

Media Announcement  
September 2017

## 2017's LAPADA ART & ANTIQUES FAIR REPORTS IMPRESSIVE SALES AND RECORD ATTENDANCE

As the ninth edition of the LAPADA Art & Antiques Fair drew to a close, dealers across diverse categories reported strong sales and positive interest from a range of fresh UK and international collectors.

This year supported by new Principal Sponsor Killik & Co, the Fair team's decision to bridge two weeks for the first time paid off, with attendance at record levels and a large number of exhibitors reporting sales to new clients. Dealers noted high international attendees, particularly those visiting from China and the USA.

Specialists including **ArtAncient**, **Jeroen Markies**, **Howard Walwyn** and **Bentleys** noted excellent visitor demographics while **Nigel Norman**, **John Iddon** and others praised the Fair's excellent design and organisation. "It is a Fair where people have both calibre and curiosity, which is a wonderful combination", said **Whitford Fine Art**.

The Fair's organisers found it hard to distinguish a bestselling category, as dealers from distinct specialisms reported sales from Preview to closing. By the last day **I.Franks** had issued more than 40 invoices, 90% of which were generated by international clients.

**Sphinx Fine Art** reported requests for details of almost every piece consigned to the Fair, including a number of big ticket items. The dealer sold an entire wall of pictures to one buyer, who wished to recreate the stand's aesthetic.

**MacConnal-Mason**, one of a number of new exhibitors, offered high praise for the Fair's outstanding location, commenting on its exclusive surrounds and natural flow. Like others, the dealer in 19<sup>th</sup> and 20<sup>th</sup> century English and European paintings met a number of potential new clients.

**Ted Few** reported selling more individual items than ever before, commenting that the LAPADA Fair is "unbeatable and unimprovable." **Wick Antiques** reported 29 sales, with eight to ten more in the pipeline. This dealer noted an increased number of younger clients aged early to mid-20s. **Beaux Arts**, which sold an important Barbara Hepworth sculpture, agreed that it had welcomed a younger demographic of serious buyers this year.

**David Hickmet**, of Hickmet Fine Arts, was delighted with business at this year's edition, selling well across his entire consignment – an experience he said was not replicated during other fairs earlier in the year. By the second day the dealer has exceeded his targets for the entire week.

**Ellison Fine Art** was another dealer that reported diverse interest across pricepoints, with items selling from the low hundreds to approximately £13,000.

**Zarco Antiques & Art Gallery**, a new exhibitor that had already applied for 2018's Fair before the 2017 edition had come to a close, was delighted with the interest its pieces received. Porcelain was a strong category for this dealer and, combined with glass, others too. Similarly, **Boccara** was already making plans for next year's Fair.

Jewellery sold well, with **Nigel Milne** reporting particularly strong bracelet sales. Furniture also did well, with **Jeroen Markies** selling high ticket items daily, including a three-piece-suite for £30,000 and an ornate panther for £18,500.

# LAPADA

ART & ANTIQUES FAIR  
BERKELEY SQUARE

On 14<sup>th</sup> September, the Fair welcomed VIPs and collectors to the Gusbourne Blanc de Blancs Reception. Guests including fashion designers Ozwald Boateng, John & Monique Davidson and Anna Mason, Vanity Fair publisher Tia Graham, new Topshop CEO Paul Price, collector & photographer Mario Testino, Zafar and Natalie Rushdie, Sloane & Cadogan's Soren Tholstrup, Sigrid Kirk of Arts Co, and photographers Julian Marshall and Alastair Guy perused the thousands of carefully vetted objects on offer from 114 LAPADA members. During the week the Fair also welcomed collector & entrepreneur Lauren Santo Domingo, actor Jim Carson and comedian Alan Carr.

Upstairs on the Preview night, Fair Principal Sponsor Killik & Co hosted a private client event during which Gusbourne Blanc de Blancs, Berkeley Square Gin & Tonic and Berkeley Square Elderflower Fizz were served.

This year's talks and events programme was a particularly compelling one. The Headline Lecture, presented by Fair Cultural Partner The Ashmolean Museum, explored the museum's upcoming exhibition 'Imagine the Divine: Art and the Rise of World Religions' while Fair Talks & Tours Partner, The Arts Society, hosted a series of fascinating workshops and lectures. Other talks were given by LAPADA dealer Rebecca Hossack, broadcaster Mark Hill, writer and broadcaster John Benjamin and tea experts from Newby Teas.

Fair Director Mieka Sywak said: "We are absolutely bowled over by the success of this year's Fair. As an association our primary role is to support our dealers in the business they do, so a flourishing Fair in a second-to-none location is really the most rewarding thing we could ask for. This year's Fair was a real benchmark, so we have set ourselves quite the challenge for our 10<sup>th</sup> anniversary in Berkeley Square in 2018.

We would like to extend huge thanks to our new Principal Sponsor Killik & Co, who naturally shared our vision from the moment we met, and to everyone else who worked tirelessly to make the Fair so special."

ENDS

## Notes to Editors

## LAPADA the Association of Art & Antiques Dealers



LAPADA

THE ASSOCIATION OF  
ART & ANTIQUES DEALERS

LAPADA the Association of Art & Antiques Dealers is the largest society of professional art and antiques dealers in the UK. It is a trusted resource for private collectors and the art and antiques trade in the UK and 16 other countries around the world. Established in 1974 it boasts over 500 worldwide members, who are experts in their fields, with specialities ranging from fine art, jewellery and furniture to contemporary works, sculpture and ceramics. Due to the Association's strict Code of Practice, clients are offered total reassurance when purchasing from a LAPADA member. LAPADA offers a referral service for any member of the public looking for a trusted dealer in a specific area, who is seeking quality and assurance of authenticity. It also offers industry advice and lobbies on issues affecting its members and good practice in the art and antiques trade. In 2015, LAPADA launched its newly developed website, which is the leading online marketplace for sourcing authentic art and antiques from trusted LAPADA-accredited dealers. [lapada.org](http://lapada.org)

**CULTURAL-  
AGENDA**

For more information please contact the LAPADA team at Cultural-Agenda at [lapada@cultural-agenda.com](mailto:lapada@cultural-agenda.com) tel: +44 20 7245 1066

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## Principal Sponsor

**KILLIK & Co**  
Savings | Planning | Investments

Killik & Co is a private client investment house founded in 1989. Voted Wealth Manager of the Year by the readers of the Financial Times and Investors Chronicle, they have been helping clients to achieve their financial ambitions for over 25 years.

Designed for clients of all levels of experience and investment appetite, from Chartered Financial Planning to specialist Investment management services, they also remain one of the few independent partnerships to still offer Advisory Stockbroking services.

Operating across eight branches throughout London their uniquely trained staff have access to access investments across all major asset classes on over 30 markets worldwide and are supported by independent research, trust, Tax and currency services, offering Killik & Co clients the very best solution, whatever their circumstance.

Killik & Co is a trading name of Killik & Co LLP, a limited liability partnership authorised and regulated by the Financial Conduct Authority and a member of the London Stock Exchange. Registered in England and Wales No. OC325132 Registered office: 46 Grosvenor Street, London W1K 3HN. A list of Partners and branch offices is available upon request. To telephone all offices please call 020 7337 0400 or see the website at [killik.com](http://killik.com)

## Supporting sponsor

 **RAWLINSON  
& HUNTER**

Rawlinson & Hunter has been at the forefront of the provision of tax and accounting advice to the art world since our formation over 80 years ago. We act for leading artists, galleries and dealers on their underlying businesses and specific transactions. Many of our private clients are also avid collectors and we advise them regularly on transactional practicalities. We provide intelligent, well thought out and practical advice on the financial aspects of art transactions. Our unrivalled experience in advising on complex issues, often involving a number of jurisdictions with their associated tax implications, has given us a unique understanding of the requirements of those at the business end of the art world as well as collectors. [rawlinson-hunter.com](http://rawlinson-hunter.com)

## Cultural Partner

**ASHMOLEAN**

The Ashmolean is Oxford University's museum of art and archaeology. Opened in 1683, the Ashmolean is the oldest public museum in the world. The Museum has incredibly rich and diverse collections from around the globe, ranging from Egyptian mummies and classical sculpture to the Pre Raphaelites and modern art, telling human stories across cultures and across time. Admission to the Museum is free.

Open: Tuesday–Sunday & Bank Holiday Mondays, 10am–5pm  
Closed: Mondays  
Website: [ashmolean.org](http://ashmolean.org)  
Telephone: +44 (0)1865 278 000  
Address: The Ashmolean Museum, Beaumont Street, Oxford OX1 2PH

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## Talks & Tours partner



The Arts Society (previously the National Association of Decorative and Fine Arts Societies, or NADFAS) brings people together through a shared curiosity for the arts. Offering a range of events providing local, national and global places to hear expert lecturers share their specialist knowledge about the arts, it has a 90,000 strong membership. Contributing to and preserving our artistic heritage through volunteering and grants, its members share the belief that the arts have

the potential to enrich peoples' lives – an ethos that is at the heart of everything the society does. [theartssociety.org](http://theartssociety.org)

## English Sparkling Wine partner

GUSBOURNE

Founded in 2004, Gusbourne is an award-winning English Sparkling Wine producer based in Appledore in Kent. Its dedicated wine-making team combine traditional techniques with the latest technology to produce the finest sparkling wines. Its wines are sold through leading stockists such as Berry Bros & Rudd, Selfridges and Fortnum & Mason and feature in many of the UK's most renowned establishments, including Le Manoir Aux Quat'Saisons, The Fat Duck and Le Gavroche. Gusbourne exports to locations across the world including the USA, UAE, Belgium, France, Switzerland, Austria and Denmark. [gusbourne.com](http://gusbourne.com)

## Dining and Events

BERKELEY  
SQUARE  
GIN

Berkeley Square London Dry Gin, named after Mayfair's famous square, is considered to be the one of the world's most luxurious gins. The Master Distiller uses over 250 years of heritage and expertise at Britain's oldest gin distillers, to hand-craft the gin in small batches in a copper pot still. During the slow distillation, a unique combination of lavender, sage and basil is wrapped in a 'bouquet garni' and added to the purest of water. The result is a gin of exceptional quality, smooth enough to sip neat and reputed to make the world's best martini. [berkeleysquaregin.com](http://berkeleysquaregin.com)

NEWBY  
LONDON

For thousands of years, tea enjoyed a glorious status in the lives of those fortunate enough to enjoy it. But, with the increasing industrialisation of the tea trade throughout the 20<sup>th</sup> century, its status was diminished as big brands compromised on quality for commercial gain. As the new millennium approached, Newby was founded with a mission to source, blend, preserve and serve the world's finest teas, and revive the rich culture associated with tea's golden era.

The best leaves from prime harvest seasons are selected, and Newby's committed tea tasters create exquisite blends by trying thousands of cups. The quality of its blends is preserved in a state-of-the-art centre at the heart of the world's finest tea-growing regions. Each tea is then sealed in multi-layered sachets to preserve its freshness and character.

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This dedication to quality has led to Newby Teas winning more than 100 awards, and establishing a network of offices across the globe. Its teas are served in five star hotels, cultural institutions and Michelin-starred restaurants, and sold in

high-profile retailers such as Harrods. Newby's Silken Pyramids range can be found in Waitrose and online at [newbyteas.co.uk](http://newbyteas.co.uk)

## Fair Design



Micha Weidmann Studio

Founded in 2001, Micha Weidmann Studio is an art direction and design studio based in London. It has built a reputation for producing engaging, iconic and memorable campaigns for its clients that deliver core messages in the most engaging and timeless form. With the wealth of experience brought by Swiss founder, Micha Weidmann, the studio has an in-depth understanding of the visual cues that make high-end brands aspirational, while also being able to provide design solutions in order to retain the integrity of the philosophy behind the brands. Its clients are found in the property, design and arts industries, including high-end luxury brands: Christie's, Clarges Mayfair, RA Magazine, Dom Perignon, Fornasetti, Tate Modern and Zaha Hadid Architects. [michaweidmannstudio.com](http://michaweidmannstudio.com)

## Floral partner



When Kally Ellis set up McQueens in 1991, she had one aim in mind. "I wanted to sell simple, stylish flowers, beautifully presented, to the London market. And I knew people would love it."

Kally drew on her business experience working in the marketing team of a large international French merchant bank. With a strong sense of colour and design, and a genuine passion for flowers, it has proved to be a winning combination, establishing McQueens as the premier name in the UK flower market – and beyond.

"It never fails to surprise me when I receive calls about our flowers from Hollywood and Japan," says Kally. "It's amazing to think that from a small shop in Clerkenwell, we've built a reputation for quality and innovation that's known the world over. Yes, I'm very proud of what we've achieved."

McQueens and McQueens Flower School is located in Bethnal Green, London. Their boutique store is located in Claridge's Hotel. [mcqueens.co.uk](http://mcqueens.co.uk)