

Press Information

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**New Buyers Generate Business
at The National Fine Art & Antiques Fair**

The 9th National Fine Art & Antiques Fair
In Association with LAPADA The Association of Art & Antiques Dealers

18th – 22nd JANUARY 2012

Hall 11, NEC, Birmingham B40 1NT

Visitor Information: Tel: 0121-767 2947

'We sold to new clients looking to furnish their entire homes and have met some important new contacts that offer great potential,' said David Harvey of W.R.Harvey Antiques at the close of The 9th National Fine Art & Antiques Fair, supported by LAPADA The Association of Art & Antiques Dealers, at the National Exhibition Centre, Birmingham, from 18th - 22nd January 2012.



W.R.Harvey Antiques from Witney presented a most impressive stand of 18th and early 19th century furniture and made a number of good sales including a George III mahogany library bookcase, circa 1810, for £6,750, in addition to a set of chairs, two mirrors and a bookcase and several occasional items.

Many exhibitors reported similar business, with new customers accounting for an estimated 70% of overall sales. Among the furniture specialists Mark Seabrook from Cambridgeshire, showing English oak and country pieces, enjoyed a most successful five days, finding customers every day and selling several pieces of furniture and metalwork, notably a handsome 18th century oak Welsh dresser for £8,000 (*shown here*). 'I'm extremely pleased,' said Mark at the close, 'and I've more stock to go out in the next few days.'

Also specialising in early English furniture was Peter Bunting Antiques from Derbyshire who sold an oak gate-leg table, a large oil on canvas featuring a landscape in the primitive style, and other early paintings. Furniture specialist Mark Buckley from

Yorkshire sold several late Victorian and Edwardian pieces that included a fine glazed cabinet, a number of tables and other occasional items.

The range of high quality furniture, paintings and other exhibits on a special stand from the LAPADA Directors was very well received and a number of pieces were sold. Follow-up business is also strongly anticipated. Among the sales was a superb late 19th / early twentieth century glazed breakfront bookcase belonging to Georgian Antiques from Edinburgh that sold for a figure in the region of £15,000. Georgian Antiques also sold George III mahogany fold-over tea table for £2,500, a French bijouterie table and a Maples writing desk with an unusual 'Jack-in-the-Box' mechanism. More sales from the LAPADA stand included furniture from Graham Smith, the Newcastle-upon-Tyne dealer, jewellery from Anthea A.G. Antiques, the London dealers, and paintings from Christopher Clarke, the Stowe dealer.

In other specialist areas, Dominic Vincent, trading under his family name Garth Vincent Arms and Armour from Lincolnshire, was delighted with strong sales at his debut as proprietor. Sales included a cased pair of dueling pistols by Rawson of London for a price in the region of £15,000, Samurai swords and a selection of Georgian period military swords and smaller items

David Hickmet of Hickmet Fine Art from West Sussex was constantly busy, selling Art Nouveau and Art Deco bronze sculpture and glass 'across the board', finally tallying more than 30 individual sales. Brian Watson from Norwich, specialising in English glass, found demand for period decanters, selling nine in total, in addition to numerous sales of drinking glasses, to collectors new and returning.

Newcomer Camburn Fine Art from France, specialising in watercolours by the contemporary painter Alan Halliday, sold more than 23 paintings, almost all to new customers, among them two members of the Birmingham Royal Ballet. Regular exhibitors Art of the Imagination from Salisbury sold a number of paintings and sculptures, also mainly to new customers.

Regular exhibitors Campbell Wilson from Aberdeenshire were showing a range of late 19th and 20th century Romantic and Aesthetic period paintings and drawings and sold a number of pictures by artists including Midlands painters Arthur Gaskin and Joseph Southall. While their regular local customers bought, Neil was particularly pleased to find so many new visitors from further afield also spending. 'We've met many new customers from across the country and sold well,' said Neil Wilson of Campbell Wilson
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*Furstenberg porcelain vase
sold by
John Newton Antiques.
£995.00*

Among the porcelain specialists, John Newton from East Yorkshire was pleased to sell a number of items including a Furstenberg vase by Friedrich Wilhelm Spahr & Co as shown in the Fair Catalogue. Worcester porcelain specialists Valerie Main and Barling Porcelain from Cumbria made a number of good sales to new collectors and declared themselves quietly pleased with business.

Jewellery specialists also sold mainly to new customers. Among those most pleased were Wimpole Antiques from London and Anderson Jones from Yorkshire who sold their two highest priced pieces. London dealer Saul Greenstein sold 'across the board' every day and was very pleased with a busy five days.

Commenting at the close, organiser Tiffany Pritchard said: 'The National Fair has its own special appeal and it is particularly gratifying that so many new visitors from across the country have accounted for so many sales.'

Many visitors commented on the high standard of the fair and its dramatic presentation, aspects that have becoming defining features of this annual event.

Further information from:

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