

Palm Beach Jewelry, Art & Antique Show

Presidents' Day Weekend • February 16–20, 2007

This year's Palm Beach Jewelry, Art & Antique Show built on the steady momentum it has gained since its first appearance in 2004. Clearly it has become one of the most important shows in the country. Two hundred and five dealers from the U.S., Canada, Switzerland, England, Italy, Germany, France, Turkey, and Sweden transformed the Palm Beach County Convention Center into an international marketplace that attracted 50,000 attendees. No exhibitors were delayed by the inclement weather to the north of the state; some, however, drove to Florida in order to avoid airport delays.



Kris Charamonde, co-owner and managing partner of the Palm Beach Show Group, with former New York mayor and presidential candidate, Rudy Giuliani, at the show.

On the evening of the preview a line of luxury cars extended for a quarter mile to enter the venue's over-capacity parking lot, a testament to the show's immense attraction. Once inside, individuals were treated to an experience that can be summarized in a single word: remarkable. From substantial hard-bound catalogs containing insightful articles

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Imported roses graced the entrance to the 2007 Palm Beach Jewelry, Art & Antique Show.



M.S. Rau Antiques, New Orleans, LA exhibited a world class selection of fine art and period furnishings.



The A.B. Levy Palm Beach, Palm Beach, FL display included a dining room suite by Francois Linke, a Redlich & Co. silver service, and a fine oil by Richard Ansdell.

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distributed to all who entered to a separate media lounge, the production was elegant in every respect. Sales were extremely strong and the overwhelming turnout of qualified buyers is no doubt the result of an aggressive promotion campaign overseen by Palm Beach Show Group partners Kris R. Charamonde, Scott Diament, and Rob Samuels. Funds in excess of \$1 million were dedicated to publicity, which included national, regional, and local advertising via print media, radio spots, billboards, and banners, supported by an extensive direct mail campaign and cross-promotional activities with events taking place in or around Palm Beach in the months preceding the show. Additionally, the Group invited local and regional arts and cultural institutions to attend the show and provided hotels with tickets to distribute to guests the week of the show.

Visually stunning, the show improves on a yearly basis and among dealers new to the show were Brock & Co., Carlisle, MA; Jeff R. Bridgman American Antiques, York County, PA; Debra Force Fine Art, New York; Finnegan Gallery, Chicago; Gemini Antiques,

Ltd., Chester, NJ; Gerald Peters Gallery, Santa Fe, New York, and Dallas; Lillian Nassau, LLC, New York; Notus, Inc., New York; and Julia Santen Gallery, Charleston, SC.

Lillian Nassau, LLC, sold an assortment of Tiffany Studio glass, Tiffany silver, and Art Nouveau furniture. Arlie Sulka, the company's managing director, was impressed by the presence of "serious, enthusiastic collectors" and the fact that "there was hardly a moment when we did not have someone in our booth; by the end we were tired, but good tired." "The show keeps getting better and better every year" remarked Katherine W. Baumgartner director of Godel & Co., Inc., New York. Exhibiting important American paintings for the third time, they brought range of inventory with prices between \$25,000 and \$50,000 as well as an Albert Bierstadt for \$1.8 million. Godel & Co. sold works by Irving Ramsey Wiles and Willard Metcalf priced in the high six figures. Childs Gallery of Boston, returning participants, were equally happy with the show. Said D. Roger Howlett, president of Childs, "We always enjoy exhibiting at this show because we get to see our clients from across the country. We have done consistently well in terms of sales."

Buyers took home examples of marine antiques, ship models, and scrimshaw from another returning participant, Alan Granby of Hyland Granby Antiques, Hyannis Port, Massachusetts. Mr. Granby praised the event, "Fabulous show, the finest I have seen in terms of attendance in my career. The number of



Dealers were impressed with the steady volume of educated, serious collectors.

serious collectors was amazing." Kunsthaus Bühler GmbH of Stuttgart, Germany, showed nineteenth- and early-twentieth-century paintings as well contemporary artwork. Among their offerings were three paintings by Gustave Courbet, one of which was taken on approval. Dr. Andreas Bühler, director of Kunsthaus Bühler, said he plans to return in 2008 for his

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third consecutive year, observing that the management did a "great job with organization."

M. S. Rau Antiques of New Orleans offered works by William Bouguereau, Thomas Gainsborough, Pierre Auguste Renoir, and John William

Waterhouse; also a collection of period furnishings by François Linke and Paul Sormani, and silver by Paul de Lamerie, Paul Storr, Hester Bateman, and Tiffany & Co. Showgoers purchased over \$1 million worth of inventory from this New Orleans institution.

New corporate sponsors AXA Art Insurance and NetJets joined *Antiques & Fine Art Magazine*, *Palm Beach Daily News*, and main sponsor, UBS Financial Services Inc., who have supported the show since its first year. The opening night preview party benefited the Boys and Girls Clubs of Palm Beach County. Proceeds from a special raffle augmented a generous donation presented to this charity by the Palm Beach Jewelry, Art & Antique Show. An eight-part lecture series run in tandem with this year's show included talks on fine art, furniture, jewelry, and collection management by prominent figures within their field. @

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Fine jewelry offered by Camilla Dietz Bergeron, Ltd., New York, NY. Here signed pieces from Buccellati, David Webb, and Van Cleef & Arpels were in especially high demand.

Gemini Antiques, Ltd., Chester, NJ showed prime examples of antique toys, Americana and folk art.