

## dealers' diary

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## New event sets the pace

LAST week I said while it is foolish to sum up a fair until the last visitor has left, I ventured that on the evidence of its opening the *LAPADA Fine Art & Antiques Fair* in Berkeley Square was a triumph of organisation and ambience.

Well, I was at the Mayfair marquee when the last visitor left on the evening of September 27 and I can report that overall the whole fair was a triumph.

I cannot remember a new event where every exhibitor praised not just the organisation but commitment to exhibitors by the organisers. Over four days and one evening's trading some of the 88 exhibitors sold very little. But even they had nothing but praise for the event. And all justified.

On the whole, business was good and the fair succeeded in almost all its aims. It was a fair envisaged and executed with just the exhibitors' interests at heart. Few other fairs can boast that.

With speculation and increasing scepticism surrounding other London events, mainly next summer's, this LAPADA fair has shown how it should be done.

In one staging it is a London fixture to be reckoned with.

# Haughtons adjust to tough times

**JUST over a year ago London-based organisers Brian and Anna Haughton were New York's premier fair organisers known for their glittering preview parties, fine presentation and, above all, impressive roster of international exhibitors.**

But, as has been much reported this year, in common with much New York business they have been severely hit by the recession and shed some key fixtures.

However, their most important event, and for decades their flagship fair, *The International Fine Art & Antique Dealers Show*, looks as safe as ever. And, with 65 exhibitors, the 21st annual staging at the Park Avenue Armory from October 16 to 22 (with the customary glamorous preview on the evening of the 15th), the tally is three up on last year.

But that cast list has certainly rung the changes over the past year, which echoes the turbulence and insecurity felt globally.

As I wrote in *ATG* No 1903, August 22, there are a remarkable 20 newcomers with noted New York English period furniture specialist **Clinton Howell** returning after seven years.

Among those making their debut are **Waterhouse & Dodd, Michael Lipitch, Keshishian, Sladmore Gallery** and **Tomasso Brothers** from the UK; **Steinitz** from Paris and **Erik Thomsen, Bernd Goeckler** and **Ariadne** from New York.

Of course, the corollary of some 20 newcomers is that the fair has also lost a



**Above:** a vanity by Jules Leleu (1883-1961), with gilt bronze figures by Jean Debarre (1907-1968), 4ft 5in (1.35m) wide, for which **Maison Gerard** of New York ask \$175,000 at the International fair.

**Left:** London antiquities specialists **Charles Ede Ltd** will ask £150,000 at the Park Avenue Armory for this Roman marble statue of Ceres holding a cornucopia, 1st-2nd century AD, 2ft 3in (69cm) high. It is ex-collection Earl of Pembroke, Wilton House.

**Above right:** one of a pair of c.1755 George III, giltwood armchairs by Thomas Chippendale which cost in the region of \$120,000 from **Apter-Fredericks** of Fulham Road at the New York fair. The chairs were part of a suite originally supplied for Lord and Lady Worsley's house on the Isle of Wight, and they later belonged to the Maharaja of Baroda.

lot of last year's exhibitors and these include some big names long associated with the International fair, such as **Pelham, Colnaghi, Dries Blitz, Ralph M. Chait, The Chinese Porcelain Co.** and the UK's top picture dealer **Richard Green** who has been a Haughton stalwart in New York since the beginning.

But, exhibitors come and exhibitors go, nothing ominous in that.

The mix is also interesting. When the Haughtons launched this fair in 1989 it is now common knowledge that they transformed the New York fairs scene. They introduced vetting procedures into the United States and, paradoxically, brought internationalism to fairs in one of the world's most cosmopolitan cities.

At that first Haughton Manhattan fair there were 84 exhibitors and, breaking new ground, the organisers had brought 46 of them from Europe, 33 of those from the UK. Of this year's 65 exhibitors (who all take much larger stands than at that first fair, hence the lower number), 29 are from the US, 29 from the UK and just seven from mainland Europe.

It is difficult to imagine that pre-1989 US fairs were often purely American and loaded with Americana. The Haughtons' impact on bringing foreigners over to New York was profound and still resonates.

Overall, the mix remains international. Just a sample of those at this month's show: **Apter-Fredericks, Peter Finer,**