

Treasures

A Special Advertising Section

A VISITORS' GUIDE TO THE 2007

PALM BEACH JEWELRY, ART & ANTIQUQUE SHOW

PRESIDENTS' DAY WEEKEND

SATURDAY THROUGH
TUESDAY, FEB. 17-20

OPENING NIGHT
PRIVATE PREVIEW PARTY
FRIDAY, FEB. 16

PALM BEACH COUNTY
CONVENTION CENTER



INSIDE:

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Palm Beach Jewelry, Art & Antique Show Returns Presidents' Day Weekend, Feb. 16-20

The nation's largest vetted show of its kind brings more than 200 top-tier exhibitors from the United States and abroad to the Palm Beach County Convention Center

Special to the Supplement

The Palm Beach Jewelry, Art & Antique Show makes its much-anticipated return to the Palm Beach County Convention Center Presidents' Day Weekend, Feb. 16-20.

Regarded as one of the most important shows of its kind in the nation, the show features more than 200 exhibitors showcasing fine art, sculpture, furniture, silver, textiles, bronze, antique and fine jewelry, objects d'art, porcelain, ceramics and pottery, watches, clocks, Asian art and antiques, oriental carpets, art glass, other antiquities and 20th-century design classics.



The Taylor Cup, circa 1738-39, by Peter Taylor, is an extremely fine George II English Sterling Silver Rococo two-handled vessel. Photo courtesy of Spencer Marks, Booth 1002

Boasting a superior selection of items and an unprecedented roster of top-tier exhibitors, the Palm Beach Jewelry, Art & Antique Show continues to grow in size and prestige, adding many new exhibitors each year, says Kris Charamonde, co-owner and managing partner of the Palm Beach Show Group.

Notable new additions to this year's show include Debra Force Fine Art, Inc.; Diana H. Bittel; Peter Findlay Gallery; Gemini Antiques Ltd.; Lion Heart Autographs, Inc.; McTeigue & McClland; Gerald Peters Gallery; Notus, Inc.; Finnegan Gallery; Susan Scherman Fine Arts, Inc.; and Sandy Cronan Ltd.

Celebrating its fourth year, the Palm Beach Jewelry, Art & Antique Show consistently attracts about 50,000 attendees, including private collectors, dealers, interior designers, museum curators and investors from across the country and worldwide.

A true cultural event, Charamonde adds, the show offers a daily series of free lectures given by established experts, professors, curators and authors, many of whom are dealers exhibiting in the show.



Palm Beach Show Group partners Scott Diamant, seated left, Kris Charamonde and Rob Samuels founded the Palm Beach Jewelry, Art & Antique Show in 2004. Since its inception, the show has continued to grow in size and prestige. Photo courtesy of the Palm Beach Show Group

Far left: A French art nouveau "Grenouilles" carved fruitwood cabinet by Emile Gallé, circa 1900, features dragonfly, mushroom and landscape marquetry decoration, as well as carved frog-leg feet and bronze escutcheon. Photo courtesy Macklowe Gallery, Booth 501

Below: "Bathers," gouche on paper, is by French artist Pierre Eugene Montezin (1874-1946). Image courtesy Schiller & Bodo, Booth 1109

If You Go

- **What:** Palm Beach Jewelry, Art & Antique Show at the Palm Beach County Convention Center, 650 Okeechobee Blvd., West Palm Beach
- **When:** Friday-Tuesday, Feb. 16-20
- **Hours:** 5:30-10 p.m. Friday – Opening Night Private Preview Party, with admission by special ticket only, benefiting the Boys & Girls Clubs of Palm Beach County and offering the first opportunity to view and purchase at the show. Regular show hours are 11 a.m.-7 p.m. Saturday-Monday; and 11 a.m.-6 p.m. Tuesday.
- **Admission:** Tickets for the Opening Night Private Preview Party are \$250 each and include repeat admission. For tickets to the Preview Party, contact Michelle Klein at (561) 683-3287. General admission to the show is \$15 daily and \$25 for a four-day pass.
- **For more information:** Call (561) 822-5440 or visit www.palmbeachshow.com.



Princess Margaret wore this diamond rose brooch by Cartier London, circa 1938, to the coronation of her sister, Queen Elizabeth II, on June 2, 1953, at Westminster Abbey. Photo courtesy Hancocks & Co., Booth 824



Opening Night Private Preview Party Benefits Boys & Girls Clubs

Feb. 16 event offers first glimpse of treasures at the Palm Beach Jewelry, Art & Antique Show

Special to the Supplement

The Palm Beach Jewelry, Art & Antique Show will kick off this year's show with a Private Preview Party on Friday, Feb. 16, from 5:30 to 10 p.m. at the Palm Beach County Convention Center, 650 Okeechobee Blvd. in West Palm Beach. This year's beneficiary is the Boys & Girls Clubs of Palm Beach County.

Guests at the opening-night event will have the first chance to view and purchase

Camilla Dietz Bergeron, Ltd., contributed a natural-color Tahitian pearl-and-diamond necklace to the Boys and Girls Clubs of Palm Beach raffle at the Palm Beach Jewelry, Art & Antique Show. The necklace consists of 31 pearls completed with a white gold and diamond clasp. Photo courtesy of Camilla Dietz Bergeron, Booth 533

jewelry, art and antiques from exhibitors before the show opens to the public the following day.

Scott Diamant, one of the co-owners of the show, says he and his partners are excited about partnering with the Boys & Girls Clubs of Palm Beach County for the first time. "The mission of the Boys & Girls Clubs of Palm Beach County is to inspire and enable all young people to realize their full potential," he says. "As an arts organization, that is certainly a mission we support and stand by."

Event Chairwoman Sandy Krakoff, who approached Scott Diamant about the partnership, added that she hopes others in the community who have an interest in art, antiques and jewelry will attend the event and show their support for the Boys & Girls Clubs.

"Guests at the Private Preview Party not only have the opportunity to be the first to visit with the show's exhibitors and view or purchase items but will also have the opportunity to learn more about and help support the Boys & Girls Clubs of Palm Beach County," Krakoff says. "It's win, win!"

In addition to a generous donation from the Palm Beach Show Group, funds raised from the Opening Night Private Preview Party directly benefit the Boys & Girls Clubs of Palm Beach County along with proceeds collected through a special raffle. Raffle prizes include a cocktail party for 12 to 20 people onboard the 94-foot yacht *We Won* and a natural-color Tahitian pearl-and-diamond necklace donated by Camilla Dietz Bergeron, Ltd.

For ticket information, call Michelle Klein at (561) 683-3287.



UBS Financial Services Inc. Returns as Main Sponsor Of Palm Beach Jewelry, Art & Antique Show

Special to the Supplement

UBS Financial Services Inc. returns as the main sponsor of this year's Palm Beach Jewelry, Art & Antique Show. Over the years, UBS has developed a significant partnership with the Palm Beach Show Group. The sponsorship is in harmony with the UBS mission.

"Support of the arts has long been a UBS tradition, and our sponsorship of the Palm Beach Jewelry, Art & Antique Show reflects our dedication to investing in cultural expression and making the arts accessible to our clients, shareholders, employees and the community," said Michael B. Ludwig,

director and branch complex manager, UBS Financial Services Inc., Palm Beach.

Kris Charamonde, co-owner and managing partner of the Palm Beach Show Group, is honored and pleased UBS has elected to sponsor the show for the fourth consecutive year.

"We are thrilled that UBS will be a part of the show for a fourth year. It is an honor to receive financial and philosophical support from UBS and we hope that the relationship will continue for years to come," said Charamonde.

A cornerstone of the company's philosophy, UBS believes that creative thinking and intelligent risk taking foster

positive and enriching outcomes for all concerned. "In this regard, the arts serve as a constant reminder of the value of creativity, innovation, inspired action and energy – qualities that are also integral to success in the financial arena," said Ludwig.

UBS has extensive ties to Florida with 27 offices throughout the state and is dedicated to giving back to the communities in which it operates.

UBS is the world's largest wealth manager, a top tier investment banking and securities firm, and one of the largest global asset managers. In Switzerland, UBS is the market leader in retail and commercial banking.

AXA Art and Netjets Sign on as New Sponsors of Show

Special to the Supplement

AXA Art Insurance Corporation and Netjets have signed on as new sponsors of this year's Palm Beach Jewelry, Art & Antique Show at the Palm Beach County Convention Center Feb. 16-20. AXA Art Insurance Corporation is among the world's leading insurer of fine art and collectibles, and Netjets is a pioneer and worldwide leader in fractional aircraft ownership.

Kris Charamonde, co-owner and managing partner of the Palm Beach Show Group and presenter of the Palm Beach Jewelry, Art & Antique Show, says he is pleased to welcome these two significant

sponsors. "We continue to be gratified that companies like AXA Art and Netjets recognize the importance of a show of this caliber, and we are proud to facilitate an introduction of their quality services to our attendees."

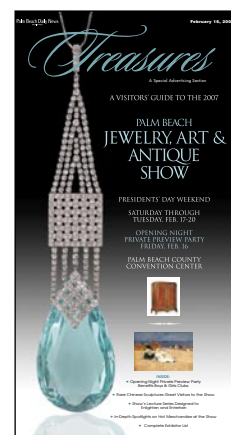
Celebrating its fourth year, the Palm Beach Jewelry, Art & Antique Show consistently attracts several thousand attendees including private collectors, dealers, interior designers, museum curators and investors from across the country and worldwide.

"The Palm Beach Jewelry, Art & Antique Show is a premiere gathering place for enthusiastic collectors from around the world and AXA Art is committed to supporting

events that enhance the understanding of and ability to care for and preserve objects of art," says Christiane Fischer, chief executive officer of AXA Art Insurance Corporation.

"The Palm Beach Jewelry, Art and Antique Show showcases value and quality – two of the hallmarks of Netjets' success. We are proud to support an event that brings the finest dealers and the most educated collectors in the world together in Palm Beach," says Kevin Russell, executive vice president of Netjets.

Among the other sponsors of the show are main sponsor UBS Financial Services Inc. as well as Antiques and Fine Art and the Palm Beach Daily News.



A special advertising section edited and produced by the Marketing Department of the Palm Beach Daily News with contents submitted by the Palm Beach Show Group, sponsors of the Palm Beach Jewelry, Art & Antique Show

Palm Beach Daily News
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Marketing Editor • Design/Layout
Darrell Hofheinz

ITEMS ON THE COVER

- A fine Belle Epoque aquamarine-and-diamond pendant was produced by Rubel Freres, circa 1910. Photo courtesy of Hancocks and Co., Booth 824
- A Francois Linke armoire was built in Paris, circa 1900. It features bois de violette and satin veneers, floral bois de violette marquetry and banding, three shelves and is signed F. Linke. Photo courtesy of A.B. Levy Palm Beach, Booths 724/825
- Ladies in White Dresses is by Edward Henry Potthast, circa 1910s-20s. This oil-on-panel painting is signed in the lower left: E. Potthast. Image courtesy of Spanierman Gallery, Booths 830/931

Cover design by Darrell Hofheinz and Yolanda Cernicky

'Smiling Sichuan' to Greet Visitors At PB Jewelry, Art & Antique Show

With their unmistakably happy faces, these rare Chinese sculptures date from 206 B.C.E.

Special to the Supplement

As visitors to the annual Palm Beach Jewelry, Art & Antique Show arrive at the Palm Beach Convention Center Feb. 16-20, they will be greeted by the smiling faces of not only the other treasure-seekers entering the show but also those featured in an unusual gathering of rare artifacts.

The "Smiling Sichuan" comprise 15 to 20 sculptures from China that date from 206 B.C.E. While their cheerful countenances offer a welcoming touch to those entering the show, the statues also are extraordinary examples of an until-recently obscure period in Chinese art history and a thrill for aficionados of Asian antiquities.



Depicting a Sichuan entertainer/storyteller, this piece is one of the most famous of all Sichuan pottery sculptures from the Han Dynasty, circa 25 B.C.E.-220 C.E. The drummer likely specialized in the storytelling genre called Shuochang.

Below: A group of "Smiling Sichuan" figures reveals the characteristically happy faces. Photos courtesy TK Asian Antiquities, Booths 102/201



He attributes the collection's signature style to the fertility of the arts and entertainment in the Sichuan province during the Han Dynasty.

"Sichuan in the Han Dynasty," Teller notes, "was the birthplace of Chinese storytelling. 'Shuochang' or 'story-telling singing' combined musical entertainment with information-sharing. This region in this era saw the real beginning of a formal, professional class of storyteller."

He adds that the popularity of this – along with other popular forms of creative expression, such as acrobatics – heavily influenced the nature of the forms that would shepherd nobility to the afterlife.

"Essentially, the whole philosophy of the people and the period was to celebrate life, even in the afterlife," explains Teller.

By this measure, these people seem to have enjoyed great success. As the expected thousands stroll past the collection of the charming "Smiling Sichuan" on entering the Palm Beach Jewelry, Art & Antique Show, they will no doubt find it a challenge not to smile themselves.



A wide selection of cufflinks will be offered by Patti Esbia Antique & Estate Jewelry at the Palm Beach Jewelry, Art & Antique Show.

Patti Esbia Antique & Estate Jewelry: Distinctive Finds

By Kenneth Morgan
Special to the Supplement

Patti Esbia brings her collection of distinctive antique and estate jewelry back to the Palm Beach Jewelry & Antique Show in 2007.

Esbia has sold antique jewelry in her Palm Beach boutique, Patti Esbia Antique & Estate Jewelry, on Peruvian Avenue for more than 13 years. She also has traveled extensively to showcase jewelry at antiques shows across the country, offering a wide selection that includes vintage and unusual charms as well as vintage diamond and gemstone pieces.

Esbia once worked as a blackjack and baccarat dealer at Caesars Palace in Atlantic City but later acknowledged her passion for out-of-the-ordinary jewelry, a passion that ultimately brought her to Palm Beach. She says it's a long story, but jewelry has always been in her family's work. Her father owned a jewelry business in Newport, R.I.

Esbia prides her boutique on offering unusual pieces of top quality that are fairly priced. "There's a very strong variety – and unique," says Esbia. "I like things you don't see" elsewhere.

Looking forward to her third year at the Palm Beach show, Esbia says she will spotlight a variety of themes. "We do a lot of men's things," she says, explaining that patrons of the show can expect to discover a wide range of men's jewelry, with an emphasis on cufflinks and rings.

Traditionally styled and whimsical earrings and brooches will also be on display, as will Esbia's well-known collection of charms. "We have the largest selection of gold charms in the world," she claims.

Esbia is also happy to discuss the charms of her French bulldog, Speck, who stars in the store's award-winning advertising campaigns.

Visit Patti Esbia Antique & Estate Jewelry at Booth 929 of the Palm Beach Jewelry, Art and Antique Show. The Palm Beach boutique is at 326 Peruvian Ave. Call (561) 833-9448.

To learn more about the "Smiling Sichuan," interested parties may attend the lecture "Smiling Sichuan of the Han Dynasty" presented by Michael Teller of TK Asian Antiquities at 11 a.m. on Monday, Feb. 19, at the Palm Beach County Convention Center. The lecture is included in the price of admission to the show. For more information about the lecture series, see Page 6.

the show, bringing a collection of pieces, including Royal Blue works from the Tang Dynasty. Even among the other rarities found at the show, the "Smiling Sichuan" collection stands out.

"There is no other culture we know of 2,000 years ago where the dominant feature of sculpture is a smile," says Teller. Even the soldiers in the collection of statues – which includes acrobats, storytellers, dancers, chefs and other figures – are grinning.

Like many ancient Chinese artifacts, these stone and pottery statues have been excavated primarily from tombs. The Chinese of the Han Dynasty had a distinct conception of the spirit world and the afterlife, believing that even deceased individuals could continue to live "happily ever after" – eating, drinking and being waited upon and entertained.

Typically, nobility who could afford such luxuries in life were sent to the spirit world entombed with representations of those who would service their every need. These items "of cosmic consequence," as Teller describes them, often included supernatural beasts – grim and ferocious alike – along with large armies of soldiers, guards and others.

It took some time to establish that artifacts in the tombs of the Sichuan province in South Central China consistently reflected the joyfulness seen in the figures on display here.

"It's only been since the 1970s that we can say authoritatively that this type of work is the secular and theological norm for that province," Teller acknowledges.



Jasper F. Cropsey, "Hyde Park, London, 1861," oil on canvas, 15 x 24 inches, signed and dated lower left

Godel & Co. Fine Art Presents Notable American Paintings

Special to the Supplement

Godel & Co. Fine Art of New York City is pleased to participate in this year's Palm Beach Jewelry, Art & Antique Show. The gallery will display American paintings by Hudson River School, Impressionist and modern artists, including landscapes and still lifes as well as genre and marine scenes. The featured artists include Albert Bierstadt, William Merritt Chase and Willard Metcalf.

One of the notable works included is *Hyde Park, London, 1861*, a rare English scene by the Hudson River School painter Jasper F. Cropsey. The work, which was painted while Cropsey lived across the street from Hyde Park, depicts the view looking north along the Serpentine Pond toward Kensington Gardens. The painting is remarkable for its careful observation of light and its buoyant mood.

In a letter to a friend, Cropsey poetically described the flowers that appear in the painting: "Horse chestnut pink, and white, Hawthorn white and rose, purple Rhododendron, golden labernium, with numberless newborn flowers all redundant with new life and colour might well make lovers of the sunshine and shadows and be caught a wooing by painters and poets on bright May mornings."

In front of the flowers, children play in the shady foreground, while sheep graze in a sunny meadow to the left and figures lounge on the far bank of the Serpentine. The spire of St. James Church, Sussex Gardens, rises in the distance.

Visit Godel & Co. in Booth 1102 of the Palm Beach Jewelry, Art & Antique Show in the Palm Beach County Convention Center. The New York gallery is at 39A E. 72nd St. Hours are 10 a.m.-6 p.m. Monday-Friday and 10 a.m.-5 p.m. on Saturday. Visit the gallery's Web site, www.godelfineart.com, or call (212) 288-7272.

Florida Art: Hot, Hot, Hot

From works by noted painters traveling in the 1800s to the 20th-century paintings of the Highwaymen, this genre has captured the imagination of dealers and collectors alike

Special to the Supplement

What is Florida art, and why has it become so popular? Many collectors in the art world are asking that very question, as Florida art continues to increase in popularity. Those interested in this genre will find a number of exhibitors offering examples at the Palm Beach Jewelry, Art & Antique Show.

Lou Salerno of Questroyal Fine Art in New York City explains that one sector of Florida art includes a group of highly important 19th-century American painters who, during their careers, spent time in Florida. Hermann Herzog, Martin Johnson Heade and George Inness are among the leading artists of international fame who lived in Florida at some time and produced works that featured Florida landscapes. Herzog is known for his interior landscapes, Heade for his work depicting Florida marshes and Inness for paintings of boats and water elements.

"An interesting thing about Florida art is that there is a great scarcity of pieces," explains Salerno. "There is an avid but small group of collectors in Florida, and as result, pieces are rare and prices have escalated."

For example, in the case of Hermann Herzog, his Florida paintings



This gouache and watercolor on paper painted by Jane Peterson is titled "Figures in Florida Landscape." Images courtesy of Vincent Vallarino Fine Art, Booth 1110

can potentially sell for two to three times more than his paintings of northern subjects. In recent months, two of his Florida works sold at auction for more than \$200,000 – considerably more than estimated.

"These artists' fame were not predicated on the fact that they painted Florida scenes," says Salerno. "They were important landscape artists who happened to have spent some time in Florida and painted from there."

Vincent Vallarino of Vincent Vallarino Fine Art in New York agrees that

this genre is much in demand. "Florida paintings are among the hottest thing in the marketplace," Vallarino says. "It was a period of art that was let go, and now it has come back."

According to Vallarino, the paintings were not the main subjects of the artists but more of an afterthought. In fact, in the early to mid 1900s, Florida was not a painting community and, therefore, very few artists went there to work. But those who did made a significant impact.

For example, Herzog traveled and painted in Europe before coming to the United States – first to the northeast, then to the west and finally to Florida. The few pieces he painted while in Florida for that brief time are "wonderfully detailed and quite rare," says Vallarino.

Jane Peterson, one of the most important American female painters of the 20th century, spent time in Palm Beach in the 1920s and '30s and

Please see **FLORIDA ART**, Page 7



Jane Peterson's "On the Lagoon, Venice," circa 1915, is an oil painting on board.

Lecture Series Adds to 'Cultural Experience'

Diverse programming schedule begins Saturday and continues through Tuesday at the Palm Beach County Convention Center

Special to the Supplement

Organizers of the Palm Beach Jewelry, Art & Antique Show have put together a stimulating public lecture series featuring an all-star line-up of knowledgeable and respected speakers. They will discuss a variety of topics designed to be of interest to seasoned and budding collectors alike.

Billed as "a truly cultural experience," the lecture series enhances the total show experience and has been extremely well received by those in attendance, says show organizer Kris Charamonde.

The lecture series, included in the price of admission, begins on Saturday, Feb. 17, and runs throughout the duration of the show. For more information about the show or the lecture series, call (561) 822-5440, or visit www.palmbeachshow.com.

SATURDAY, FEB. 17

11 a.m. Collecting American 20th-Century Modern Art

• **James Levis**, president of Levis Fine Art, Inc., will explore the rapidly growing trend of collecting American 20th-century modern art, circa 1913-1970. From the roots of the modernist art movement – widely recognized as the 1913 Armory Show in New York – to the numerous political and socially charged art movements in America and abroad, this lecture will focus on the artists, the dealers and the critics of the time, examining the artists who thrived and those who barely survived. Levis also will discuss artists who either did not become recognized, or for some reason, fell out of the mainstream.

Levis is a private art consultant and a dealer in 20th-century American modernist masters, assisting individuals, corporations and museums in developing and refining collections. Prior to founding Levis Fine Art, he was a co-founder of Fortress, Inc., a company that stored and preserved art for collectors and museums.

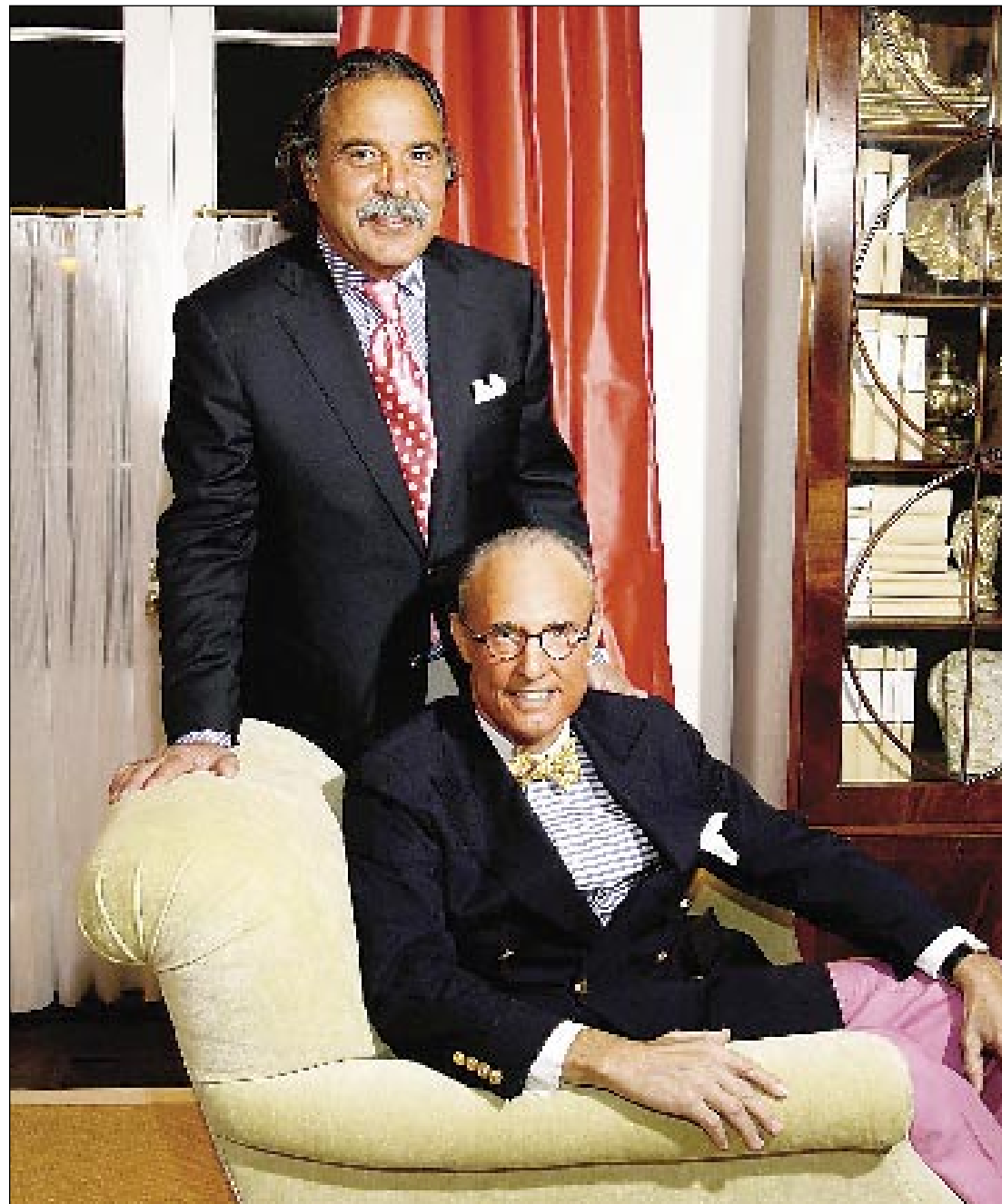


James Levis

3 p.m. Shopping with the Masters

• **Lee Bierly, ASID**, and **Christopher Drake, ASID**, of Bierly-Drake Associates, Inc. will explain what it is like to visit unique venues, antiques shows and fairs with their clients in the quest for memorable pieces to accent a home's décor. This dynamic duo will provide anecdotes and tips on how to "shop with the masters." For more details about the lecture, see the story at right.

Regarded as one of the top residential design firms in United States, Bierly-Drake, Associates, Inc., has received numerous local and national awards and has often been featured in *Architectural Digest*, *House Beautiful*, *Home & Garden*, and *Palm Beach Life*. With client bases in New England and South Florida, their expanded influence and talent have produced numerous residential projects across the country – in Palm Beach, Boston, New York, Washington, D.C., Chicago and San Francisco as well as the resort communities of Bermuda, East Hampton, Nantucket, Newport, Scottsdale, Deer Valley and Honolulu. They have also completed an array of international projects.



Interior designers Lee Bierly, ASID, standing, and Christopher Drake, ASID, know a thing or two about getting the most from a shopping trip to an art and antiques show. Photo courtesy of Robert Brantley Photography, www.robertbrantleyphotography.com

SUNDAY, FEB. 18

11 a.m. Discovering Antique Furniture & Decorative Arts from Colonial & Imperial Brazil

• **Stephen J. Hurrell** of Notus, Inc., will discuss the history of Brazil and how its history influenced the development of furniture and decorative accessories in Colonial and Imperial Brazil. Brazil represents one of the last areas of colonial decorative arts to be discovered. The decorative arts there evolved differently from the rest of the Spanish Americas, thanks to abundant tropical woods, skilled craftsmen and Portuguese and European influences.

A native of England, Hurrell grew up in South America, Africa and the Far East. A graduate of the London School of Economics, Hurrell has always had an interest in the historical role of international trade and its effect on communities worldwide. He started Notus, Inc., with his wife more than four years ago to bring the little-known treasures of historical Brazil to a wider audience. Based in Manhattan, Hurrell and his wife travel frequently to Brazil and are active in the emerging academic studies of Brazilian Colonial and Imperial furniture and decorative arts.



Stephen J. Hurrell

3 p.m. Henry Walters & the Greatest Jewelry Collection of the Gilded Age

• **Dr. Gary Vikan**, director of The Walters Art Museum, will present a richly illustrated talk on the greatest jewelry collection of the Gilded Age, amassed by Henry Walters and featuring dazzling treasures from ancient Egypt to Fabergé. Walters, a turn-of-the-century Baltimore financier and railroad magnate, acquired a collection of pieces dating from 3,000 B.C. to 1910, including necklaces, bracelets, rings, brooches and other items.

Vikan was named the director of the internationally renowned Walters Art Museum in Baltimore in 1994 after serving as the museum's assistant director for curatorial affairs and curator of medieval art since 1985. Trained as a Byzantinist, he has published and lectured extensively on topics as varied as early Christian pilgrimages, medicine and magic, icons and Elvis Presley. Before coming to the Walters, he was senior associate for Byzantine art studies at Dumbarton Oaks in Washington, D.C.



Dr. Gary Vikan

MONDAY, FEB. 19

11 a.m. Smiling Sichuan of the Han Dynasty (206 B.C.E.-220 C.E.)

• **Michael C. Teller, IV** of TK Asian Antiquities will discuss the significance of the Smiling Sichuan of the Han Dynasty. Dating from 206 B.C.E., Smiling Sichuan statues, on display in the entryway to the Palm Beach Jewelry, Art and Antique Show, are extraordinary examples of an until-recently obscure period in Chinese art history. For more details, see the story on Page 4.

Founder and president of TK Asian Antiquities, Teller is one of the world's leading authorities on Chinese antiquities. Over the last 30 years, he has developed extensive on-site scientific research, conservation and restoration facilities and has amassed one of the world's largest collections of ancient Chinese artifacts. TK Asian Antiquities has galleries in Williamsburg, Va.; New York City; and Zhuhai, China.

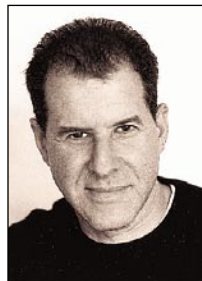


Michael C. Teller

3 p.m. The Fifty Greatest Love Letters of All Times

• **David Lowenherz**, founder and president of Lion Heart Autographs, will present a fascinating lecture on love letters in relation to his book, *The Fifty Greatest Love Letters of All Time*. The lecture will provide background information on select love letters from his book and explore why the letters are particularly unusual and meaningful. Whether it was naughty Benjamin Franklin flirting with Mme. Brillou, or Alfred Dreyfus writing to his faithful wife, Lucie, from his exile on Devil's Island, each of the letters Lowenherz presents will offer a glimpse into the soul of the writer and the writer's beloved. And, as love often shows its other side, a few select hate letters will also be examined.

Combining his love of rare collectibles, scholarship and business, Lowenherz opened Lion Heart Autographs, Inc., more than 25 years ago. Since then, Lion Heart Autographs has become one of the world's best-known dealers specializing in rare and important musical, literary, scientific, artistic and historical autographs. In 2000, Lowenherz began work on a series of books that bring together famous and important letters organized by theme.



David Lowenherz

TUESDAY, FEB. 20

11 a.m. The ABCs of Collection Management

• **Vivian Ebersman** of AXA Art Insurance Corporation will speak on the subject of collection management, focusing on how to care for your collection. The lecture, designed to be a primer, will discuss installing your collection, creating an inventory and preparing for your collection's future. An interactive question-and-answer session will follow the lecture.

Ebersman is the director of art expertise at AXA Art Insurance Corporation, a global specialty carrier insuring fine art and collectibles. The Art Expertise department focuses on the content and valuations of private and corporate collections, museums exhibitions and galleries. The department reviews new submissions to the company, all policies prior to renewal and networks within the greater art community.



Vivian Ebersman

Additionally, Ebersman participates in on-going AXA Conservation projects – such as the Ad Reinhardt Black Painting project undertaken with the Guggenheim and MoMA conservation departments – and has written on collectors and collecting for the AXA Art Web site as well as advertorials about the care and handling of works of art.

3 p.m. What's in a Name? The Importance of Celebrity, Provenance and the Signing of Jewelry

• **Simon Teakle** of Betteridge Jewelers will examine the importance of celebrity, provenance and the signing of jewelry as it relates to building a valuable and significant jewelry collection. Beginning with the landmark Duchess of Windsor sale of 1987, provenance and celebrity have made significant impacts on the value and, consequently, the importance of pieces. Additionally, the signing of items – ranging from Cartier at the turn of the century to the contemporary phenomenon JAR's identification on jewelry pieces – has also added to the value. For more details, see the story on Page 8.

Teakle is the director of Estate Jewelry for Betteridge Jewelers in Greenwich, Conn. An internationally recognized figure in the jewelry industry, he was formerly the head of Christie's Jewelry Department in the United States. Teakle worked for Christie's for 20 years, starting as a jewelry specialist in London before joining the firm's jewelry operations in the United States. Now at Betteridge Jewelers, Teakle's focus is on acquiring individual objects and collections as well as helping clients find exceptional gemstones to be set in original pieces handmade by the store's jewelers.

Guest Column

'Shopping with the Masters' Requires Careful Planning

As interior designers, we are happy to take clients in tow as we shop antiques fairs, but we've also learned ways to make the experience a bit more satisfying for all

By Chris Drake, ASID, and Lee Bierly ASID, of Bierly-Drake Associates, Inc.
Special to the Supplement

"I can only imagine how much fun you have spending other people's money!"

"I want to collect!"

"I want to go where you go and see what you see!"

"Oh, if only I could tag along with you for a day!"

We could easily fill a chapter in a book with the wonderful and often amusing phrases we hear when we tell others that we are interior designers.

It sounds romantic, but more often than not, it is all in a hard day's work. At times, that day's work stretches from dawn until well past dusk. And although travel and shopping do go hand-in-hand with the creative process, the sojourn into alleyways, stalls and the vast halls lined with booths and vignettes can become overwhelming, stressful and sometimes monotonous.

Even for the seasoned shopper, the time spent in an attempt to uncover the perfect piece ("the find") can lead nowhere. On the other hand, the process also can be very rewarding. It is the hope that we may seek and find a magnificent piece that fuels us to continue to scout out those special venues that can and, if the past is a barometer, will yield a successful shopping trip.

As internationally known interior designers, we frequently travel to unique venues, antique shows and fairs on behalf of our clients. On several occasions, however, our clients have accompanied us in our travels. We have found that not all clients are ready for what is in store for them when they join us on a shopping adventure. Unlike the typical shopping trip – in which hours upon hours can be spent shopping for a beautiful bracelet or pair of ornate cufflinks – our trips are based on a specific job at hand. Time is money, and keeping that in mind, we create a schedule, research venues and develop a game plan so that we may have fun, while ultimately, accomplishing what we set out to do.

Through our years of experience and our many trips with clients, we have learned that choosing our travel companions must be done carefully. Prior to discussing with a client whether he or she can accompany us on an outing, it is important that we determine how easy it is or will be for the client to stand up to the rigors of such a trip. Can the client make a decision on the run? How focused can he or she remain or, conversely, how distracted might he or she become at the drop of a hat? While this is a once-in-a-lifetime experience for the clients, we all must remember the goals of the trip and what we hope to accomplish in our time there. When focusing on the task

at hand, our trips can be educational and fun, and as we mentioned above, incredibly rewarding.

In preparation of our trips, we schedule our shopping days with the client so that we have a period devoted solely to shopping and nothing else. During shopping days, we recommend that clients join in the experience but let the designers lead the way. Although our clients are often well traveled and possess an aptitude for design, we, the designers, like to use our experience, expertise and know-how to show the client the way.

To make the most of our shopping days, we spend time reviewing floor plans, discussing the items for which we are searching and analyzing the chances we have of succeeding in our search long before we all meet at the venue. Finally, a discussion of budget is the most important element to the success of the day. As time is of the essence in most projects, it makes no sense to shop for the sake of just looking, unless scouting is the sole purpose of the trip. In an effort to be conscious of our time restraints, it also makes more sense to shop for several pieces at one venue, rather than seeking one piece at a time.

Once these preliminary discussions are complete, we pick our venue and evaluate the quality of the participating dealers and their respective price-points to ensure that it is the correct choice. For example, while it is exciting to shop the New York Armory Show, rubbing elbows with the "see-and-be-seen" crowd, visiting that venue would make no sense if our project does not warrant the price that the dealers are asking for their prized possessions.

After determining the pieces for which we are looking and discussing what we might expect to pay, we plan our shopping days accordingly. Through our countless experiences shopping at shows, fairs, and venues, our shopping trips generally follow a similar plan of action. With a strategic plan in mind, we are more likely to have a successful buy.

On the first day, we, the designers, will walk the show alone scanning the various vendors for select items, making note of which

Please see **SHOPPING**, Page 6

Lee Bierly and Christopher Drake are principals in Bierly-Drake Associates Inc., a Boston-based interior design firm that specializes in creating elegant yet tailored residences for an international clientele including several Fortune 500 clients.

To learn more about "Shopping with the Masters," interested parties may attend a lecture of the same title presented by Christopher Drake and Lee Bierly at 3 p.m. on Saturday, Feb. 17, at the Palm Beach County Convention Center. The lecture is included in the price of admission to the show.



Thirteen yellow-gold egg-shaped pendants with white and blue enamel are suspended from this Carlo Giuliano fringe necklace, circa 1870, in the Etruscan revival style and part of a set. A bangle with Carlo Giuliano's marks and brooch complete the set. All pieces come in the set's original fitted case. Photos this page courtesy of Thomas Faerber; dealer: A.E. Betteridge Jewelers, Booth 807

Guest Column

What's in a Name?

Plenty, as it turns out, when the subject turns to the value of high-end jewelry, whether it's antique or contemporary

By Simon Teakle of A.E. Betteridge Jewelers
Special to the Supplement

In recent years, a common lament of most jewelry dealers is that fresh, interesting objects are harder to come by and prices for these beautiful objects are spiraling out of control. While the industry has certainly changed over the years, the thrill of the hunt and the joy of the incredible find remain an important and exciting part of the process in building a valuable and significant collection.

You may be wondering: How does one separate a significant piece of jewelry from one that is more common? Certainly, an experienced eye helps, but there are also shortcuts collectors can take. For example, one avenue is to concentrate your search on objects that are well known or that possess a distinguished provenance, such as those by Cartier, Van Cleef & Arpels, Boucheron and Tiffany, all of which command a premium significantly higher than their anonymous counterparts.

Additionally, educating yourself about different time periods and learning what each period is most noted for will aid in uncovering distinguished pieces. For example, a Patek Philippe wristwatch is much more valuable – and is a much more significant asset to your collection – than its pocket-watch counterpart. And, a Cartier Panther bracelet made in the 1920s will be a much better complement and a far more valuable addition to your collection than a bracelet from the 1960s.

Arguably the most important jewelry house of all time, Cartier dominated the Art Deco period, circa 1910-1939. Cartier's range of influence and enormous stone transactions were considered far and above other jewelers of the time and set the company apart from the competition. In particular, Cartier developed an Indian theme apparent in much of its collection. The Indian theme resonated with other jewelry houses of the Art Deco period, influencing their jewelry designs, and continues to be an influence today.

Cartier came to the forefront during the Belle Époque Garland era (circa 1895-1910) and was extremely successful adapting the style of the time to its work with greater fluidity and grace than its competitors, including Vever or Lalique, the Art Nouveau masters. Leading patrons of Cartier included Queen Alexandra, the Aga Khan, the Grand Duchess Vladimir and Lady de Grey. After conquering the market overseas, the young Pierre Cartier set out to make his mark on America, opening a store on Fifth Avenue in New York. Cartier's roster of clients in America was as impressive



Simon Teakle

as its European clientele, with names such as Astor, Vanderbilt, Gould and Stuyvesant Fish avidly buying and collecting pieces.

Seemingly with the world at its feet, it is no wonder Cartier continued to build on its early success, becoming the most creative and lavish jeweler of the first quarter of the 20th century. Such an impressive legacy explains why such a significant premium is paid for Cartier jewelry and why Cartier's foundation became the cornerstone for long-term continued success.

While Cartier was thriving, nipping at its heels was the new upstart Van Cleef & Arpels, founded in Paris in 1898. With a diamond-cutting background, Van Cleef (as they are synonymously known) quickly rose in the ranks to become another of the great Art Deco jewelers. Their true legacy did not occur until 1935 with the introduction of serti invisible ("invisible set" jewelry) that has since become their trademark. Ironically, it was a technique originally conceived by Cartier, but Van Cleef made it its own and, as a result, amassed elite clients such as King Farouk, the Shah of Iran and Marlene Dietrich.

Possessing basic knowledge about how to distinguish significant pieces of jewelry from those with a lesser pedigree is the first step toward building a valuable and considerable collection. The next step is understanding why these pieces are considered to be important. Celebrity, provenance and the signing of jewelry are the key elements in determining importance.

Most of the great jewelry houses are known for a period, a style or a specific specialty. When viewing jewelry items, true jewelry connoisseurs will look for identification – the signing – on a piece of jewelry, linking it to a great jewelry house and therefore increasing the value and making it a great addition to any collection.

There are only a handful of present-day masters that maintain the practice and the value of collecting "signed" objects. Current masters include Joel Rosenthal of JAR, James de Givenchy of Taffin, Stefan Hemmerle and Michelle Ong of Carnet. When purchasing contemporary jewelry, the prerequisite is the same and should include a critique of artistic design and assessment of technical detail.

Just as the signing of an object increases its value and importance, so does the celebrity and provenance of a jewelry item. The landmark Duchess of Windsor sale in 1987 launched the "celebrity" market and reinforced the power of provenance, meaning pieces massed value based on origin and the chain of custody. The proportion of value associated to previous ownership is subjective, and the influence of marketing plays a strong role in the final assessment of value.

In a recent example of the power of marketing, two outstanding and very similar Revivalist Fringe necklaces by the master jeweler Carlo Giuliano came up for auction at two different auction houses on the same day. One (Lot 166), offered by Christie's in London in the auction house's traditional "various owners" sale on Dec. 6, 2006, was estimated at \$38,000 to \$56,000. It had a thorough catalogue entry alongside a full, single-page catalog illustration. The necklace sold for more than \$85,000, over 50 percent its noted value.

On the same day, Sotheby's was selling the Judith H. Siegel collection of Castellani & Giuliano. This important collection was provided the full weight of Sotheby's marketing and qualified for its own catalog, in addition to a traveling exhibition, promotion in the Sotheby's magazine and advertising. This collection was almost identical to the one offered at Christie's with an estimated value slightly higher, at \$50,000 to \$70,000. The resulting sale, \$192,000, was significantly higher than that of its London counterpart, proving the power of marketing and the power of a name. Two pieces of identical jewelry, one signed and one unsigned or one



Mounted in platinum, this Art Deco "Heurtoir" brooch, circa 1929, is set with both a 5.15-carat and 1.52-carat emerald cabochon, and two emerald beads totaling 7.90 carats, as well as 158 brilliant-cut diamonds totaling 8.02 carats and 74 baguette-cut diamonds for 10.98 carats. The brooch is signed "Van Cleef & Arpels Paris" and numbered 30334.

with an impressive provenance and the other without – the one disparity was the remarkable difference in value.

The art of collecting is a discipline, and the clarion call that "it isn't what it used to be" is not always so. This season alone, auction houses in New York offered the collections of Ellen Barkin, Hélène Arpels and Judith H. Siegel, not to mention those abroad. In fact, it can be argued that there has never been such an influx of jewelry on the market; however, the interesting items are simply diluted with generic newly manufactured jewels.

While auction houses are the public arena for quality of sales, antiques shows and jewelry stores have similar stories to tell. Building a truly amazing collection is a challenge for any collector. Perhaps the best advice for any collector is to follow his or her own path to amassing a significant and precious compilation that is personally meaningful.

Simon Teakle is with A.E. Betteridge Jewelers. Prior to joining the Betteridge family, he was the head of the jewelry department for Christie's in New York. A.E. Betteridge is among the exhibitors at the Palm Beach Jewelry, Art & Antique Show.

For more information about "What's in a Name," interested parties may attend a lecture with the same title presented by Simon Teakle at 3 p.m. on Tuesday, Feb. 20, at the Palm Beach County Convention Center. The lecture is included in the price of admission to the show.

Whom to Know at the Show

NOTABLE NAMES WITH A PAST

Suzanne Belperron
Renee Boivin
Bolin
Boucheron
Bulgari
Cartier
Castellani
Chaumet
Dreicer
Fabergé
Falize
Paul Flato

Giuliano
Janesich
LaCloche
Lalique
Mauboussin
Schlumberger
Tiffany
Van Cleef & Arpels
Vever
Verdura
David Webb
Harry Winston

Raymond Yard

CONTEMPORARY MASTERS

Carnet
Hemmerle
JAR
Taffin



This peacock-shaped brooch with multicolor enamel, circa 1905, is mounted in yellow gold with the tail pave-set with rose-cut diamonds. The brooch is signed "Mellerio dit Meller, 9 rue de la Paix, Paris" and comes in its fitted box.

Paintings such as Severin Roesen's oil-on-canvas "Still Life with Fruit and Lemonade," circa 1850, were on display during the private preview party for the Palm Beach Jewelry, Art & Antique Show held at Bel Sueno, the Palm Beach home of Lauri Welteroth. Image courtesy of Godel & Co. Inc., Booth 1102



Welteroth Home Site of Reception For PB Jewelry, Art & Antique Show

Exquisite pieces were showcased at a historical Palm Beach residence

Special to the Supplement

On Thursday, Feb. 8, Lauri Welteroth again opened the doors of her historical oceanfront home, Bel Sueno, in Palm Beach to welcome guests for a by-invitation-only preview party for the Palm Beach Jewelry, Art & Antique Show. For the third consecutive year, collectors and their guests gathered at the Welteroth home for a special cocktail reception celebrating the show of top-tier international exhibitors at Palm Beach Convention Center. "We want to thank Lauri for graciously providing her beautiful home as the venue for our preview party," says Kris Charamonde, co-owner and managing partner of the Palm Beach Show Group. "The historic home is an ideal venue for this event, and Lauri, an avid art collector and supporter, is the ideal hostess."

Bel Sueno, a historic, 9,000 square-foot Mediterranean-revival estate, was designed by noted Palm Beach architect John Volk for Col. J. F. Flannagan during Palm Beach's Gilded Age of great estates and is considered an important piece of the island's history.

Attracting a Who's Who of the area's arts and cultural community, the preview party afforded guests the opportunity to meet three of the show's exhibitors: Godel & Company Fine Art, Elise Abrams and David & Company.

Howard Godel, president of Godel & Co. Fine Art, showcased a selection of major 19th- and early-20th-century paintings. Paintings on display included *Off the Coast* by Francis A. Silva, circa 1850; *Still Life with Fruit and Lemonade* by Severin Roesen, circa 1850; *The Orangerie*, by William Merritt Chase, circa 1909; and *Snug Harbor* by Antonia Cirino.

"We were delighted to participate in the preview party for the Palm Beach Jewelry, Art & Antique Show," says Godel. "It was a pleasure to spend time with a group of knowledgeable and enthusiastic collectors."

For more than 27 years, Godel & Co. has offered fine 19th- and early-20th century American art to private and corporate collectors, dealers and museums. Godel & Co.'s extensive collection regularly features landscapes in the Hudson River School and luminist styles, as well as still-life, genre and maritime subjects.

An extraordinary antique dinner service, provided by Elise Abrams Antiques, was showcased in the dining room. The service of custom hand-painted Capo di Monte chargers, rimmed soup bowls, dessert plates and figural Venetian stemware adorned the dining room table. Several pieces of this set



Capo di Monte dessert plates and dinner plates along with antique stemware were displayed by Elise Abrams Antiques at the private preview party at Bel Sueno. Photo courtesy Elise Abrams Antiques, Booths 412/513

were designed for Princess Elisa de Lucques and date from 1880-1920.

Abrams specializes in antique dinner services, stemware, china and decorative items for the dining room. She said she was thrilled to take part in the preview event and looks forward to a successful show.

As guests made their way into the courtyard and pool area, they were dazzled by items on display by David and Co. Based in Chestnut Hill, Mass., David and Co., specializes in period pieces, rare diamonds and important natural-colored gems and jewelry. David and Co. showcased a variety of items, including a French platinum and diamond bracelet with over 22 carats of large European cut diamonds, circa 1920, as well as a rare, natural 35.5 carat Alexandrite.

Earlier in the year, David and Co. acquired the historic Shreve, Crump and Low. In purchasing the notable jewelry house, David Walker, owner of David and Co., said he aims to restore Shreve, Crump and Low to its past prominence.

Demonstrating its expanded selection, David and Co. will also present jewelry pieces from Shreve, Crump and Low at the Opening Night Private Preview Party for the Palm Beach Jewelry, Art & Antique Show on Feb. 19. This is the first year attendees at the show can view and buy items from David and Co. and Shreve Crump and Low's expanded collections.

The evening at the Welteroth home provided a sneak preview of what the Palm Beach Jewelry, Art & Antique Show has to offer and no doubt left guests eager for the event's arrival.



Historic Bel Sueno in Palm Beach was the site of a private preview party for the Palm Beach Jewelry, Art & Antique Show, hosted by Lauri Welteroth.

Lion Heart Autographs: Rare Manuscripts Bring History to Life

Special to the Supplement

Since establishing Lion Heart Autographs in 1978, David Lowenherz has become an internationally known dealer of rare autographs and manuscripts who has taken a distinctive approach to his business.

"Most of the thousands of fascinating documents and manuscripts we have sold have their own, special story to tell about a decisive moment in history or the writer's creative process," Lowenherz notes. "It is our job to unveil the often unknown background hidden between the lines of each letter we buy and sell."

The documents displayed in Lion Heart's New York City penthouse gallery encompass the subjects of art, history, literature, music and science. A wide selection will be on view at the Palm Beach Jewelry, Art and Antique Show.

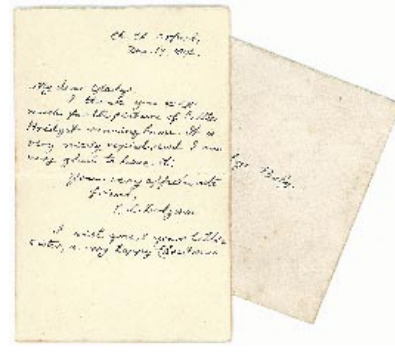
"Each piece offered for sale is meticulously authenticated, researched, described and evaluated, and all our material is guaranteed genuine without time limit," Lowenherz adds. "Whether it is a map signed by the infamous Captain William Bligh of *Mutiny on the Bounty* fame (available for sale at the Palm Beach show), or a previously unknown composition by Felix Mendelssohn, we ensure that private

collectors or institutions like the Pierpont Morgan Library or The Library of Congress are offered the most accurate and complete descriptions possible."

The result of Lion Heart's sleuthing can be found in the nearly 45 catalogs published by the company, which themselves have become collectibles. Lowenherz is also the author of *The 50 Greatest Love Letters of All Time* and *The 50 Greatest Letters from America's Wars*. He will discuss love letters as part of the show's lecture series at 3 p.m. Monday, Feb. 19.

When asked to recall the most interesting piece he ever owned, Lowenherz replies: "That's almost impossible to say! Our most recent catalog featured the penultimate copy of Sigmund Freud's last will that revealed a hysterical 'Freudian slip' and George Gershwin's original contract for *Porgy and Bess*. Here in Palm Beach, I will offer for the first time a unique collection of 16 Einstein letters on quantum mechanics and his Unified Field Theory."

Visit Lion Heart Autographs at Booth 828 of the Palm Beach Jewelry, Art and Antique Show. The New York gallery is at 470 Park Avenue S., Penthouse. Call (212) 779-7050, e-mail lionheart@lionheartinc.com or visit the Web site www.lionheartautographs.com.



A miniature autographed letter, measuring 2 inches by 3 1/16 inches by Lewis Carroll, author of Alice's Adventures in Wonderland, accompanied by its matching envelope — an object found only in Wonderland or at the 2007 Palm Beach Jewelry, Art & Antique Show.



Bierly-Drake Associates, Inc., recently helped a client assemble a collection of antique glass jars, below, for display on the mirrored vanity in the client's master bedroom, left. Photos courtesy of Robert Brantley Photography, www.robertbrantleyphotography.com.



SHOPPING From Page 4

items we wish to show a client and in which order. We may choose to show lesser, more affordable pieces first, as we find that it takes a while for our clients to acclimate to the cacophony of stimuli that accompanies an antiques fair — especially one on its opening day.

This pre-shopping also allows us to meet new dealers and chat with them about specific items we know will interest our client. Developing a working relationship with dealers is important, as we can never anticipate that a dealer at a show will hold a piece for longer than a few hours — unless we know him or her well. Dealers must make their sales within a few days or face carting their items home.

We often revisit the same dealers year after year and, in fact, notify those dealers several days in advance that we will be visiting the show. Angering one dealer, or keeping him holding a piece of furniture you are considering for too long, is sure to ruffle feathers. Dealers are often a close-knit group, and service, and consideration goes along way in our business.

When the pre-shopping has concluded, we schedule our shopping time with the clients. We aim for times when the clients are rested and when the show is not particularly crowded. If we go to the opening day of the fair, we recognize that 50 percent or more of our time might be spent socializing, so we will often plan our shopping day later in the show's run. If that is not possible, we plow through the crowd, undaunted by the drink waiters, food stations and social butterflies — remembering the goals at hand. Mornings are typically the best time to shop, but we allow plenty of time for two visits — one for shopping and one for refining our selections and making our final picks.

We start the day by meeting the client for breakfast, using this time to brief the client on our schedule for the day. Of course, we give our clients an idea as to what they might see and may choose to start with a glimpse of a particular piece that might be "the perfect find," but we do not show our hand. Part of the excitement for the client is the surprise and the awe of the show itself, so we never give it all away — even to the most seasoned traveler.

Because time is of the essence, we pick a traffic pattern at the show that will allow us to move easily from booth to booth and from aisle to aisle. We always allow plenty of time to see the entire show and to revisit the dealers at least once, if not twice, before making our final decisions.

Knowing that it is important for our

clients to feel welcome and to feel a part of our circle, we often introduce our clients to dealers we know, whether or not we have spotted something for our client at that dealer's booth. Although we do keep an eye on our watch and encourage steady progress, we allow clients to stop and ponder, feeling free to look, touch and contemplate. After all, it is part of the fun of the trip! We are often surprised by how many pieces our clients uncover when off on their own.

As the day progresses, we all begin to feel more comfortable, and as we move forward, the selection process becomes second nature. As we find pieces, we reference our floor plan noting dimensions and details. And we never forget to bring a digital camera or Polaroid to gather photos. While most dealers will have photos of their furniture and fine art, we don't expect them to have photos of their accessories.

We look at options and we begin to compare prices. While some dealers are willing to negotiate, a golden rule is to never offer cash or the promise of large future purchases in order to influence price. We are always respectful of our sources but are never afraid to walk from a piece of furniture, either because it's just not the right piece or it is just too expensive at the time.

Unless we are sure that an item is perfect, we wait until our later walk-through to put it on hold. When we have made a decision to purchase, we ask the dealer for an invoice. Once we request an invoice, a dealer expects the transaction to be finalized, or for us to have the courtesy to notify him within a short time if we are not interested. We arrange with the dealer a method of payment and complete the transaction at the end of our trip. In Europe, we use a buying agent, which cuts time immensely and allows us to pay the agent with a single check rather than keeping tabs on 10 or 20 separate cash transactions.

The whole experience of "shopping with the masters" does not have to be intimidating for clients, and sharing the shopping experience does not necessarily infringe on the "sacred domain" of the designer. A shared trip should be a fun learning experience for all involved. Additionally, the adventure should bring the client and designer closer together, and allow the design process to move forward in a less encumbered way. We take vicarious pleasure in introducing our clients to the shopping experience and are pleased to share our knowledge and passion for design, educating our clients in the process.



Beyond Pink Flamingoes: Garden Art Blossoms with Collectors

Statues, benches, urns and architectural items attract the discerning eye and are perfectly at home out of doors or inside

Special to the Supplement

Fifteen years ago, when they no longer had room in their home – and space in their storage unit had become tight – Marty Shapiro and Kaye Gregg, a husband-and-wife team, decided to turn their zeal for collecting into a business. The couple opened Finnegan Gallery, based in Chicago, and soon became one of the country's leading dealers in garden antiques and ornaments.

Shapiro and Kaye are just two of the many garden-antiquities dealers in the country, as the category has continued to gain popularity over the past decade. With the growing popularity of "outdoor rooms," the trend shows no signs of slowing down, as evidenced by the items on display during the 2007 Palm Beach Jewelry, Art & Antique Show.

"Collecting and displaying garden antiques is an extension of people's desire to personalize their home," said Gregg. "In essence, it's a personalization of the interior that spills out into the exterior of one's home."

Garden antiques and ornaments include statues, fountains, cast-iron benches, urns, planters and architectural items from buildings such as finials and gates.

As people become more confident in their own design sense and are more interested in living in personalized spaces, they have become more comfortable bringing items inside their homes that were once reserved solely for outdoor use. For example, a chair designed for the garden may now end up in a bathroom, and a cast-iron bench that was once reserved for a patio space is now likely to be found in an entryway.

As for the historical perspective, the majority of garden antiques and ornaments of importance date from the late-18th to the mid-20th centuries, and most of the truly distinctive



Dating from about 1780, this Italian wrought-iron interior architectural element was designed in the Rococo style. The piece features stylized acanthus leaves, rosette leaf clusters and much evidence of original gilding. Photo courtesy of Finnegan Gallery, Booth 413

Above left: "Butterfly" is a bronze sculpture by Albin Polasek (1879-1965), who is considered one of America's most prominent sculptors of the 20th century. It's an example of a piece that can "live" safely in a garden. Photo courtesy of Gerald Peters Gallery, Booth 306



Sculptor Chester Beach's "The Glimt of the Sea," modeled in 1923, is a bronze of a nude young woman with arms raised. Photo courtesy of Gerald Peters Gallery, Booth 306

pieces come from abroad. Shapiro and Gregg travel extensively throughout the year to England, France, Italy, Belgium and Austria to find special pieces. Once found, these extraordinary pieces are displayed and sold at shows nationwide.

Gregg explains that what makes a garden piece special and collectible is the handmade element that went into the creation of each piece.

"While most of the garden pieces we see are not one-of-a-kind, all were made with a high degree of care and finishing, so you get more detail and sense of uniqueness," said Gregg.

With fine cast-iron urns from the 19th century, he explains, it is virtually impossible to tell that the handles typically were mounted separately, because the separate pieces appear as one, thanks to the care and craftsmanship that went into the construction.

People who invest in garden antiques and ornaments for outdoor use are often collectors, with the majority being homeowners

looking to furnish their gardens with the kind of care, taste and style that they put into the interiors of their homes.

Chester Beach (1881-1956), a key influence in the development of this sector of the market, was an American sculptor whose work has been compared to Rodin. His carved figures emerge from billowing fabrics, sea foam and clouds, with contrasting surfaces of polished and hewn. While Beach was working on these allegorical marbles in the 1920s, he was also producing portraits, monuments and garden groups. He exhibited a model of *The Glimt of the Sea* at the National Sculpture Society in 1923 and won the medal of honor from the Architectural League for the piece the following year.

According to Alice Levi Duncan, director of the Gerald Peters Gallery in New York, collectors are always looking for sculptures that can safely "live" in the garden. This includes all areas of art – from neo-classical to contemporary – and these requests come from all over the country. "Collectors see their own personal landscape as a complement to their living areas. Moreover, their gardens are a reflection of their taste," explains Duncan.

Historically, garden statuary has always been an expensive acquisition. In fact, museums throughout the country have been busy building sculpture parks and gardens. This has translated

down to collectors, who enjoy the sense of play and elegance that come with the discovery of a work of art under a tree or in a niche or next to a gazebo or pool.

Duncan says the most popular garden works are sculptures of animals, children and female figures, abstract works, fountains and works that can be climbed on.

So, while those pink flamingos are not extinct, the trend towards the display of tasteful and sophisticated outdoor pieces has become a growing and important movement.

Windsor Jewelers Inc. Enjoys International Buying Power

Special to the Supplement

Windsor Jewelers Inc. is one of the leading estate jewelry dealers in the United States. The company maintains a network of offices in New York, London and Nice, France.

Paul Lubetsky, the founder of Windsor Jewelers, has been in the estate jewelry business for more than 30 years. His firm's staff consists of former Sotheby's experts as well as experts from around the world. Windsor Jewelers is one of the only estate jewelers in the country to receive recommendations from both Sotheby's and Christie's auction houses, Lubetsky notes.

Over the past 20 years, he adds, Windsor Jewelers' impeccable reputation has helped develop international sources for acquiring jewelry at prices far below market prices. Windsor Jewelers has developed a network of global contacts that has increased the firm's buying power far beyond the norm.

By combining his extensive buying power, knowledge and integrity, Lubetsky says, he has taken Windsor Jewelers to a new level: In the past eight years the company has become the largest branded jewelry buyer, buying excess inventory of signed pieces directly from the manufacturer and selling mostly to the estate market.

Windsor has an inventory of between \$60 million and \$80 million (U.S. retail) at any one time. A large proportion of this is made up of such brands as Van Cleef & Arpels, Mauboussin, Marina B, Chanel, Boucheron and Bvlgari.

Lubetsky invites patrons of the Palm Beach Jewelry, Art & Antique Show to preview an exquisite selection of high-end antique jewelry while discovering the bargains on new signed pieces.

Visit Windsor Jewelers Inc. at Booth 332 of the Palm Beach Jewelry, Art & Antique Show. The firm's New York City address is at 589 Fifth Ave., Suite 909. Call (212) 262-0500 or visit the Web site www.windsorjewelers.com.



Offered by Windsor Jewelers Inc., this Cartier pin is from the estate of Sir Elton John.

2007 Palm Beach Jewelry, Art & Antique Show Exhibitor List

Note: Because this list was prepared in advance, exhibitor booth assignments may have changed. If in doubt, check the official show catalog or show staff for up-to-date information.

EXHIBITOR	BOOTH NUMBER
20th Century Collections	334
A. Harris LLC	100
A.B. Levy Palm Beach	724/825
Aaron Faber	906
Alan & Kathy Stacey Tea Caddies and Fine Boxes	1014
Alexander Gallery	738/839
Andrew Cohen SA	725
Antique D'zynes	127
Arcadia Antiques of England	328
Arnold Lawrence	731
Art & Design	442
Asiantiques	942
Atelier Fabio Salini	312
Avery Galleries	318
B. Silverman	719
Berengo Fine Arts	1204
Betteridge Jewelers, A.E.	807
Betty Bresler, Inc.	229
Blake Benton Fine Art	329
Brock & Co.	924
Bruce Kodner Galleries	128
Burlington Paintings	1039
C.M. Leonard Antiques	918
Caldwell Gallery, The	715
Camilla Dietz Bergeron	533
Carlson & Stevenson Antiques	305
Cerutti Miller Gallery	232
Charles Edwin Puckett	401
Charles L. Washburne Antiques	319
Charleston Renaissance Gallery, The	1026
Childs Gallery	925
Chinese Art Gallery Ltd., The	1200
Chris Mitchell	141
Christian DuPont	325
Circa Antiques & Decorations	217
Clarke Galleries	616
D & R International Antiques	228
David & Co.	612
David David, Inc.	118
David Overall Chinese Export Porcelain	804
Dawn Hill Antiques	904
De Young Collection, The	725
Debra Force Fine Art, Inc.	406
Derek & Tina Rayment Antiques	309
Diana H. Bittel	905
Dinan & Chighine	907
East Coast Jewelry	219
Edward & Deborah Pollack	1000
Elisabeth Wulff	915
Elise Abrams Antiques	412/513
Eric Bleiler Jewelers	204
Eric Originals & Antiques	124
Ernst Farber	1027
European Decorative Arts Co.	812
Eve Stone Antiques, Ltd.	403
Fine Arts Conservancy, The	338
Finnegan Gallery	413
Florence & Jerry Berman	1035
Framont	433
Francis J. Purcell, Inc.	1028
French Country Living	801
Friman & Stein	621
G. Evans Ltd.	1001
Galerie Mark Hachem	138/239



"Calla Lillies," circa 1920s, is an oil on canvas by Arthur Beeches Carles. The painting is signed in the lower right: Carles. Image courtesy Spanierman Gallery, Booths 830/931

Galerie Peter Hardt	838
Gari Fine Jewelry Ltd.	1040
Gary Lindburg	444
Gavin Douglas Fine Antiques Ltd.	618
Gemini Antiques Ltd.	818
Gerald Peters Gallery	306
Gilded Lily Jewellery Ltd., The	424
Godel & Co., Inc.	1102
Grau & Company, Inc.	1038
Guarisco Gallery	538/639
Haber-Rosenbloom	1013
Hamshire Gallery	1009
Han Horse, The	932
Hancocks & Co. Ltd.	824
Haynes Fine Art of Broadway	1111
Heinley Fine Art	628
Holly Johnson Antiques	900
Horovitz & Totah	617
Hyland Granby Antiques	1114
Ineke Peskin Antique Jewelry	730
Ita Howe	125
Jacques De Vos Gallery	506/607
James Graham & Sons	817
James M. Labaugh Antiques	112
Jeff R. Bridgman American Antiques	1010
Jem Hom	432
Jewels in Time	434
Jim's of Lambertville	516
Joan Grober Inc.	439
Johanna Antiques	426
John Atzbach Antiques	1020
John Howard at Heritage	712
John Urban Antiques	712
John Orban	531
Joyce & Steve Grossman	938

Please see EXHIBITORS, Page 8

A pair of classical-style carved-marble Italian urns dates from the early 19th century. Photo courtesy of Finnegan Gallery, Booth 413



FLORIDA ART

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painted there. Her work from those visits, while rare, includes "very intuitive works on paper" explains Vallarino.

Another example is Elmer Livingston MacRea, one of the founders of The Armory Show. Two Florida pieces – the only ones Vallarino has ever seen by MacRae – are abstractions painted in 1915. "It is very rare to see a modernist painter by an American painter of a Florida subject. I have only seen two in my career, that's how rare they are," he added.

The Appeal of the Highwaymen

Another group of artists also known for their art of Florida are the Highwaymen, a collection of young African-Americans – 25 men and one woman – from Fort Pierce who taught themselves to paint Florida scenes and painted their way out of despair in the 1950s and '60s. "That is what we consider outsider art," says Vallarino.

According to Gary Monroe, an author, photographer and authority on the Highwaymen, their paintings – which are demanding escalating prices – "served as picture-windows overlooking an idealized landscape, a place where dreams would likely come true."

The paintings depict Florida scenes such as wind-swept palm trees, billowing clouds, marshy wetlands, rivers and setting suns.

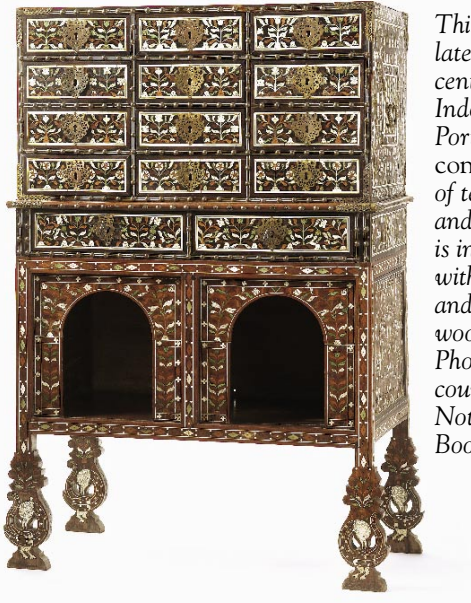
The Highwaymen painted feverishly, then loaded their paintings in the trunks of their cars and traveled along the east coast of Florida selling to stores, restaurants, offices and individuals.

Two important painters who influenced this genre were A. E. "Bean" Backus, a white regionalist and artist, and Harold Newton who painted in the manner of Backus. According to Monroe, "Newton painted with more contemplation and greater formal resolve than the others. But he still painted fast – applying paint wet-on-wet with deft skill bordering on magical – and he sold his paintings on the streets."

Monroe is writing a book about Newton that will be published in this spring. "Newton was like a guiding light for the group and in today's market, a good piece of his can sell for upwards of several thousand dollars," Monroe adds.

While the 19th century masters and the Highwaymen were two important groups comprising Florida art, there were others noted for their prowess in this genre, including artists from St. Augustine and Sarasota.

Rare and evocative, the best Florida art captured glimpses of life in the Sunshine State. And whether it was created by notable artists who made brief visits to the Sunshine State or self-taught working men and women who were trying to scratch out a living, all agree that Florida art is hot, hot, hot.



This late-17th-century Indo-Portuguese contador of teak and cedar is inlaid with ivory and exotic woods. Photo courtesy Notus, Booth 831

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Larry Dalton Antiques Ltd.....	704
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Lillian Nassau.....	1100
Linen Merchant.....	331
Lion Heart Autographs, Inc.....	828
Louis Gauchet.....	206
Louis Wine Ltd.	417
Lynda Willauer Antiques.....	716
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Mantana Jewellery.....	545
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Mark Borghi Fine Art Inc.	517
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Mark Murray Fine Paintings, L.L.C.....	624
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Odyssey Fine Arts Ltd.	524/625
Olivier Fleury, Inc.....	1034
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Owen Gallery.....	525
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Patti Esbia Antique & Estate Jewelry.....	929
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Percy's Silver Ltd.....	813
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Peter Findlay Gallery.....	106/207
Peter Tillou Fine Arts & Antiques.....	1105
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Philip Chasen Antiquer	732
Phillips Galleries	339
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Putnam Antiques & Design.....	216
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"Diana" by Albert Wain will be featured in a lecture about modern art presented by James Levis at 11 a.m. Feb. 17 at the Palm Beach Jewellery, Art & Antique Show. Photo courtesy of Levis Fine Art, Booth 224