

Media Announcement
London, December 2016

LAPADA ANNOUNCES 2017 CONFERENCE PROGRAMME



A unique proposition in the UK's art and antiques trade, the annual LAPADA Conference is the most prominent industry forum of its kind. **LAPADA, The Association of Art and Antiques Dealers** will host its ninth edition on Thursday 23rd February 2017, from 9:30am to 5pm in the Cholmondeley Room of the House of Lords. The event is kindly sponsored by Rawlinson & Hunter, ArtRatio, Besso Limited, Cadogan Tate, Malca-Amit and Antiques Trade Gazette.

As business transactions increasingly move from the physical to the digital realm, this year's LAPADA Conference will focus on how art and antiques dealers can trade online more securely, better protecting themselves and their clients. Experts will impart professional advice on a range of topics from dealing with cyber-attacks and protecting clients' data to how to comply with Distance Selling Regulations and understanding copyright laws. Additionally, there will be a discussion on how to build trust with clients, with a particular focus on the American market.

"The LAPADA Conference is designed to help our members keep abreast of significant changes that affect the trade and to provide practical information that they can apply directly to their own businesses. We listen to feedback from dealers throughout the year and endeavour to address the issues about which they are most concerned."

Rebecca Davies, LAPADA Association CEO

Scheduled talks include:

UNDERSTANDING CYBER THREATS AND HOW TO PROTECT YOUR BUSINESS

Dan Slosberg | Cyber Resiliency Expert, Mimecast

Cyber-attacks are increasingly common and target small and larger businesses alike. Learn more about the tactics hackers use, how to spot them and what you should do to best protect your business.

LEGAL PITFALLS OF ONLINE & DISTANCE SELLING

Philip James & Danielle Spiers | Partners, Sheridans

Whether you transact online or simply connect with customers via email, there is probably more due diligence required than you realise. In this session we will get practical advice on how to safely manage and store your clients' data, compliance with Distance Selling Regulations and information around the mysteries of copyright.

ESTABLISHING TRUST WITH CLIENTS

Toma Clark Haines | CEO, The Antiques Diva & Co.

What factors influence a customer's decision making in buying from one dealer over another? What creates a sense of trust in establishing long-term relationships with clients? Toma Clark Haines runs Europe & Asia's largest antiques touring and sourcing company. Toma will talk through what she sees as the main drivers in creating trusted relationships between buyers and sellers offering tips on how to develop these relationships and how to best communicate with American clients.

MAKING TAX DIGITAL - WHAT YOU NEED TO KNOW

Craig Davies | Partner, Rawlinson & Hunter

By 2020 most businesses will be required to keep track of their tax affairs digitally and to update HMRC at least quarterly via their digital tax accounts. Craig Davies will talk through what this means for individual businesses and how can you prepare yourself for the changes ahead.

Over the years the LAPADA Conference has welcomed a selection of world-class speakers, including Sir Stuart Rose, Philip Graves and Nigel White, to engage, inform and inspire the trade; giving guests a fresh perspective on today's business climate. Past topics have ranged from cultural etiquette to digital marketing and Artists' Resale Right to retail psychology.

Blenheim Palace, Waddesdon Manor, The Wallace Collection and Goldsmiths' Hall have played host to the LAPADA Conference. Due to overwhelmingly positive feedback, LAPADA are delighted to return for a sixth consecutive year to the House of Lords by courtesy of its Chairman, Lord Chadlington.

LAPADA, The Association of Art & Antiques Dealers, is the largest society of professional art and antiques dealers in the UK. Established in 1974 it represents over 500 members across five continents, experts in their fields, whose specialities range from fine art, jewellery and furniture to contemporary works, sculpture and ceramics.

A three course lunch will be served in The Cholmondeley Room, providing an opportunity for colleagues and speakers to network.

Tickets are available to the public and early booking is advised.

LAPADA offers delegates a special opportunity to take a tour of the House of Lords and House of Commons. Those who wish to take part should indicate so in their booking form and will need to arrive by 8.45am for the guided tour, beginning at 9am. Limited spaces are available.

Ends

Notes to Editors

Date: Wednesday 24th February 2017, from 9.30am - 5pm
Location: House of Lords, Parliament Square, London, SW1A 0PW
Price: £115+VAT for LAPADA members
£150+VAT for non LAPADA members
Ticket booking: lapadaconference.com/#Contact or contact Astrid McKenny Engström at astrid@lapada.org or on + 44 (0)20 7823 3511 for more information

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 & antiques trade in the UK and 16 other countries around the world. Established in 1974 it boasts 500 worldwide members, who are experts in their fields, with specialisms 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 a new website, the leading online marketplace for sourcing authentic art and antiques from trusted LAPADA-accredited dealers. lapada.org

Principal 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



LAPADA

THE ASSOCIATION OF
ART & ANTIQUES DEALERS

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ARTRATIO

ArtRatio is a boutique manufacturer of art conservation furniture, dedicated to protecting the market value of works of art. Our electro-optic glass vitrines become transparent only when someone is nearby, allowing a truly theatrical presentation of rare, fragile manuscripts, antique photographs, textiles and jewellery. At all other times, our products become completely opaque, providing after-hours security and reducing UV, IR and visible light damage, which can result in fading and structural breakdown of sensitive materials. Our products allow private and corporate collectors to increase the market value of investments made in art through exhibition at galleries and museums without compromising the sensitive objects on display. To date, ArtRatio has protected two original maps of the 1815 Battle of Waterloo as well as a priceless 19th-century 'Torres' Spanish guitar."



BESSO LIMITED

Besso Limited, International Division is the sole appointed insurance broker to LAPADA. The Besso/LAPADA Insurance Scheme can provide LAPADA members with an unrivalled professional advice, discounted premiums and comprehensive cover tailored to individual requirements. besso.co.uk

Cadogan Tate

Everything, handled with care

Cadogan Tate: Headquartered in London, with operations in Paris, Côte d'Azur, New York and Los Angeles, Cadogan Tate handles extremely valuable, complex or market/media sensitive relocation and storage assignments for high net worth, large corporate or government clients. Its Fine Art service works with galleries, dealers and auctioneers across the western hemisphere, moving storing managing and insuring up to £2 billion of art, antiques and antiquities every year, while its Interior Designer Service manages the storage, delivery and installation of art and fine furniture for many of the world's top interior designers. cadogantate.com



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Malca-Amit provides the luxury goods industry, high-net worth individuals and international banks with a global team of experts, including logistics, security, customs house and special operations professionals. Malca-Amit provides a smooth, expedient and professional service tailored to precise specifications and needs.

Malca-Amit provides best in class customer service and solutions for those dealing in diamonds and jewellery, watches, precious metals, fine art and planning special events. malca-amit.com

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Antiques Trade Gazette is the acknowledged 'Bible' of the art and antiques trade - a weekly newspaper providing the latest in market information, news and analysis. It is the publication of choice for professionals and collectors around the world. Launched in 1971, the newspaper is now published in a high quality format praised for its clarity and high-fidelity colour. antiquetradegazette.com

CULTURAL-
AGENDA

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