribed and Reviewed by Digital Volunteers
Extracted Apr-08-2020 06:21:32
June 24, 1932

Mr. W. Jucker,
c/o Jacques Seligmann & Co. Inc.,
3 East 51st Street,
New York City, N.Y.

Dear Mr. Jucker:-

Your letter of the 23rd with enclosures (photo of Drolling and Memo invoice) received this morning.

There is nothing left for us to do in this case but wait developments. I am quite confident it will be concluded as agreed.

I shall from time to time follow up my leads on the Couture.

Nothing else of importance just now. Expect to drop in on you some day next month. With kind regards, I am,

Yours sincerely,

G. E. Kelley

McClees Galleries

(Jacques Seligmann & Co. records, General Correspondence: McClees Galleries, 1931-1932
Transcribed and Reviewed by Digital Volunteers
Extracted Apr-08-2020 06:21:32)
June 20th, 1932.

Dear Mr. Kelley:

We beg to confirm our telephone conversation of this morning, in which we informed you of the receipt of a cablegram from Mr. Germain Seligmann, reading as follows:

"Willing accept Thirteen Hundred Fifty Dollars Net for us for Drolling Painting"

which means that our firm would have to get Thirteen Hundred and Fifty Dollars ($1350.-).

As we pointed out to you, Mr. Seligmann has made a great sacrifice in coming down to this price so as to meet your client and yourselves.

I also mentioned to you that we did not know how long Mr. Seligmann would wish to keep this offer open, but it surely means that you may have the time you tell us you need to bring the matter to a conclusion.

With best regards,

Yours very truly,

Secretary.

George E. Kelley, Esq.,
McClees Galleries,
1615 Walnut Street,
McClees Galleries  
1615 Walnut Street  

July 15th, 1932.

Mr. W. Jucker,  
Jacques Seligmann & Co.,Inc.,  
3 East 51st Street,  
New York City, N.Y.

Dear Mr. Jucker:

The Pennsylvania Museum has returned to us the pastel by ODILON REDON.

Mr. Marceau of the Museum Staff said that the Elkins fund was not available at this time.

It would be a great risk to ship this picture other than by messenger, and I feel that we may revive interest from the same source this coming fall. Therefore, do you or Mr. Levy advise letting it stay with us.

Awaiting your advice, I am with kind regards to all,

Yours sincerely,  
(Signed) George E. Kelley  
McClees Galleries
July 15th, 1932.

Mr. W. Tucker
Jacques Seligmann & Co., Inc.
3 East 51st Street
New York City N. Y.

Mr. W. Tucker:

The Pennsylvania Museum has returned to us the pastel by Odilon Redon.

Mr. Marceau of the Museum Staff said that the Elkins fund was not available at this time.

It would be a great risk to ship this picture other than by messenger. And I feel that we may revive interest from the same source this coming fall. Therefore do you or Mr. Levy advise letting it stay with us.

Awaiting your advice, I am with kind regards to all,

Yours sincerely,

G. E. Kelley

McClees Galleries
George E. Kelley.
July 20th, 1932.

Dear Mr. Kelley:
Mr. Jucker has just handed me your letter of the 15th inst.

I suppose we all more or less anticipated to a certain extent the return of the Odilon Redon; nevertheless, there are some people in Philadelphia who are so enthusiastic about this picture that as you suggest, there may be a revival of interest in the Fall. Therefore, upon your suggestion we feel that it is perfectly all right for you to keep the picture for a while.

I am writing Paris about this and am also enclosing a copy of your letter.

Hoping that you are not finding the Summer too slow and that at the same time you are able to enjoy some good sun from time to time, I am with kind regards,

Sincerely yours,

(Robert M. Levy)

George E. Kelley, Esq.,
McClees Galleries,
1615 Walnut Street,
Dear Mr. Seligmann:

Your kind letter of July 25th has been received and read with much pleasure.

I am aware of the scarcity of fine paintings in the open markets of England and France as well as here but feel you can get your share of what is offered.

In reference to the Presidential election I am of the opinion that there will be more favorable reaction toward business progress this year than in normal times. The administration is doing everything possible to strengthen their continuance by constructive works and the Democrats are of necessity trying to further improvements in conditions to get their share of credit. Therefore without seeming to do so both major parties are really cooperating as in partnership. However by "fall exhibition" of the finer paintings I had the middle of November in mind.

The details as to time can easily be worked out if we begin to plan now and make reservations.

I shall be away the balance of this month on vacation and feel that I can return with renewed energy and confidence for the fall campaign. The rise in the "Market" is having a very favorable reaction and I hope it is permanent.

Thanking you again and wishing you good health and a successful Paris season, I am, with kind regards.

Yours very sincerely,

[[signed]] G. E. Kelley [[/signed]]
McClees Galleries.

George E. Kelley

Jacques Seligmann & Co. records, General Correspondence: McClees Galleries, 1931-1932
Transcribed and Reviewed by Digital Volunteers
Extracted Apr-08-2020 06:21:32
September 20th, 1932.

Dear Mr. Kelley:

Just a few lines to ask you whether you feel any increase or revival of interest in Philadelphia. I suppose it is really too early in the season to establish any definite indicator of the times.

Regarding the Redon and other items of ours which you have, I merely wish to state that I do not expect Mr. O'Toole or Mr. Seligmann until the first weeks of October, so that you can continue to hold these items at your discretion.

The other day, a Mr. Rosenthal, agent for William Rankin, the artist, came in to see me regarding an exhibition. He mentioned in the course of conversation that Rankin had exhibited at your Galleries, and I was wondering what success he had with you. Did people seem to like his work? Were there portraits, or only interiors in the exhibition, and did he receive many commissions?

I have received word from Mr. Seligmann and Mr. O'Toole regarding exhibition activities this fall, and I believe, pursuant to our conversations of last season, several things are planned for a Philadelphia showing.

I trust that you have spent a very pleasant summer and that things will start off well this fall. Undoubtedly Mr. Seligmann and Mr. O'Toole will get in touch with you upon their arrival. In the meantime, if there is anything you should want to know or want me to do, please do not fail to get in touch with me, or I can very easily come to Philadelphia on a moments notice.

With best wishes, believe me to be

Sincerely yours,

JACQUES SELIGMANN & COMPANY, Inc.
(Robert M. Levy)

George E. Kelley, Esq.,
McClees Galleries,
1615 Walnut Street,
September 21, 1932
Dear Mr. Levy:

Reading your letter was a sort of tonic as it reminded me of past activities and revived hope in the future.

I shall be pleased to work with your fine organization again and trust we can put across some worth while sales during the exhibitions.

I have been corresponding with Messrs. Seligmann and O'Toole and believe Mr. S. will have some good things for us to work on.

William Ranken is an accomplished painter and a gentleman. He has done interiors here for Wm. Elkins and Joseph Widener but during our show in May 1931 nothing happened. However, members of many of Philadelphia's families came in and I really believe at any other time we would have received several commissions. He exhibited interiors and several still life pieces.

We can soon try our luck again on the Redon and Couture and I believe that the Drolling will be sold in October.

There is no activity as yet and the uncertainty of business pickup is rather a strain. But after a pleasant summer vacation I feel at least ready for work.

I shall look forward to seeing you with pleasure and trust you too had an interesting vacation.

With kind regards, I am,

Yours sincerely,

[[signed]] G. E. Kelley

McClees Galleries.

Enclosure:-Rankin Catalog.

Jacques Seligmann & Co. records, General Correspondence: McClees Galleries, 1931-1932
Transcribed and Reviewed by Digital Volunteers
Extracted Apr-08-2020 06:21:32
Paris, September 22nd.1932

Dear Mr.Kelley,

I still have to acknowledge receipt of your very kind lines of August 11th. I postponed it until I would have something more definite to say.

I am glad to tell you that I shall be able to show you a few paintings in New-York that should interest our customer. Unfortunately, they are not at prices such as we would like to have them, but nevertheless I think we have enough material to work on and with, to have a decent fair chance.

I am still working on another painting which is quite important. Should we succeed obtaining it, we should be able to do something quite interesting with it.

I expect to be in New-York towards the end of the first week in October and hope it will not be long after that, before I can see you.

Hoping you are finding people around you in a better mood and saying "à bientôt".

Believe me to be,

Yours sincerely.

(Germain Séligmann)

George E.KELLEY,Esq.,
McClees Galleries
1615 Walnut Street,
[underlined]PHILADELPHIA,Pa.[/underlined]
October 7th., 1932.

Dear Mr. Kelley:

I have just returned to New York and would like to have an opportunity of talking to you. Will you please let me know whether you intend coming to New York in the near future—otherwise I shall call you up and speak to you over the 'phone. Therefore, unless I hear from you to the contrary, I shall call you up on Tuesday morning at 10: A.M.

Believe me to be,

Yours very sincerely,

(Germain Séligmann)

George E. Kelley, Esq.,
McClees Galleries,
1615 Walnut St.,
Philadelphia, Penna.
October 8, 1932

My dear Mr. Seligmann:

I am pleased to know that you have returned to New York for the fall and winter campaign.

As I am working on several prospects I don't expect to get to New York this coming week and will therefore await your phone call Tuesday morning at ten o'clock.

We should do some outstanding things this season.

Wishing you good health, I am,

Sincerely yours,

G. E. Kelley

McClees Galleries.

(From the Germain Seligmann Esq. records, General Correspondence: McClees Galleries, 1931-1932. Transcribed and Reviewed by Digital Volunteers. Extracted Apr-08-2020 06:21:32)
October 13, 1932

Dear Mr. Seligmann:

I expect to visit my New York associates in the Schwartz Galleries Saturday morning and shall call on you about 2 P.M.

Hoping this time will suit your convenience, I am, with kind regards,

Sincerely yours,

[signature]  

McClees Galleries.  
(George E. Kelley)

Germain Seligmann, Esq.  
3 East 51st Street,  
New York City, N.Y.
October 14, 1932

Dear Mr. Seligmann:

Thank you for your kind invitation to lunch with you at one Saturday.

I shall try to be with you at that time but must phone you about 11 A.M. from our New York office.

With kind regards, I am,

Sincerely yours,

G. E. Kelley

McClees Galleries.

Germain Seligmann, Esq.
3 East 51st Street
New York City, N.Y.
October 14th., 932.

GEORGE E KELLEY, McClees Galleries,
1615 Walnut St
PHILADELPHIA

THANKS LETTER HOPE YOU CAN LUNCH WITH ME EXPECTING YOU ONE OCLOCK AT GALLERIES

GERMAIN SELIGMANN

Charge: Jacques Seligmann & Co., Inc., 3 East 51st. Street, NYC.
October 17th., 1932.

Dear Mr. Kelley:

I am sending you here below the list of paintings I showed you on Saturday when you called at our galleries. It purposely that I am mentioning no prices:

5248  Romney "Portrait of Captain Henderson"
5247  Raeburn "Portrait of Colonel Duff"
5250  Romney "Portrait of Richard Palmer"
4822  Gainsborough "Portrait of Comte de Chamcenetz"
5318  Romney "Portrait of Master Richard Mayler"
5076  Lawrence "Portrait of Lady Charlotte Lovat"
5249  Raeburn "Portrait of Mary Smith"
5331  Romney "Portrait of the Fourth Duke of Richmond"

I enjoyed seeing you and hope it won't be long before you communicate with me to give me the results of your first interview with the Gs.

Yours sincerely,

(Germain Seligmann)

Mr. George E. Kelley,
McClees Galleries,
1615 Walnut St.,
Philadelphia, Penna.
October 20th 1932

MR GEORGE KELLEY
MCCLEES GALLERIES
1615 WALNUT STREET
PHILADELPHIA PA

PLEASE SHIP COUTURE PORTRAIT TODAY NEED IT FOR EXHIBITION.

ROBERT M. LEVY
October 26, 1932

Dear Mr. Seligmann:

I saw Mrs. G. yesterday and had a talk with her in reference to the portraits, showing her the list of new acquisitions.

Her first reaction was one of fear of the political situation, stressing the point that Mr. G. is awfully worried and quoting him as saying, he did not know what they would do if R. is elected.

Then as I dwell on the important painters represented she showed a lively interest. And behold a coincidence:-

You have the Romney portrait of the Fourth Duke of Richmond, of which she had a photograph and much correspondence (about a year ago) from Spink and Co. London. When I first mentioned Romney she quickly asked "do you have anything from the Duke of Richmond Collection". She described the portrait of the young Duke with the dog quite accurately though she had returned the photo to Spink & Co. a year ago. Then she said she would not be interested in this portrait as the Raeburn filled the space. However she is curious to know at what figure you could offer it. I don't know what price was quoted to her by Spink & Co. What can you quote on this as an entering wedge?
This coincidence awakened new interest in your collection and she said she would like to see the portraits. However there is some restraint as she does not think Mr. G. will pay a big price for portraits. I am going to see her again the end of this week or fore part of next week and can reopen the matter and try to get permission to bring the entire group to her home. Further I shall try to get permission to hang them, removing temporarily the poor examples from her walls.

I am trying to place a pair of landscapes and figures "Hunting Party" by George Henry Andrews opposite the mirrors we are repairing in the lower vestibule hall leading to the gardens.

The pair,(not high in price around $3000.00) will not interfere with our general scheme.

So far so good, but the election is for or against us, I shall march on with the best of courage and relay the results to you.

With kind personal regards, I am,

Yours sincerely,

GE Kelley

Jacques Seligmann & Co. records, General Correspondence: McClees Galleries, 1931-1932
Transcribed and Reviewed by Digital Volunteers
Extracted Apr-08-2020 06:21:32
November 2nd, 1932

Dear Mr. Seligmann:

I saw Mrs. G. today and depending upon election results I believe we can show the collection of portraits in her home.

She startled me again however by saying the Lady Charlotte Lovat was offered to her at $30,000. - But I said it must be another portrait as I felt quite sure yours must fetch 65 to $75,000. - Further she seems quite certain the Fourth Duke of Richmond was offered to her at £3500 when the exchange was about $3.52 to the pound. She is curious to see it but I told her you had practically clinched the sale for it while on your way home on the boat. She is not interested in the Richmond portrait, only curious.

She will be in New York Monday in your vicinity and I asked her to stop in to see you. She will try awfully hard to do so. I shall remind her if possible before the week ends.

Mr. G. came home to luncheon but had a guest with him so could not talk business. He is red-hot for Hoover. So if he is re-elected we are all set.

I would be pleased to talk with you by phone if you have any suggestions as to "Lady Lovat" or Mrs. G's visit.

We have made progress. Another week's time and we shall see.

With kind regards, I am,

Yours sincerely,

*signature-GEKelley*
November 2nd., 1932.

Dear Mr. Kelley:

I have received confirmation from Spink that it is indeed, to our party that he mentioned the low price on the Romney.

I thought I would let you know about this without any delay.

Yours very sincerely,

(Germain Séligmann)

George E. Kelley, Esq.,
McClees Galleries,
1615 Walnut St.,
Philadelphia, Penna.
November 3, 1932

Dear Mr. Seligmann:

I forgot to mention in yesterdays letter that I hung my pair of George H. Andrews in the daylight half-way leading to Gardens, price if finally accepted will be about $2750. to $3000. for the pair. Election decides.

This brought up the question of a fine pair for the large hall. Therefore will you suggest as though we had reasoned in the same way, a pair of landscapes, which cannot measure when framed more than 30 or 32 inches high by 36 to 38 inches in length. Watteau, Boucher, Fragonard or Lancrets would be fine but I doubt if she would pay for the $40,000. per pair quality. However she wants quality. I stressed the fact that a fine pair of landscapes in the hall would make a variety in decoration as portraits alone might become monotonous.

Thanking you for your cooperation, I am, with kind regards,

Yours sincerely,

McClees Galleries.

(George E. Kelley)
Dear Mr. Kelly:

I want to post you immediately on the matter of Mrs. Geist's visit. This lady came in today and I received her as nobody was in the Galleries at the time. She asked to see the Romney "Fourth Duke of Richmond" and explained to me that she had been in correspondence with the present Duke about the picture last year. She also told me that you had talked to her about various new pictures which we had recently received from Europe and had shown her several photographs, amongst them one of this picture.

She told me that she immediately recognized it and had been tempted last year to buy this picture, but eventually, of course, purchased the Raeburn, which now hangs in the place which she had reserved for the Romney. She was tremendously enthusiastic about it and she found it even more beautiful than she had imagined from the photograph.

Upon inquiring the price, I quoted her($25,000.-) Twenty-Five Thousand Dollars, which was the price that appeared in our stock book. She added, naturally enough, that she could have bought this picture at a cheaper price directly from the owner.

She further inquired whether we were going to bring some pictures to Philadelphia and I told her "yes", and that we should naturally enough include this picture so that she might see it again and also give Mr. Geist an opportunity of seeing it.

Trusting that in the course of time this may lead to some definite business, I am with kind regards,

Very sincerely yours,

(Robert M. Levy)

George E. Kelley, Esq.,
McClees Galleries,
1615 Walnut Street,
November 7th., 1932.

Dear Mr. Kelley:

I waited until 1:30 today for Mrs. Geist to come in, and as it was to be expected, Mrs. Geist arrived ten minutes after my departure and was received by Mr. Levy who fortunately happened to be in.

What on the other hand, is not so very fortunate is that, not being posted on our different conversations, he showed her upon her very special request, the Romney painting and quoted her the price of $25,000. I am having Mr. Levy write you at length about this visit, so that you will know exactly what Mrs. Geist's reaction has been. I gathered two conclusions:

1 - That Mrs. Geist is interested in the Duke of Richmond, and

2 - that she is expecting to see our other paintings in Philadelphia.

On account of the possibility of Mrs. Geist corresponding directly with the Duke of Richmond or with Spink, in order to try and get it cheaper from him, we will, I fear, have to stick to our story that the picture is on the verge of being sold, and as regards her expectancy of seeing our paintings in Philadelphia, I leave it to you to try and arrange it.

I am enclosing herewith the draft of a letter I intend sending Mrs. Geist if you agree with it. I must frankly say that I am very much upset about having missed this lady's visit today, but you must admit that it was hardly to be expected that she would come in at twenty minutes of two!

Looking forward to hearing from you,

Believe me to be,

Yours very sincerely,

(Germain Seligmann)

P.S. I will 'phone you Wednesday morning at 10:0'clock.

G.S.
DRAFT OF PROPOSED LETTER

Date:

My dear Mrs. G.:

Mr. Kelley had told me of the possibility of your coming into my galleries today and I purposely remained here until 1:30 as I was most anxious to be here myself to greet you. It just so happened that you came in a few minutes later, and I am indeed sorry to have missed, thus, your visit.

In the course of the conversation I had with Mr. Kelley he had expressed the opinion that, in order for Mr. Geist to see the paintings at the same time you did and as I know how very busy a man he is, and also in order for you to see how they possibly would look in your home, the most convenient way would be to have a certain group of them sent directly to your home at Villa Nova. which of course, I will be glad to do.

As regards the historical and very beautiful portrait of the Duke of Richmond, Mr. Kelley must have told you that another collector was already in negotiations with me about acquiring it, so that I don't feel absolutely free in this matter.

In order not to trouble you, I shall request Mr. Kelley to communicate with you, so as to find out when it might be convenient for me to come up to Philadelphia with the pictures.

Looking forward to having soon an opportunity of seeing you,

Believe me to be,

etc.

Jacques Seligmann & Co. records, General Correspondence: McClees Galleries, 1931-1932
Transcribed and Reviewed by Digital Volunteers
Extracted Apr-08-2020 06:21:32
November 8, 1932

Dear Mr. Seligmann:

It certainly was unfortunate that you missed Mrs. G. It is not unusual though for Philadelphia ladies to call during luncheon periods.

Matters are now more complicated and have reached the point where only the most careful but positive statements must be made.

I gather several conclusions and make my own deductions as follows:

1- The mere fact that Mr. Levy quoted $25,000 for the Romney gives Mrs. G. a feeling of superiority in her business acumen and in her judgement of fine paintings.

2- If we hold to our story that the painting is practically sold and Mrs. G. is shrewd enough to correspond once again with Spink or Spink with her when you return it. For Spink will not want to leave it with you for an indefinite period because of your inquiries. An aftermath of this kind would be suicide for us.

3- Details of her prior correspondence direct with Spink or the present Duke of Richmond will haunt her and she will realize that she could have had a "bargain". She may thus want the picture as never before.

I would say therefore that this one painting may be used either as a "club" or a "boomerang".

If we can go on with our campaign and show all the paintings including this one "it" can be held back as a
final concession which (would be the best conclusion) or it could be disposed of [[underlined][at once][underlined]] by offering it to her at cost plus a small commission for us both depending on her acquiescence of outright purchase and your ability to bring Spink or the Duke still further down on their price to take us out of this dilemma.

Finally if Mrs. G. decides against the painting and we have sold her others, we could later say that the other sale of "it", also was not concluded, and the painting was returned in exchange for another picture from Spink.

Please convey to Mr. Levy my thanks for having received Mrs. G. and that not by any means do I think he could have handled the situation differently or better.

I am waiting with more or less anxiety the “tingle of the phone bell” for Mrs. G. may call me. Yet, being election day she may expect us to be closed.

Your proposed letter to Mrs. G. is complete, necessary, and it should be helpful.

I shall expect your phone call at 10 A.M. Wednesday. We must follow through.

With kind regards, I am,

Yours very sincerely,

[[signature-GEKelley]]

(George E. Kelley)
November 8, 1932

Dear Mr. Seligmann:--

Mrs. G. phoned me just as the letter enclosed herein was being transcribed on the typewriter.

Mrs. G. was most enthusiastic about the beauty of the Romney. She said it would be out of the question at anything like $25,000, as she could have bought it for £3500 or at the rate of exchange then existent $12,500. The rate is even lower now. I told her that the price quoted by Mr. Levy was the stock-book price to protect it against quick sale in case you were out, as in the final analysis you expected to sell it yourself. Further I told her that in the event it was not sold to your "prior prospect" that I felt sure the price would be much lower to her.

However she said she had "kissed it good-bye" as she did not think she would ever own it. If Spink quoted her £3500 when the exchange was higher of course they figure on a net amount, but it seems to me you should be able to better the price [[given]] by them direct to a layman. A year has elapsed and they might be glad [[to]] accept £3000 now even at $3.30 per £.

We have a problem but all may end well.

Yours very sincerely,

[[signature-GEKelley]]

(George E. Kelley)
November 21st., 1932.

*\[\checkmark\]*

Dear Mr. Kelley:

As I haven't heard from you I gather that nothing particularly interesting has developed with the Gs. Have you seen them at all since Mrs. G. came to New York?

Don't you think that if the Hoover-Roosevelt conference gives some sign of co-ordination and co-operation between the two parties, as it should, that it might be a good time to approach Mr. G. and see what humor he is in.

I think that, according to what I know of them, if we ever are able to work it out, the thing to do would be to send our paintings up to the G. home by truck early some Sunday morning, and for us both to drive up there around 11: or after luncheon, so that we could send the pictures back that same afternoon to New York - unless, of course, they wished to keep some until Monday. I shall be glad to hear from you on the subject.

Looking forward to hearing from you,

Believe me to be,

Yours very sincerely,

(Germain Séligmann)

George E. Kelly, Esq.,
McClees Galleries,
1615 Walnut St.,
Philadelphia, Penna.
November 25, 1932

Dear Mr. Seligmann:-

In reply to your letter of the 21st, I can only report “little progress” has been made.

Mrs. G. in a phone conversation said she received your letter and that Mr. G. is not in a mood at present to buy.

Your suggestion of bringing over a collection on Sunday and taking away what they don’t like on the same day would not do. They have gone through that procedure too often, they need more time and it will take more time to clinch a good sale. Conversations will be necessary I am sure.

I shall reopen the campaign about December 4th with a letter to Mrs. G. suggesting the idea of making her home more beautiful before arrival of guests for the wedding. At the same time putting the idea into her head that with all the children away from home their house guests in the future may include notables who have fine collections.

Further I shall ask her co-operation in arranging appointments for me with Mr. G.

Due to illness and death of Mrs. Kelley’s mother last week I have lost some time, but the delay has not meant anything. I have not been able to make other contacts as yet.

Thanking you for your further advice and suggestions, I am with kind regards,

Yours sincerely,  

^[[signature-GEKelley]]

(Edward E. Kelley)
December 6th, 1932.

Dear Mr. Kelley:

As I told you I would over the telephone this morning, I am sending you herein a clipping of the George Blumenthal auction which took place in Paris. You will see that at the end there is an interview, and I am convinced that if you find a propitious moment to show it to Mr. and Mrs. G., the prices fetched will impress them very much.

There is also one thing to be borne in mind - that all of these items were extremely small in size. The Hubert Robert paintings, for instance, were about 14" x 17", the little Fragonard painting which sold for $12,000 and which is more of a sketch than a completed painting, is approximately the same size, and this is of course, also a very important argument to emphasize.

Believe me to be,

Yours very sincerely,

(Germain Seligmann)

George E. Kelley, Esq.,
McClees Galleries,
1615 Walnut St.,
Philadelphia, Penna.
December 14th., 1932.

Dear Mr. Kelley:

I am sending you herein photos of some of the paintings you saw at my galleries and also one of a painting which you have not seen and which is a very beautiful, woman's portrait by ROMNEY, 25" x 30" - "PORTRAIT OF MRS METHUEN". I find that of the two 40" x 50" ROMNEY's, only one has been photographed.

Anyway, looking through these photographs, it seems to me that the group is so important that if the Gs can be interested at all, they should be with what you will be able to show them, and on the other hand, if Mr. G. is reluctant to the point of having made up his mind that he won't buy anything, I don't think that the addition of two or three more photos would make him alter his opinion.

On a separate paper you will find the prices of these paintings.

For your information, I might remind you that COMTE DE CHAMCENETZ, by GAINSBOROUGH, wears a very dark blue coat and has silvery gray hair; that the SMART "Portrait of a Gentleman" shows the subject in a red coat; LADY LOVAT by Lawrence, has a brilliant red dress; "CAPTAIN HENDERSON" by Romney has also very strong colors; and as to MRS. METHUEN by Romney, she wears a white dress with a mauve sash and a black hat. "Col. DUFF" by Raeburn, wears a green uniform.

As I told you over the telephone, I think, of course, that the whole weight of your conversation and salesmanship should bear on the LAWRENCE "Portrait of LADY LOVAT".

Looking forward to hearing further from you,

Believe me to be,

Yours very sincerely,

(Germain Seligmann)

George E. Kelley, Esq.,
McClees Galleries,
1615 Walnut St.,
PHILADELPHIA.
December 13, 1932

Jacques Seligmann & Co. Inc.
3 East 51st Street
New York City, N.Y.

Gentlemen:

The Redon is being shipped today. Due to illness of some of our men we were unable to get it away earlier.

Hoping the delay has not inconvenienced you, we are,

Yours very truly,

McClees Galleries.

[[[?] 3432 acc]]
#5076 | "Lady Charlotte Lovat" | LAWRENCE | $65,000.-
4506 | "Mrs. Methuen" | ROMNEY | $35,000.-
5331 | "Portrait of Col. Lord Charles Lennox, 4th Duke of Richmond" | ROMNEY | $25,000.-
4966 | "Portrait of a Gentleman" | SMART | $6,500.-
5247 | "Portrait of Colonel Duff" | RAEBURN | $9,000.-
5248 | "Portrait of Capt. Henderson" | ROMNEY | $9,000.-
4822 | "Portrait of Comte de Chamoisetz" | GAINSBOROUGH | $48,000.-

Jacques Seligmann & Co. records, General Correspondence: McClees Galleries, 1931-1932
Transcribed and Reviewed by Digital Volunteers
Extracted Apr-08-2020 06:21:32
December 22, 1932

Dear Mr. Seligmann:-

I don’t have very cheering news at this time when every thing should be cheery.

Mrs. G. would not consider the Lawrence. She thinks it is the one she saw the photo of, but aside from that Mr. G. would not do anything now.

However Mrs. G. asked me to keep in touch with good things for them later. And particularly a pair of good landscapes about 22x26 canvas size, French or English.

The wedding day of her daughter is close at hand and nothing further can be done now. I have made contacts with other clients but of no avail just now.

I shall hold the photos until January 4th at least, as one cannot tell what reaction might take place in our favor.

Thanking you again, I am, with kind regards and compliments of the season to you and your entire staff,

Yours very sincerely,

[Signature-GEKelley]

McClees Galleries.

(George E. Kelley)
December 14th, 1932.

McClees Galleries,
1615 Walnut Street,

Dear Sirs:

We have received your letter of December 13th, advising of the return to us of the REDON flower piece, which has now reached us.

Thanking you,

Very truly yours,

JACQUES SELIGMANN & COMPANY, Inc.

By

[Initials]
December 29th., 1932.

*[checkmark]*

Dear Mr. Kelley:

Your kind note of December 22nd, is not, as you say yourself, particularly cheerful, but when you run against a wall you might just as well realize that there is a wall and try to go around it - if there is a possibility.

In other words, the only policy to adopt is the one you are following, which is to keep in touch with these people and wait for the next best opportunity.

I am only sorry that of course, by the time I suppose the Gs will be in a better mood, we won't have any longer the two 40" x 50" Romneys.

Should you come to New York, I do hope you will drop in to see me, and in the meantime,

With my very best wishes for a Happy New Year,

Believe me to be,

Yours very sincerely,

(Germain Seligmann)

George E. Kelley, Esq.,
McClees Galleries,
1615 Walnut Street,
Philadelphia, Penna.
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