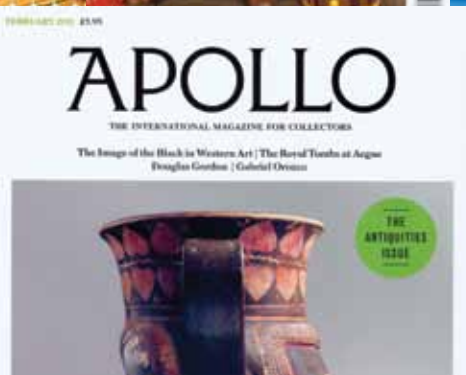
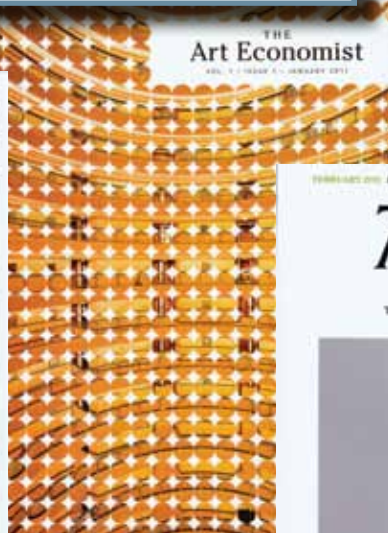
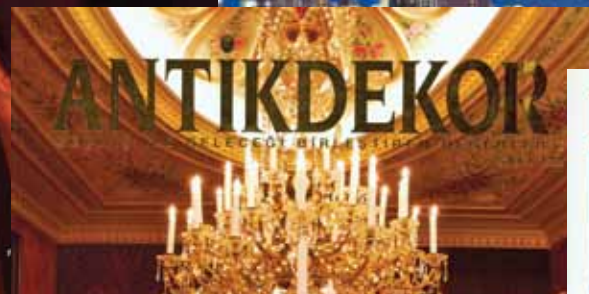




AMERICAN  
INTERNATIONAL  
FINE ART FAIR  
Palm Beach | Feb 5-13, 2011

2011 PRESS





# THE NEW YORK OBSERVER

*The Ocean Swells: In the Pink at the Palm Beach Fair*

February 16, 2011

by Anthony Haden

Palm Beach is 90 minutes from South Beach by way of Highway I-95. But it is also, of course, a world away, at least a generation away, and it inhabits a whole different universe of shapes, sounds and colors. The colors of South Beach, for example—derived from the once superhot architectural outfit Arquitectonica via a magazine cover featuring Miami Vice—are turquoise, salmon and polar-whiteout white. But the colors of Palm Beach, whether on country club pants or restaurant walls, are, eternally, pink and green.

I had arrived in Palm Beach for the American International Fine Art Fair, and I was keen to see whether it also inhabited a parallel world of art. A discreet eyeballing of the groups circumnavigating the plush aisles told me: You bet! "I saw Missy Saks in a sable coat, the jewelry coming out like this. She's the chicest 90-year-old you ever saw," an elfin woman with a buzz of blond hair shrieked in my ear. "This is the anti-Art Basel," somebody else explained as we walked through a human underbrush of patterny silks. Indeed, bald men in black and/or Hugo Boss were woefully thin on the ground. Here, the bald men wore startling paisley.

In the upper echelons of the contemporary art world, there are the Fab Four art fairs, namely the Armory, Frieze and the twin Basels. They are the world's megagalleries, and everything hung within their white boxes is having its profile sleekly raised. It's up to you, the audience, to judge whether the talent is up to the billing. The experience of traipsing around the American International Fine Art Fair was different.

Think here of a clubbier Maastricht, with books, antiquities and furniture alongside the art, the whole thing massed together with a jewelry smackdown. Graff, for instance, had a miniature version of the stately enclosure that Cartier has at Basel, plus there was Van Cleef & Arpels, Veronique Bamps, David Webb and David Morris. Much like a trio of sterling silver furry orangutans for sale in the Buccelatti booth, Palm Beach, it seemed, sees no evil, hears no evil and speaks no evil—if that evil is recession.



"Last year it was a complete disaster," confided Wilhelm Grusdat of Galerie Terminus, although he blamed bad weather more than the region's hangover from Bernie Madoff. This year, with wares brought from Munich including a Gerhard Richter abstraction, a Fernand Leger and a couple of small John Chamberlains, "it has been very good. People here are liquid," he said approvingly. He indicated a young German artist, Jan Davidoff. "We brought 11 paintings. We sold every one."

The experience of fair-going can become somewhat like wandering around a very upper-crust thrift store. I had just missed seeing somebody cart off a gray velvet sofa that seated 16, which New York's mid-century Modernist Todd Merrill had just sold for \$50,000. Gone to somebody with fragrant memories of the party pits of disco days, perhaps? "I have seen a total change in what people want to live with. They understand glamour," Mr. Merrill said.

There were also suits of armor at Peter Finer of Duke Street, Mayfair. I don't recall seeing arms and armor at the Big Four, but their appeal is understandable in a community where the drawbridge is raised, not lowered, during a hurricane event. Redmond Finer showed me an impressive suit of jousting armor with an added circle of protective metal riveted around the heart. "Two and a half million dollars," he said. How were they doing? "We've just had the best trip to the United States we've ever had."

I was delighted to see the neglected Frank Horvat shown at Worth Avenue's Holden Luntz Gallery, which was also showing John Dugdale, a photographer of whom I had never heard. "We've done very well with [him]," Mr. Luntz said. "He's blind in one eye and 85 percent blind in the other."

There was also no shortage of academic art, including plenty of blameless, if aimless, work by what I shall politely call Post-Post-Post-Impressionists. None of it lacked admirers. "It's unbelievable!" said a grande dame, examining a canvas by one Adolphe Lesrel (1877). "Look at that green velvet chair."

So on to the Modern and contemporary. Approving clumps of people were scrutinizing easy-on-the-eye Modernists like Raoul Dufy and easy-on-the-eye Popsters like Tom Wesselman. Other choices were more unlikely for Palm Beach. I saw a brutally fine Philip Guston, Nixon in Key Biscayne, in which the late president was looking unusually penile. But the dealer was stuck in confab with a collector. So I was never able to find out how this unsunny image had fared in this most instinctively Republican of towns. ■

## NEW YORK SOCIAL DIARY

*Gala kick offs, business authorities, and role models*



February 11, 2011  
[www.newyorksocialdiary.com](http://www.newyorksocialdiary.com)

Palm Beach... Over 8,000 attended the Vernissage of the 15th annual American International Fine Art Fair (AIAFA) last Friday evening. The Fair commenced at 6:00pm to a buzzing crowd of anxious VIPs. By the close of the evening the general consensus among both attendees and exhibitors was delight and satisfaction.

Attendees were impressed with the bevy of artwork the Fair offered, reporting praised remarks on all aspects of the Fair. Among the comments heard from collectors were:

"The 'Vernissage' dazzled the VIPs, dealers, collectors, press and public and proves that America still believes in The Come Back! Palm Beach is especially lively, energized and international in spirit during this notable fair. What next?"

According to collector Kerrie-rue Michahelles: "Magnificently presented AIAFA this season....on all levels, participants, art, caterer, layout and interior design, catalog, etc, etc, etc! The VIP First View Party was elegant and we were able to easily view all areas and speak with dealers."

Opening evening sales were reported among the 20th century dealers Todd Merrill, Barry Friedman and Gary Rubenstein.

Among other exhibitors whom reported sales were Martin du Louvre, John Mitchell, David Webb, Terminus, The Silver Fund, R. Simantov, Jewels by Vigg, Sylvia Powell Decorative Arts, Callaghan, Yvel, Alexander Gallery, Avery Galleries, Veronique Bamps, A.B. Levy, John Atzbach, Waterhouse and Dodd, Scavia, Eostone, and Numisart.

Throughout the weekend the Fair continued to break attendance records with 7,950 attending on Saturday and a respectable 3,841 on Super bowl Sunday, making the total over 20,000 for the first weekend alone! Dealers continue in high spirits, pleased with the outstanding attendance and continuing to report substantial sales.

The nine-day fair offers the highest caliber of master paintings, sculpture, decorative arts, photography, modern design and haute and period jewelry from international dealers and will continue through the week ending Sunday, February 13th at 6pm. ■

# PALM BEACH ARTSPAPER

NEWS AND REVIEWS FROM THE ARTS IN AND AROUND PALM BEACH COUNTY

*Art fairs bring aesthetics, learning to Palm Beach*

January 17, 2011

by Jenifer Vogt

Art fair season is upon us. And, for art lovers in Palm Beach, it's the most wonderful time of the year because, beginning this week, the Palm Beach County Convention Center will be the home of two fairs that showcase galleries and works of fine art from around the world.

They'll also provide an unparalleled opportunity to attend lectures by leading artists, experts and scholars. And they help boost Palm Beach's status as a world-class cultural destination.

The fairs, Art Palm Beach and the American International Fine Art Fair (AIAFA), are annual events that celebrate their 14th and 15th years, respectively. Lee Ann Lester and her husband, David, run both fairs through International Fine Art Expositions (IFAE). She attributes their success to the supportive local art community.

"There is a multi-generational tradition here in Palm Beach of supporting cultural institutions," she said. "We have a wonderful audience that appreciates that the inspiration for the fairs comes from the surrounding art community and institutions, such as the Armory Center, the Norton Museum and The Society of the Four Arts."

It might seem challenging to run art fairs in such close proximity to the world's second-largest art fair, Art Basel Miami Beach. But these fairs have an aura that is distinctly different from Basel, yet provide the same access to leading global galleries and scholars, albeit at a smaller scale.

While Basel is a behemoth in relation to the size of the fair itself, as well as the ever-increasing satellite fair offerings, the Palm Beach fairs provide an opportunity to view fine art without a crazed impetus to see all, acquire all, and impress all.

True, the entire art world won't be in attendance, but there also won't be preening supermodels, wannabe art aficionados, rock stars, exceedingly long lines and, in true emperor's-new-clothes-fashion, a lot of art that requires extraterrestrial insight to interpret.

For some, the entire Basel scene has an art-as-com-

modity vibe driven by collectors that look to acquire work by the next great artist that they can quickly sell for a generous profit. That makes the atmosphere uber-competitive, and Basel a star-churning factory.

Holden Luntz, who owns one of the world's most prominent galleries for fine art photography, agreed that there is a marked difference between the average Palm Beach collector and the average Basel collector.

"Tastes are a little more conservative. Palm Beach collectors are not necessarily looking to be the first on the block," Luntz said. "They're looking for quality — work that they can live with — not so much what will put them ahead of the curve."

And, while people may not necessarily correlate Palm Beach with contemporary art, the first fair, which begins this Friday, Art Palm Beach, is changing that perception. The focus is primarily on the visual arts, with a few exhibitors of fine jewelry. Lester explains that the fair supports the emergent trend for multimedia and site-specific works.

"The show will be very interesting for creative works in new mediums — digital, technological — new art forms that are fascinating. Keep your eyes and your mind open. You'll see in person what is now on the Web."

The work at Art Palm Beach will range from elegant works by established artists, such as Dale Chihuly, to more quirky, imaginative works that require the "open mind" to which Lester refers. She also said there will be large variety in price ranges and collector profiles.

"Many of the works are affordable, with prices ranging from \$1,000 to \$100,000," she said. "We've seen a growth in the age and sophistication of our collector base. We see both younger collectors, as well as seasoned collectors buying new forms of art." For those that go merely to view art and learn, both fairs offer programs featuring leading curators, artists, and educators.

Highlights of Art Palm Beach include "The New Miami Art Museum at Museum Park," with new museum director

Thom Collins, and "Art Now: The Convergence of Photography, Video and Contemporary Art" led by Kara Walker-Tome, curator and moderator, and Elayne Mordes, collector and founder of Whitespace.

Different in scope, the AIAFA also features international dealers, but here representing fine art ranging from classical antiquity to contemporary, and a fine collection of haute and period jewelry. You won't find quite as much of the quirky, if any, and this fair is fully vetted by leading museum curators and experts.

A key component of the fair will be a Renoir exhibit following on the heels of Renoir in the 20th Century, which recently graced the galleries of the Grand Palais in Paris, the Los Angeles County Museum of Art, and the Philadelphia Museum of Art. This single-artist exhibition recently premiered as the inaugural event for the Hammer Galleries opening at their new location at 475 Park Ave., New York, and will continue on for a three-month run at The European Fine Art Foundation (TEFAF) show in Maastricht, Netherlands.

Luntz, who will exhibit at both fairs, views them as an extension of his nearby Palm Beach gallery space. For AIAFA, he will showcase new work by John Dugdale, a sight-impaired photographer who creates images that seem lit from within, and hard to conceive of as being done by a man with only 10 percent of his vision.

Luntz began collecting Dugdale's "beautifully exquisite pictures" before he knew about his eyes. As the relationship developed, Luntz asked Dugdale how it was possible for him to create these images. Dugdale told him: "You don't just see with your eyes. You see with your heart, soul, mind and spirit."

Dugdale will be present to sign copies of his book, *Life's Evening Hour*, as part of AIAFA's program, providing a rare opportunity to speak to an artist whose work is collected by, among others, detail-obsessed, elegant-living guru Martha Stewart.

Alongside painting and photography, fine jewelers, such as Milan's Scavia and London's Graff, will exhibit

sparkling gems, and antiques dealers will showcase furniture and ceramics with historic provenance. The entire fair serves as a fantasy foray into the arena of finer living, Palm Beach-style.

Perhaps the most significant aspect of these fairs is that they foster relationships between art lovers, collectors and local art institutions. The Lesters, for example, are committed to the local scene, which is evidenced by the number of local galleries exhibiting in both fairs and their collaboration with local art institutions.

The Lesters will collaborate with the Norton Museum of Art on Feb. 12 to mark the museum's 70th anniversary and provide complimentary admission and shuttle bus service for both venues. The event is being promoted as a "day of cultural events Palm Beach will never forget."

Both fairs promise to help create another memorable and stimulating season for art, and in our very own backyard. ■



David & Lee Ann Lester at the 2011 AIAFA

# BLACK TIE INTERNATIONAL MAGAZINE

*American International Fine Art Fair Vernissage evening welcomes connoisseurs, socialites and collectors to Palm Beach.*

February 2011

by Lisa Blum

On February 4th, visitors from Southwest Florida, the United States, and Europe gathered to welcome the 15th annual American International Fine Art Fair (AIAF) to the Palm Beach County Convention Center.

Introducing a new component to the Fair this year, AIAF featured important dealers of modern 20th century design to its impressive list of exhibitors. Todd Merrill Antiques (New York), will exhibit American and European vintage furniture from the 1920's to 2000 including a pair of quietly opulent serpentine front dressers by American architect and designer Samuel Marx, a magnificent black resin and malachite coffee table by Ado Chale, a wall hung sculpture front console and a welded steel club chair by Paul Evans, and a pair of European walnut and marble pier tables attributed to Gio Ponti. Barry Friedman Ltd. (New York) will present a bevy of contemporary 20th century art, including cutting-edge furniture, studio glass, ceramics, and photography by international artists



Anne-Karin Furunes (Norwegian), Ingrid Donat (French), Wendell Castle (American), Michael Glancy (American), Ian Ingram (American), Gottfried Helnwein (Austrian),

Michael Eastman (American), Shiro Kuramata (Japanese), and Ron Arad (Israel).

Jewelry is always an especially popular component of the fair. In a bid to expand its annual collection of exciting jewelers, the fair invited David Webb (New York) to join its always sterling roster of jewelers. One of the leading jewelry designers of the 20th and 21st centuries, David Webb's stylish and avant-garde designs bridge the styles of the past with the current creating unique and timeless pieces that can often be found gracing the necks of red carpet regulars and in the exclusive collections of the worlds

rich and famous. Long-time exhibitor Graff Diamonds (London) will once again present the most extensive collection of haute couture jewelry to be found in any single location.

AIAF will continue to offer exciting major exhibitions in its role as one of the preeminent fine art and antiques fairs in America. With diverse exhibitions from many of the worlds leading dealers – including this year a one-artist exhibition of more than 25 later period paintings by Renoir from Hammer

Galleries (New York) - the fair features artwork of all periods including ancient art, old masters, impressionists, modern and contemporary works. ■

## ARTNET®

AIAF in sunny Palm Beach

February 11, 2011  
[www.artnet.com](http://www.artnet.com)

Worth Avenue is bustling, Madoff is a distant memory, and the temperature is a sunny 70 degrees. It's Palm Beach, Fla., home of David and Lee Ann Lester's American International Fine Art Fair, Feb. 5-13, 2011, at the spacious Palm Beach County Convention Center. Now in its 15th year, the fair draws top galleries, and partnered with the nearby Norton Gallery of Art for a special gala celebrating its 70th anniversary (with a preview evening sponsored by Black River Caviar -- you could do worse!).



Top-level participants include Graff, the London-based jeweler whose founder, Laurence Graff, is a big player in the contemporary art market; Mark Borghi Fine Art, the bi-coastal American art dealer known for his sophisticated selection of modern and contemporary artworks; Richard Green, the celebrated New Bond Street picture dealer; and the arms-and-armor expert Peter Finer from London.

Still more boldface names include Cohen & Cohen (Surrey), Michael Goedhuis (London, New York & Beijing), Mallett (New York & London), MacConnal Mason (London), Potterton Books (North Yorkshire, UK), the Silver Fund (San Francisco), and Waterhouse & Dodd (London).

As the fair enters its final weekend, dealers say that they already have plenty of sales on the books. "Sales are very good," David Lester told the Palm Beach Post. "The recession seems to be over." The show is a little smaller this year, with about 65 galleries, down from more than 80 in 2010.

Hammer Galleries, which opened its new Park Avenue headquarters last year with a boffo show of portraits and other works by Pierre-Auguste Renoir, has brought 20 examples of the emblematic Impressionist's works to AIAF. Word is that the top price there is \$9.5 million for *Les Laveuses* (1912).

Galerie Terminus from Munich has the fair's most visible spot next to the entrance, and has filled the booth with works by John Chamberlain, Allen Jones, Anish Kapoor, Gerhard Richter and other contemporary masters. The classic Richter abstraction from 1986, according to a report in Art Info, was priced at \$2.9 million.

Other notable works include Austrian artist Gottfried Helnwein's mural-sized, super-realist paintings (done on photographs, though you couldn't tell), at Barry Friedman Ltd. of New York. His works, which premiered this fall at Friedman's Chelsea outpost, sell in the low six-figure range.

Galerie Fabien Boulakia brought a range of works from Paris, including works by Claude Monet, Kees van Dongen and Fernando Botero's seriously whimsical *The Bathroom* -- showing a substantial nude with a towel, sink and water-filled tub -- which is priced at \$1.4 million.

A multi-day pass is \$20 at the door (single-day visits are \$15), and may be the fair's best bargain. In addition to four restaurants -- including the pleasant Center Court Café, as well as Love Sushi and the casual Americana Café -- the fair includes a comprehensive lineup of lectures, book-signings and other events. This weekend promises a "Collectors Roundtable" on American art on Saturday, and a panel on "The Curious Economics of Art" on Sunday. ■



# ARTINFO

*The Palm Beach Art Fair played to America's leisurely tycoons with a glittering array of painting and design*

February 8, 2011

PALM BEACH, Fla.- "We're a cultural entertainment producer," says David Lester of his Palm Beach-based American International Fine Art Fair, one of six art fairs that Lester hosts annually in Florida. "Just like a theater, we have to constantly adjust our programming- because even if you like 'Casablanca,' you don't want to see 'Casablanca' every year."

Now in its 15th edition, the fair opened this past weekend with a gala preview that drew 8,000 guests to the Palm Beach County Convention Center. Collectors who come to the annual event have eclectic taste, or at least wide enough interests to accommodate jewelry from Graff, Scottish pistols from the London-based armor specialist Peter Finer, and paintings of nude women by Tom Wesselman and Fernando Botero, courtesy of Art Link International and Antoine Helwaser Gallery, respectively. This year's iteration, on view through February 13, offers more contemporary art than previous editions and also includes modern furniture, brought by New York's Todd Merrill for his first year at the fair. Despite a bit of grumbling among longtime exhibitors about the caliber of newer additions to the roster, the mood seemed optimistic.

One of the most eye-catching booths belonged to Munich's Galerie Terminus, which had taken a large stand facing the entrance for the second year running. Gallery director Wilhelm Grusdat stressed his own personal

relationships with many of the artists he sells, including John Chamberlain and Gerhard Richter. "I think it's one of the finest art fairs of this quality in America," Grusdat said. "Here in Palm Beach there is a concentration [of wealth] I've not seen elsewhere." A trio of works in bright, Florida-appropriate colors- by Anish Kapoor, Chamberlain, and Allen Jones- seemed designed to draw in local fairgoers. Two Richter abstractions were available for \$1.1 million, with a third- a larger, brighter piece from 1986 - carrying an asking price of \$2.9 million. Yet Terminus was also banking on the prospects for a young German artist, Jan Davidoff, who had several large paintings on sale for under \$10,000 each.

Waterhouse & Dodd took two booths at the fair. (The London dealer opens a New York outpost in Soho in March.) One booth held the work of photographers Georges Rouse and Jean-Francois Rauzier, as well as whimsical, optical-illusion assemblages from Patrick Hughes. One of the latter, "Eyewitness" (2007), was being offered for \$110,000. A few booths down, the dealers had sold a small 1905 Renoir watercolor, "Paysage a Essoyes," for an undisclosed sum; they were offering a larger 1900 oil by the artist, "Deux Pommes et Un Coins," for \$560,000.

Over at Barry Friedman's booth, the nattily dressed, white-bearded New York dealer was selling contemporary fare, such as large photographic prints by Michael Eastman and exquisitely detailed, charcoal-based works by Ian Ingram, who has been working solely in the medium of self-portraiture for the past seven years. Two pieces, involving materials like gold leaf, tulle, beads, and string- were available for \$36,000 each.

Art Link International- which is based in Lake Worth, Florida- mixed classic modernism with newer names, offering a 1982 Botero oil-on-panel painting (\$235,000) along with a handful of Mattas, Karl Appels, and Paul Klees. Art Link also brought a work on canvas, priced around \$45,000, by the graffiti-art legend John "Crash" Matos, whose work is collected by Eric Clapton and John Mayer.

On the design front, Mallett of London and New York was showcasing a new commission from their contemporary Meta line- a sleek marble "Carina" table from the British duo Klauser and Carpenter, for \$85,000. "It's based on the design of a boat," says Mallett's Ana Gutierrez-Folch. "It's a beautiful table, especially good for outside. It has a special curvature on top; if it rains, water just flows off."

Meanwhile, Todd Merrill had a prominent space for his debut year at the fair. On opening night he had already sold what he termed a 1970s "disco-era-wild" sectional couch by Harvey Prober for \$45,000. Fairgoers, he says, were discovering that it was possible to mix old and new styles with ease. Other highlights included a pair of serpentine-front dressers designed by Samuel Marx, offered for \$120,000 list or \$90,000 net, an Ado Chale black-resin-and-malachite coffee table, and three Jan Yoors tapestries from the 1970s. And for those eager for even more refined luxury, Monaco-based jewelry dealer Veronique Bamps was offering an exquisite yellow gold necklace, made in 1945 for Princess Irene of Greece, for \$585,000.

Outspoken New York-and London-based dealer Michael Goedhuis, whose booth specialized in Chinese works on paper, discussed his own experience at the fair- the dealer has been showing there since its inception. This year, he brought an array of works at prices ranging from \$28,000 to \$375,000 (for a large work by the Taiwanese painter Liu Kuo-Sung). But it seems what drew Goedhuis to Florida is more the relationships he's built with deep-pocketed men like Jack Welsh and Wilbur Ross than the foot traffic at the fair itself. "You do have very serious people" in Palm Beach, he said, also citing Stephen Schwarzman of Blackstone. "You've got the big tycoons of America who come down here, so there is vitality here." ■

by Scott Indrisek  
[www.artinfo.com](http://www.artinfo.com)

## DISCOVER THE PALM BEACHES & BOCA RATON

For ten days, many of the most prestigious art dealers in the world present their best. Peruse fully vetted paintings, sculptures, jewelry, antiques, and decorative designs. The artwork ranges from 18th and 19th century European and American to the great Old Masters. Discover furniture and antiques from multiple periods and various styles. Individual and group tickets are both available.

The fair offers more than just fine art. Coupled with a terrific opening night preview party, this event teams with outstanding food and drink. Take a break in the formal gourmet restaurant, champagne bar, VIP Lounge, or sushi bar all located within the Fair. And don't forget the Opening Night Vernissage on February 4, benefiting the Norton Museum of Art. This is the perfect opportunity for you to rub shoulders with art dealers, artists, and VIPs. ■

[www.palmbeachfl.com](http://www.palmbeachfl.com)



# PALM BEACH ARTSPAPER

NEWS AND REVIEWS FROM THE ARTS IN AND AROUND PALM BEACH COUNTY

*Fine art fair draws a different crowd to Convention Center*

January 17, 2011

It's remarkable. In a few short weeks, International Fine Art Expositions (IFAE) has transformed the Palm Beach County Convention Center from an übercool, contemporary art warehouse that housed their Art Palm Beach fair into a refined country-mansion home for the current American International Fine Art Fair (AIAF).

At the entrance, a four-spout fountain sits, surrounded by plush greenery and a few delicate pink flowers. The polished concrete floors have been replaced by plush carpeting. Subdued track lights have replaced bright overhead lights. White-cube exhibit booths have been Martha Stewart-ized with alternating Wedgewood blue, vermilion red, steel gray and buttercream walls accentuated by white molding. The convention center leapt from MOMA to Met — while we were sleeping.

The crowd seems to have changed as well. Rather than Latin accents, one now hears plenty of British and French ones. Women have gone from wearing silver Prada to pink Pulitzer. The young and trendy have been replaced by mature bluebloods. Even the parking lot has gone from BMW to Bentley.

The art is different, too, for the most part. Abstract paintings have been replaced by plenty of serene landscapes with ornate, gold-gilt frames. Marie Antoinette is no longer walking among us, though she can be seen in some of the works on display. There are now also antiques, ceramics and rare books. And the bada-bling has gone up a notch with the participation of high-end jewelers such as Graff, Scavia and Buccellatti.

In this genteel environment, one might almost forget that, for-the-pure-love-of-art notwithstanding, the AIAF, which will be at the convention center through next Sunday, Feb. 13, is about selling. Yes, all of these beautiful people are here to buy and sell art, which is a relatively stable commodity right now.

The art market, unlike other sectors of the economy, has held, despite the precarious economy and post-Madoff private-collector decommissioning. Most buyers believe, along with William Gaddis, that “a work of Art redeems time. And buying it redeems money.”

The market for contemporary art, illustrated by last year's Art Basel Miami Beach, seems to be bursting at the seams, but the tastes at AIAF tend to more conservative genres.

“I deal mostly in 19th-century and some contemporary realism. Our clients are successful and busy,” said Howard Rehs, a third-generation New York dealer and owner of the Rehs Gallery. “At the end of the day, they're looking for something relaxing and calming to look at. They prefer figurative or landscape to abstraction.”

Moving throughout the fair, one could see that these traditional tastes transfer to more contemporary mediums, too, as demonstrated in works by photographer John Dugdale, who was on hand at the Holden Luntz Gallery booth. Dugdale is blind

and was accompanied by an affectionate companion, a golden lab named Henley, who gently nuzzled up to visitor's ankles. The artist's studio is located in the Catskills, which may explain why his photographic work demonstrates the same glow that is seen in many Hudson River School landscapes.

Dugdale explained that he sees his work “in my heart.” “I just recently lost the sight that I did have. But I have these images in my memory bank,” he said. Of the Catskills light, he noted, “It's so lovely. You can't get away from that golden light. It's pervasive.”

That golden light was evident in many works throughout the fair, but strikingly evident in a very large landscape painting taking up the entire wall at New York's Alexander Gallery Booth. Laurel Acevedo, who owns the gallery with her husband, stood in front of the work, *The New World* by Baron Jean Antoine Théodore Gudin, explaining its provenance and significance while engaging two private collectors.

Though Gudin worked at the same time as the Hudson River School painters he was not a part of the movement and worked mostly in Europe, though Acevedo noted that “he inspired Frederick Church.” One could easily see the influence.

“It's a rare work to see because Gudin, though American, existed mostly in national collections in Europe. He was employed by two kings of France. This work was in the collection of a former secretary of state,” she said.

Some of the fair's galleries crammed work into their booth space. Others presented work in a thought-out manner, such as the Renoir and Friends exhibit in New York's Hammer Galleries booth. Though all the works are for sale, they're presented in a curated exhibit, with accompanying catalog, something you don't always see in an art-fair setting.

Hammer's president, Howard Shaw, explained that the gallery has a history of presenting one-man exhibitions of Renoir's works, having done so in both 1959 and in 1984. Because the Hammer Galleries recently relocated, the show wasn't seen in New York, and Shaw chose to preview it here at AIAF, a treat for visitors who will see works that illustrate Renoir's influence on other great artists.

“While Renoir doesn't fit neatly into the history of modernism because in his late work, he looked toward the old masters—whereas artists such as Monet and Pissarro embraced modernism—you wouldn't be able to appreciate Matisse's odalisques or Picasso's nudes without understanding Renoir's influence on them,” Shaw said.

While the majority of fine art offerings at AIAF are geared towards 19th-century figurative and landscape artists, there are a few galleries that present some modern offerings, such as Palm Beach's Arcature Gallery and Miami's Rudolf Budja Galerie.

And moving from art to look at, to art that you can wear, Scavia displays jewelry-as-art in original, elegant floral settings. The Graff booth is guarded by two tall, young models bedecked in evening gowns and jewels. And Buccellatti has what seems to be a tongue-in-cheek “hear no evil, speak no evil, see no evil” three-monkey statue greeting visitors to its booth.

Complementing the dealers and their offerings, AIAF is providing a robust program of lectures that brings scholars, artists and specialists to the lectern to discuss a range of topics. Those that collect and those that merely admire have the opportunity to both increase their knowledge and rub elbows with great art, all in an environment created with every detail intended for the uplifting pleasure of celebrating aesthetics and inspiring awe. ■

by Jenifer Vogt



# AROUND TOWN- CALENZINE OF THE ARTS

February/ March 2011

Every February prestigious, international fine art and antique galleries gather in Palm Beach for the American International Fine Art Fair, attracting distinguished collectors, connoisseurs, and art enthusiast from across the globe. International Fine Art Exposition (IFAE), organizers of the 15th annual American International Fine Art Fair (AIAFAF), released highlights for the 2011 edition of the fair today. AIAFAF will return to the Palm Beach County Convention Center on February 4th for a VIP preview night with show dated continuing from February 5th- 13th, 2011.



IFAE continues last year's successful format with a full schedule of daily activities to coincide with the exhibitions. These activities include informative lectures from highly respected museum curators and art experts, as well as cocktail parties and other social events.

This coming year AIAFAF will be partnering with the Norton Museum of Art for the museum's 70th Anniversary celebration. With complimentary admission to all events on February 8th and shuttle buses running between the Palm Beach County Convention Center and the Norton Museum of Art on that day.

During the preview evening Black River Caviar, a sponsor for the fair, will be serving caviar canapes to the VIP guests. This service will continue into the fair with a daily "caviar and cocktail" hour in the Black River Caviar VIP Lounge.

Among the prestigious galleries exhibiting at the AIAFAF 2011 will be Richard Green, London (UK); Hammer Galleries, New York (USA); Graff, London (USA); and MacConnal-Mason, London (UK); Galerie Terminus, Munich (Germany); Buccellati, Milan (Italy); and Holden Luntz, Palm Beach (USA).

In addition to the distinguished galleries seen at the fair each year AIAFAF will welcome multiple new exhibitors to the 2011 line up. Among them will be Questroyal Fine Art, New York (USA); Galerie du Post Impressionisme, Paris (France); John Mitchell Fine Paintings, London (UK); and David Webb, New York (USA).

AIAFAF has been recognized as one of this country's premiere art and antiques fair for 15 years. In 2010, AIAFAF introduced a major redesign of the fair with was well received by exhibitors and collectors. The 2011 fair will continue its tradition of bringing together an exceptional array of fully vetted art, antiques and jewelry exhibitors. ■

## NEW FOCUS ON FINE LIVING, JEWELRY, ART, DESIGN & ANTIQUES

February 4, 2011

[www.newfocuson.com](http://www.newfocuson.com)

On February 4th, visitors from Southwest Florida, the United States, and Europe will gather to welcome the 15th annual American International Fine Art Fair (AIAFAF) to the Palm Beach County Convention Center. The Fair commences on Friday, February 4th with a Vernissage evening beginning at 6:00pm for invited VIPs and hosted by Wilbur and Hilary Ross, co-chairs of the fair's Connoisseurs and Collectors Committee. Complimentary wine and caviar tastings and hors d'oeuvres during the "First View" will be presented by sponsors Black River Caviar and Opici Wine.

Introducing a new component to the Fair this year, AIAFAF will feature important dealers of modern 20th century design to its impressive list of exhibitors. Todd Merrill Antiques (New York), will exhibit American and European vintage furniture from the 1920's to 2000 including a pair of quietly opulent serpentine front dressers by American architect and designer Samuel Marx, a magnificent black resin and malachite coffee table by Ado Chale, a wall hung sculpture front console and a welded steel club chair by Paul Evans, and a pair of European walnut and marble pier tables attributed to Gio Ponti. Barry Friedman Ltd. (New York) will present a bevy of contemporary 20th century art, including cutting-edge furniture, studio glass, ceramics, and photography.

The fair has become a cultural and social highlight of the Palm Beach winter season. Spanning two weekends this year, it offers collectors a longer period to enjoy the annual exhibition. On Tuesday, February 8th, the fair will celebrate the Norton Museum's 70th anniversary with complimentary fair admission for museum members and guests and complimentary shuttle service between the museum and the fair. ■





# SOUL OF MIAMI

*Vernissage evening to welcome connoisseurs, socialites and collectors*

February 2011

[www.soulofmiami.com](http://www.soulofmiami.com)

On February 4th, visitors from Southwest Florida, the United States, and Europe will gather to welcome the 15th annual American International Fine Art Fair (AIAFA) to the Palm Beach County Convention Center. The Fair commences on Friday, February 4th with a Vernissage evening beginning at 6:00pm for invited VIPs and hosted by Wilbur and Hilary Ross, co-chairs of the fair's Connoisseurs and Collectors Committee. Complimentary wine and caviar tastings and hors d'oeuvres during the "First View" will be presented by sponsors Black River Caviar and Opici Wine.

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Jewelry is always an especially popular component of the fair. In a bid to expand its annual collection of exciting jewelers, the fair invited David Webb (New York) to join its always sterling roster of jewelers. One of the leading jewelry designers of the 20th and 21st centuries, David Webb's stylish and avant-garde designs bridge the styles of the past with the current creating unique and timeless pieces that can often be found gracing the necks of red carpet regulars and in the exclusive collections of the worlds rich and famous. Long-time exhibitor Graff Diamonds (London) will once again present the most extensive collection of haute couture jewelry to be found in any single location.

AIAFA will continue to offer exciting major exhibitions in its role as one of the preeminent fine art and antiques fairs in America. With diverse exhibitions from many of the worlds leading dealers – including this year a one-artist exhibition of more than 25 later period paintings by Renoir from Hammer Galleries (New York) – the fair features artwork of all periods including ancient art, old masters, impressionists, modern and contemporary works.

The fair has become a cultural and social highlight of the Palm Beach winter season. Spanning two weekends this year, it offers collectors a longer period to enjoy the annual exhibition. On Tuesday, February 8th, the fair will celebrate the Norton Museum's 70th anniversary with complimentary fair admission for museum members and guests and complimentary shuttle service between the museum and the fair. ■



# FINE ART CONNOISSEUR

February 2011  
Volume 8, Issue 1



Two major fairs will grace the Palm Beach County Convention Center soon. First up (February 5-13) is the 15th annual American International Fine Art Fair (AIAFA), which on February 8 will help celebrate the 70th anniversary of the nearby Norton Museum of Art. Shuttle buses will be provided to the Norton, which will waive admission and offer a lecture on the museum's history by chief curator Roger Ward. Next up (February 18-22) is the 8th annual Palm Beach Jewelry, Art & Antique Show, a larger fair featuring more than 180 dealers.

**Information:** Palm Beach County Convention Center, 650 Okeechobee Boulevard, West Palm Beach, FL 33401; AIAFA is at 239.949.5411 or [aifaf.com](http://aifaf.com)



# PALM BEACH DAILY NEWS

Dealers in post-World War II furniture have joined American International Art Fair roster

February 3, 2011

by Darrell Hofheinz



When the American International Fine Art Fair opens Friday night with its by-special-ticket Vernissage preview party at the Palm Beach County Convention Center, guests will find something new and newer among the fine French antiques and Old Master paintings they have come to expect at the exhibition and sale.

Todd Merrill Antiques and Barry Friedman Ltd., two New York-based dealers regarded as experts in post-World War II high-end furnishings and art, have joined the exhibitors at the fair, which opens to the public on Saturday for a nine-day run.

The two Manhattan vendors, late additions to the event, were solicited by fair co-owner David Lester, who says he is embarking on a mission to broaden the range of merchandise to reflect recent trends in the marketplace amid a shifting economy. Lester says the high-end event must broaden its appeal to a new generation of collectors who have embraced items that might stretch the boundaries of what defines an "antique."

"We're going to move toward that. The galleries themselves are moving toward that. Traditional dealers are adopting a more modern stance," says Lester, adding that a number of venerable antiques dealers are simply no longer in business, including England's Jeremy, Partridge Fine Art and Hotspur, all having closed in the past two years.

"We're seeing tremendous changes in the marketplace," adds Lester, who with his wife, Lee Ann, founded the fair 15 years ago.

## Adapting to tastes

The couple sold the event to DMG Productions in 2001, then reacquired it in 2008. In addition to several other exhibitions, including the Miami

International Art Fair, they also own the Palm Beach Contemporary art show, which drew record crowds to the convention center during its run late last month.

The addition of vendors selling furniture from the recent past will complement the contemporary art that has already become an increasingly important category at the American International Fine Art Fair, David Lester adds.

The addition of dealers Todd Merrill and Barry Friedman with their post-WWII art and furnishings is similar to a shift that occurred a number of years ago at the fair, when the exhibitor roster expanded to include vendors of high-end Art Deco and Art Modern furniture and decorative accessories from the first half of the 20th century.

"When we started the fair 15 years ago, everyone wanted 18th-century furniture," Lester explains. "We have adapted (the vendor mix) as tastes have changed."

So it's a logical move these days, he adds, to invite dealers who specialize in top-quality items from the second half of the last century- a move seconded by third generation antiques dealer and author Todd Merrill.

## 'Studio Furniture'

Merrill's company will showcase high-end American and European furniture crafted by artists and designers in their studios during the years spanning the late 1940s to the 1970s. The focus at Merrill's booth will be on so-called "studio furniture"- custom-made pieces and those produced in extremely limited editions by modern masters of the genre such as the Italy's Geo Ponti and America's Paul Evans, Wendell Castle and Vladimir Kagan, who is today a part-time Palm Beacher.

Merrill views this merchandise as part of a "continuum" of furniture design that started with

the ancients. Look around at the fair's traditional vendors, he says, and you'll see the forerunners of the chairs, tables, consoles and other items on view in his booth.

"These are the furniture masters of the 20th century," says Merrill, who two years ago coauthored *Modern Americana: Studio Furniture from High Craft to High Glam*, a seminal book that for the first time collected and documented the studio work of 27 U.S. designers working in the years following WWII.

Featuring high-end materials- including exotic woods and animal skins- along with innovative forms and a high level of craftsmanship, the studio pieces are distinct from the mass-produced mid-century furniture by companies such as Knoll and Herman Miller.

Merrill says his company acquires pieces at auction, from estates and from other sources. And because they are either unique or limited-edition pieces, their retail prices reflect their rarity.

"We'll be showing a Paul Evans console that cost \$6,000 in 1965," says Merrill, adding that one could buy a house for that amount at the time. He notes that the console- which these days is priced at more than \$200,000- has kept its relative value.

Evans' work, Merrill adds, is especially collectible, because it is not viewed as derivative of European design. "Evans is the only American furniture maker in history that has a true worldwide collecting base," says Merrill, who has also exhibited at Art Basel in Miami and Switzerland.

## Broader look

In comparison to Merrill's inventory, Barry Friedman Ltd.'s booth will offer an intentionally broader look at the contemporary collecting market, says Carol Hochman, the gallery's director.

"The great thing about these fairs is that you can exhibit a wide variety of pieces and periods," she says. "We can bring a very broad selection."

Over the 40 years that Friedman has been in the antiques business, he has continually broadened his interests- and the gallery's inventory reflects that stance. Genres represented include painting, ceramics, photography, furniture, glass and metal. The Chelsea-based gallery mounts a full schedule of exhibitions each year and specializes in art scholarship and catalogs.

"Barry has an uncanny ability to be a step ahead," Hochman says. "Over the past several years, we've begun to deal much more in (work by) contemporary (artists and artisans)." Hochman, who says Friedman exhibited once before at the fair, says the event will afford visitors a chance to see work they might not otherwise encounter.

Visitors to the fair also shouldn't assume that a more modern or even cutting-edge contemporary piece can't work in a more traditionally decorated home, Hochman adds. Carefully juxtaposed, such a piece can provide a striking accent in an interior, she says.

Her additional advice for visitors? Don't hesitate to ask questions, so that you can learn more about the pieces that catch your eye. "Pursue anything that makes your heart beat faster- and then do a little research on it," she says.

For his part, show owner Lester is hoping that the addition of Todd Merrill Antiques and Barry Friedman Ltd. will make visitors' hearts beat a bit faster, too.

"There is no more sophisticated market than Palm Beach," he says. "People here are knowledgeable and worldly. You have to be on top of the market to reach them." ■

# PALM BEACH DAILY NEWS

*Slimmer fine art fair to open on Friday*

February 4, 2011

by Jan Sjostrom  
Vol. 115, No. 138



A leaner American International Fine Art Fair will open Friday at the Palm Beach County Convention Center in West Palm Beach. The fair will feature about 66

fine and decorative arts dealers and jewelers, down significantly from last year's 84. Chief among the reasons for the slump is the changing market, said organizer David Lester, who founded the fair with his wife, LeeAnn, 15 years ago.

As Terry Kovel, compiler of Kovel's Antiques and Collectibles

Price List, observed, "Baby boomers are now calling the shots. To them, old is 50 years." Older dealers and collectors are dying off, Lester said. "That's why we're refocusing the fair," he said. "It has to be a classic to modern fair."

Visitors won't see much evidence of that in this year's presentation, although recent recruits such as 20th century decorative arts dealers Barry Friedman and Todd Merrill, and jeweler David Webb, indicate the fair's future direction, Lester said. Similarly, the centerpiece of venerable antiques dealer Mallett's booth will be a marble table designed by the young, London-based team Ed Kaiser and Andre Klauser.

Lester cited other reasons for the dealer falloff: sign-ups reflect sales at the last fair, which preceded the economic lift; the local housing market, which dictates decorative arts sales, is still in the doldrums; and the expansion of the fair to 10 days repelled some dealers.

Others in the industry offered additional explanations for the drop. Some speculated that the Lesters' rapidly expanding portfolio of fairs and Seafair art boat are distracting them from AIAFA. Lester said he's doubled his staff to deal with the growth.

The high-priced AIAFA continues to compete for dealers with the less expensive Palm Beach Jewelry, Art & Antique Show, which follows it at the convention center. Dealers strapped by several years of recession are becoming more selective about the fairs they choose. Published accounts of Lester's short-lived management of the retooled Olympia fair in London indicate he might have alienated some British galleries.

"We felt there were other fairs that had a broader representation

of quality that we could participate in," said Emma Ward of the London-based paintings dealer Dickinson, which dropped out of the fair this year.

The remaining core group of exhibitors include some of the fair's best. "We are absolutely committed to the fair," said David Mason of MacConal-Mason, a London-based paintings dealer. Works at his booth will include The Venetian Flower Vendor, a major painting from 1901 by Eugene de Blaas that features the artist as the vendor and his future wife as the customer.

Hammer Galleries will display what could be the largest concentration of paintings by Pierre-Auguste Renoir to be shown in Florida. Included will be about 20 late Renoir paintings, pastels and drawings, and 25 works by Renoir associates such as Mary Cassatt, Camille Pissarro and Berthe Morisot.

Longtime exhibitor Michael Goedhuis' selection will include contemporary Chinese ink paintings by Yang Yanping and Xu Lei. Worth Avenue fixture A.B. Levy will feature a large French 19th century table inlaid with tortoise shell and brass, Tiffany lamps and Art Nouveau glass by Gabriel Argy-Rousseau.

The preview Friday won't have a charity tie-in. The Norton Museum, the preferred choice, opted out because its Bal des Arts fund raiser will be held Saturday. Dealers remain optimistic that the works they're bringing will be the ones collectors want to buy.

"You have to give it your best shot each time," said Jonathan Green of the London paintings dealer Richard Green. "You have to work hard and get out there and sell." ■

## APOLLO MAGAZINE

*Winter Wonders*

by Susan Moore



January 2011

It is the 'snowbirds' flying in for the winter that attract the exhibitors at the international art and antiques fair in Palm Beach. This fair has been a real roller coaster of a ride over the last 15 years, and at its best it has ranked among the great fairs of the world. Under the name of the American International Fine Art Fair (AIAFA), it returns to the Palm Beach Convention Center (February 5–13). This year some 55 dealers take a bow. Expect to find everything from Picasso, courtesy of Richard Green, to Epstein's bronze of Winston Churchill (MacConal-Mason), a tranche of previously unseen work by the fashion photographer Herb Ritts (Holden Luntz) and a dazzling array of multicolour diamonds (Graff).

All three fairs present loan exhibitions. In association with Hammer Galleries, AIAFA is displaying some 20 late works by Renoir; BRAFA draws from the eclectic 17th-century collections of the Museum Meyer van den Bergh of Antwerp, while the Winter Antiques Show's unprecedented collaboration with the Historic Charleston Foundation brings over 50 pieces of great Americana from the city's museum houses, plantation houses and private collections. ■



# THE CUBAN ART PROJECT

*AIAF closes with record attendance and strong sales*

February 15, 2011

February 15, 2011- The American International Fine Art Fair closed its 15th edition with record attendance and strong sales reported by a number of dealers. More than 42,500 attendees visited the 10-day event. Many dealers reported outstanding sales results. "We had the best fair in the 14 years that we have been participating in Palm Beach," said arms and armor dealer Peter Finer of London.

Italian goldsmith and jeweler Buccellati echoed these sentiments: "This was also the best year in our long fair participation as well." In reporting multiple important sales, Jonathan Green of Richard Green commented "We were very pleased with our Palm Beach results this year." "The US economy, the general mood of the attendees and our sales has clearly improved this year," said Michael James of The Silver Fund. "All the right people were here this year. One day we were processing three black American Express cards at the same time!"

Howard Brassner of Brassner Fine Art quipped "This is the first year our gallery participated in AIAF – now I know why they call it the big Palm Beach show!" Among the substantial sales at the Fair:

Waterhouse & Dodd sold a Renoir watercolor for \$100,000 and an oil painting by French painter Albert Gleizes for approximately \$1M in addition to six other works. Richard Green of London reported sales of six paintings reaching the multimillion levels. Arms & armor dealer Peter Finer also reported a multimillion dollar sales total. Brassner Fine Art sold a Botero for \$190,000 as well as a Childe Hassam for approximately \$1M.

Todd Merrill 20th Century Design had a very successful fair selling a Harvey Propper sofa for \$50,000, a glazed "Dango" sculpture by Jun Kaneko for \$45,000, a pair of Vladimir Kagan chairs with a matching ottoman for \$35,000, in addition to a pair of Paul Evans chairs for \$15,000 and a pair of James Mont lamps for \$18,000.

Mark Borghi Fine Art sold six artworks including artwork by Andy Warhol, John Chamberlain and Elaine de Kooning. Reubin Simantov had a successful first year at the fair, reporting multiple sales from a pair of \$3,800 cuff links to a \$78,000 necklace. "I cannot tell you exact numbers of sales from the Fair – it's immeasurable. Today alone we've had approximately ten clients who've decided to come back and make a purchase!" Isaac Levy of Yvel achieved seven figure sales. "I am extremely happy and proud to be part of this extraordinary fair. It offers the opportunity to reach many of my long-time clients and friends in a luxurious environment. We were also pleased with the many wonderful new relationships and sales that developed during the fair."

The Silver Fund reported sales throughout the fair to old and new clients. "This was by far our most successful fair in recent years," said owner Michael James. American dealers Avery Galleries, Alexander Gallery, Questroyal Fine Art, Thomas Colville and Rehs Galleries all reported numerous sales and a successful and profitable fair.

Organizers David and Lee Ann Lester announced that the theme of the fair in 2012 will be "Paris – Palm Beach" which will feature French galleries, artwork, jewelry, food, and wines. The fair's well received lecture series will be broadened in 2012. AIAF's invitational program for visiting museum groups will also be expanded to including more institutions, curators, and collector groups from throughout the United States. Ancillary social events including evening activities hosted by dealers – first introduced in 2009 – will return in 2012. ■



## ART LISTINGS- ONLINE ART AND ANTIQUES RESOURCES

February 2011  
[www.artlistings.com](http://www.artlistings.com)

Celebrating its 15th year, the American International Fine Art Fair features international dealers representing disciplines of fine art from classical antiquity to contemporary, and the world's finest collection of haute and period jewelry.

The fair is fully vetted by leading museum curators and experts. The Vernissage preview party is a highlight of Palm Beach social season and will be held on February 4th.

This year's dynamic program will feature a major oneartist exhibition of more than 20 works by Pierre Auguste Renoir, presented by Hammer Galleries of New York. The exhibition will include approximately 20 pieces from Renoir's later works dating between 1885 and 1912 and valued at over 50 million dollars.

Details of the fair:

### Venue

Palm Beach County Convention Center  
Okeechobee Boulevard West Palm Beach 650  
FL 33401 West Palm Beach  
United States

### Website

[www.aiaf.com](http://www.aiaf.com)

### E-mail

[info@aiaf.com](mailto:info@aiaf.com)

# ART + AUCTION

*Prize Buys: Razzle-dazzle rules at three south Florida Art, Antique, and Jewelry Fairs this month.*

February 2011



8. Italian Mixed-Wood Chinoiserie Buffet, 1950s; \$22,000 at Gary Rubinstein Antiques, American International Fine Art Fair, Palm Beach, February 5 through 13.

# LUXE. INTERIORS + DESIGN

*Notable Design Events*

February 2011



**February 05**

The Palm Beach County Convention Center transforms into a gallery-like setting during this fair featuring international dealers representing all disciplines of fine art, as well as a large collection of haute and period jewelry.

# ARTINFO

*When in Palm Beach for... Winter Art and Antiques Fairs*

January 14, 2011  
[www.artinfo.com](http://www.artinfo.com)



The same length as Manhattan — 13 miles — Palm Beach could be considered New York's glitzy tropical cousin. The island town has spruced up its classic shopping strip, Worth Avenue, in celebration of its centennial this year. And with four art, jewelry, and antiques fairs packed into the busy winter season, this Gold Coast gem truly has something for everyone.

## American International Fine Art Fair (AIAF)

**WHEN:** February 4-13

**WHERE:** Palm Beach County Convention Center

**HIGHLIGHTS:** This will be the 15th edition of the fair, which returns to the longer 10-day format of former years. Founded by David and Lee Ann Lester, who resumed ownership to great acclaim in 2009, AIAF presents art from Classical antiquity through contemporary, as well as fine jewelry. New York's Hammer Galleries will present a special exhibition of more than 20 paintings, pastels, and drawings by Renoir, and Richard Green of London will have works by Picasso, Dufy, and other 20th century masters.

[aiaf.com](http://aiaf.com)



# ART BUSINESS NEWS

*Highlights Announced for American International Fine Art Fair 2011*

February 2011



PALM BEACH, Fla.—International fine art and antique galleries will gather in Palm Beach for the 15th annual American International Fine Art Fair, Feb. 4-13.

The event is expected to attract distinguished collectors, connoisseurs, and art enthusiasts from across the globe. AIAFA will return to the Palm Beach County Convention Center on Feb. 4 for a VIP preview night with show dates continuing from Feb. 5-13.

This coming year AIAFA will be partnering with the Norton Museum of Art for the museum's 70th Anniversary celebration. With complimentary admission to all events on Feb. 8 and shuttle buses running between the Palm Beach County Convention Center and the Norton Museum of Art on that day.

To ensure all fair attendees receive full knowledge of the art exhibited at the fair, AIAFA is partnering with Corfi eld Morris to offer art advisory services to any visitor throughout the duration of the fair. Their team of independent expert advisers will be on hand to guide guests through the fair or straight to whatever they seek.

Among the prestigious galleries exhibiting at AIAFA 2011 will be Richard Green, London (UK); Hammer Galleries, New York (USA); Graff, London (USA); MacConal-Mason, London (UK); Galerie Terminus, Munich (Germany); Buccellati, Milan (Italy); and Holden Luntz, Palm Beach (USA).

Richard Green Fine Art will bring the great names of the 20th century to Palm Beach in February with an exhibition to include works by John Duncan Fergusson, Sir Alfred Munnings, Pablo Picasso, Raoul Dufy, Sam Francis and Josef Albert. The first-class exhibition will include Pablo Picasso's *Buste d'homme a la pipe*, a self-portrait of Picasso portrayed as a spirited musketeer dated Jan. 28, 1969 and John Duncan Fergusson's 1930 portrait of Grace Mc-Coll, wife of his friend and patron Henry Mc-Coll; among other masterpieces.

AIAFA will present a major Renoir exhibition in collaboration with Hammer Galleries. The exhibit will include approximately 20 pieces from Renoir's later works dating between 1885 and 1912.

Renoir was perhaps one of the most influential artists of the 19th and 20th centuries. A connoisseur of beauty, and specially feminine sensuality, Renoir's paintings are celebrated for their vivid color and vibrant light, often focusing on subjects in intimate settings. Renoir's style made him an artist whose works are among some of the most well-known in the history of art, sought after by both museums and private collectors throughout the world. Visit [aifaf.com](http://aifaf.com) for more information on the upcoming show. ■

## THE PALM BEACH POST

*Sales lifts as buyers flock to art fair in West Palm Beach*

February 5, 2011

Thousands of art fans flocked to Saturday's opening of the American International Fine Art Fair, where the high-end inventory includes a \$9.5 million Renoir, a \$3 million Monet and a 100-karat diamond.

The show has shrunk to 66 exhibitors this year from 84 last year. Despite that sign of tough times, though, art dealers say the pall that hung over the U.S. economy has lifted, leaving shoppers more likely to shell out big bucks for art.

"I think the time when the Americans are really depressed is over," said Fabien Boulakia, an art dealer from Paris.

Boulakia's offerings include paintings by Claude Monet and Kees van Dongen priced at \$3 million each, a Fernando Botero painting for \$1.4 million, canvases by Camille Pissarro and several drawings by Pablo Picasso. Boulakia skipped the annual fair the past few years but returned this year to take advantage of a resurgent mood among American collectors.

Show organizer David Lester predicted 7,000 people would buy tickets on Saturday, and he expects about 40,000 to attend the fair, which runs through Feb. 13. Only a small fraction are buying rather than looking, but Lester said art collectors are opening their wallets.

"Sales are very good," Lester said. "There's sort of a community belief that the recession seems to be over."

One popular stop on Saturday was Hammer Galleries' exhibit of paintings by Pierre-Auguste Renoir. Prices start at \$350,000 and top out at \$9.5 million for *Les Laveuses*, an oil painting from 1912. A steady stream of visitors studied the two dozen or so paintings.

"The response has been phenomenal," said Howard Shaw, president of the New York gallery.

The show's wares - including jewelry, French Impressionist paintings and art by Aborigines from Australia - appeal to a variety of tastes. One wag looked at *Study to Homage to the Square: Protected Blue*, an abstract painting by Josef Albers, and cracked, "I hope they didn't accidentally hang it upside down."

Dealers showed varying degrees of caginess about prices. London dealer Peter Finer, for instance, declined to disclose the price for a pair of rare French pistols. Others disclosed prices when asked. And Leslie Smith Gallery of Amsterdam clearly labeled prices on its works, which included a Botero painting for \$803,000.

"Why not? There's no need to be mysterious about it," owner David Smith said. ■

by Jeff Ostrowski



# APOLLO

Around the Galleries

February 2011

by Monique Kent



The winter season ends with a flurry of high-profile exhibitions and art fairs. With must-see events in Palm Beach, London, New York and Geneva, February is shaping up to be an exciting month for collectors.

The end of winter gives little encouragement to leave the warmth and comfort of the home, but numerous art fairs and exhibitions provide collectors with plenty of reasons to venture out this month.

In the US, Florida plays host to the annual American International Fine Art Fair (AIAFA). This event offers a broad range of work from the classical to contemporary, and features 50 exhibiting galleries (www.aiafa.com; 5–13 February). London dealer Sylvia Powell presents *Femme Lamp* (1955), a rare piece of art pottery by Picasso (1881–1973), while an elegant and imposing Maraini (1836–1917) life-sized marble figure is presented by local Palm Beach antiques specialist A.B. Levy. An exquisite gold and bowenite Fabergé cup (Fig. 2), courtesy of John Atzbach Antiques, is particularly delightful. Also in Florida later in the month is the inaugural Naples International Art Fair (NIAAF). Organized by International Fine Art Expositions (IFAE), which also stages AIAFA and the London International Fine Art Fair (LIFAF), around 60 world-class exhibitors of fine and decorative art are promised (www.niaaf.com; 24 February–1 March). ■



# ANTIQUES TRADE GAZETTE

Why it's time to head for the Sunshine State

by Anna Brady

January 22, 2011

Over the winter months, many of America's affluent residents migrate to the balmy climate of Florida and, as a result, the antiques fairs have followed. January and February welcomes a glut of fairs and satellite auctions to the Sunshine State, from affordable showground events to some of North America's best quality antiques fairs.

This year will see the 15th American International Fine Art Fair, a determinedly glamorous, top-end fair at the Palm Beach County Convention Center from February 5 to 13, with a glitzy vernissage preview night on the 4th.

The fair was launched in 1997 by Florida-based David and Lee Ann Lester but was bought by DMG, who then sold it back to the Lesters' company International Fine Art Expositions (IFAE) in 2008.

Last year the fair was redesigned and a busy schedule of lectures and social events was introduced, with these extra-curricular events returning this year. The AIAFA will also be collaborating with the Norton Museum of Art for the museum's 70th anniversary, offering complimentary admission to all events on February 8 and shuttle buses between the AIAFA and the Norton Museum of Art on that day.

Among the galleries returning to the AIAFA in 2011 will be London fine art dealer Richard Green, heavyweight jewellers Graff from London and Buccellati from Milan, Potterton Books from North Yorkshire and the New York and London furniture dealers Mallett. This is a popular event for fine art dealers, from Old Masters to Contemporary, and those standing this year include Whitford Fine Art of London, Galerie Terminus from Munich, while Hammer Galleries from New York will have an exhibition of around 20 late paintings by Pierre-Auguste Renoir and will present a major Renoir exhibition in collaboration with the fair organisers.

A large number of UK dealers move on to the February Florida fairs after standing at New York events in January. These include decorative arts specialist Sylvia Powell, Peter Finer with arms and armour and the porcelain dealers Cohen & Cohen. New exhibitors this year will be Questroyal Fine Art from New York, Galerie du Post Impressionisme from Paris, London Old Master specialists John Mitchell Fine Paintings and New York jeweller David Webb. ■





# ART & CULTURE

All's Fair in Palm Beach County

Winter 2011



EVERY WINTER, the crème de la crème of the art world descend on Palm Beach County amid a dazzling display of art, antiques, vintage jewelry, decorative arts, collectibles and other precious items of desire. During a six-week whirlwind, three world-class art fairs

touch down at the Palm Beach County Convention Center in West Palm Beach, drawing tens of thousands of art lovers, connoisseurs and collectors through its doors.

February brings the American International Fine Arts Fair (February 5-13), organized by International Fine Art Expositions (IFAE) founders David and Lee Ann Lester, and the Palm Beach Jewelry, Art & Antique Show (February 18-22).

Of course, mounting three large art fairs isn't an easy task. Dave Anderson, general manager at the Convention Center, and his staff work diligently for two months to transform the convention center into the epicenter of the international art world. "For six weeks, we work around the clock to customize the space into three distinct venues," Anderson says. "Over 65,000 attendees will view a combined value of merchandise in excess of \$1 billion."

"The variety of art, antiques and collectibles is unmatched anywhere. Collectors and dealers fly in from all countries to come to Palm Beach," says Albert Levy, owner of the AB Levy Gallery on Worth Avenue. Last year's AIAFA event had significant sales; many dealers reported six and seven-figure aggregate sales and expectations are high for this year. "I'm very optimistic," Levy says. "People see value in art. There is intrinsic value in beautiful artwork and fine jewelry."

Now in its 15th year, the AIAFA will welcome a dizzying lineup of prestigious galleries and international dealers, including Richard Green, London; Buccellati, Milan; and the Holden Luntz Gallery of Palm Beach, presenting the allegorical photographs of John Dugdale and never-before-seen photographs by fashion photographer Herb Ritts.

Many fairgoers are anticipating Hammer Galleries' Renoir exhibition, featuring 20 paintings, pastels and

drawings dating from 1885 to 1912. Graff Diamonds, whose magnificent jewels have been worn by celebrities such as Naomi Campbell, Elizabeth Hurley and part-time Palm Beach resident Melania Trump, is sure to make an impression as well with a multi-color, 46.52 carat diamond peacock brooch set in platinum and a 59.45 multi-shape diamond necklace with a 30.94 carat light pink briolette diamond drop, as well as an array of diamonds, rubies and emeralds.

"With so many fantastic items, it is definitely worth the trip," Levy says, with a grin. ■

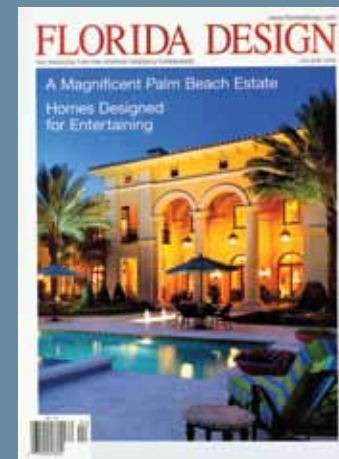
by Jan Engoren



# FLORIDA DESIGN

Palm Beach's Artistic Aura Soars As AIAFA Returns

by Kim Mosely  
Vol. 20, No. 4



Celebrating its 15th year, the American International Fine Art Fair returns to the Palm Beach Convention Center on Feb. 4th for a VIP preview night with show dates continuing from Feb. 5-13, 2011. Palm Beach's artistic aura soars at the AIAFA as international dealers represent disciplines of fine art from classical antiquity to contemporary, and the world's finest collection of haute and period jewelry, which always fare well in Palm Beach. Uniting with the Norton Museum of Art on opening night, the Vernissage preview party is a highlight of Palm Beach social season. The organizers pick up the tab for many of the museum's top supporters to be among those admitted to the first hour of the fair. "We were very happy," Norton's new director Hope Alwsang says. "It is a very tasteful and entertaining event." And that's not all, AIAFA will be participating in the 70th anniversary of the Norton Museum of Art on Tuesday, Feb. 8, 2011, a cultivating extravaganza for all art enthusiasts. In honor of this celebration, admission to all events will be complimentary. ■

# ANTIQUES AND THE ARTS WEEKLY

Published by The Bee Publishing Company, Newtown, Connecticut

Every February prestigious, international fine art and antique galleries gather in Palm Beach for the American International Fine Art Fair (AIAFA), attracting distinguished collectors, connoisseurs and art enthusiast from across the globe. International Fine Art Expositions (IFAE), organizers of the 15th annual AIAFA, recently released highlights for the 2011 edition of the fair, which will return to the Palm Beach County Convention Center on February 4 for a VIP preview night with show dates continuing from February 5-13.

IFAE continues last year's successful format with a full schedule of daily activities to coincide with the exhibitions. These activities include lectures from museum curators and art experts, as well as cocktail parties and other social events. AIAFA is partnering with the Norton Museum of Art for the museum's 70th anniversary celebration, with complimentary admission to all events on February 8 and shuttle buses running between the Palm Beach County Convention Center and the Norton Museum of Art on that day. Among the galleries exhibiting will be Richard Green, London; Hammer Galleries, New York City; Graff, London; MacConnal-Mason, London; Galerie Terminus, Munich, Germany; Buccellati, Milan, Italy; and Holden Luntz, Palm Beach. Richard Green Fine Art will bring the great names of the Twentieth Century with an exhibition to include works by John Duncan Fergusson, Sir Alfred Munnings, Pablo Picasso, Raoul Dufy, Sam Francis, and Josef Albert. The exhibition will include Pablo Picasso's "Buste d'homme a la pipe," a self portrait of Picasso portrayed as a spirited musketeer dated January 28, 1969, and John Duncan Fergusson's 1930 portrait of Grace McColl, wife of his friend and patron Henry McColl, among other masterpieces.

AIAFA will present a major Renoir exhibition in collaboration with Hammer Galleries. The exhibit will include approximately 20 pieces from Renoir's later works dating between 1885 and 1912. John Dugdale and Herb Ritts will be represented by Holden Luntz Gallery. The gallery will present an exhibition of never before seen photographs by fashion photographer Ritts, as well as photographs by allegorical photographer Dugdale. Graff's exhibition is sure to shine; literally. The firm will bring a collection of diamonds, rubies, emeralds and other rare gems, including a multicolor 46.52-carat diamond peacock brooch set in platinum and a 59.45-carat multishape diamond necklace with a 30.94-carat light pink briolette diamond drop. Fasuto Zonaro will be among the artists represented by MacConnal-Mason, as will Sir Jacob Epstein. Some of the highlights from MacConnal-Mason will be "After the Game," an oil on canvas completed by Zonaro in 1887, and a bronze sculpture, "Sir Winston Churchill," created by Epstein in 1946.

In addition to the galleries seen at the fair each year, AIAFA will welcome multiple new exhibitors to the 2011 lineup. Among them will be Questroyal Fine Art, New York City; Galerie du Post Impressionisme, Paris; John Mitchell Fine Paintings, London; and David Webb, New York City. Lecture series highlights include: "Collecting Vintage Photography" by Daile Kaplan of Swann Galleries; "The Norton at 70," a lecture by the museum's chief curator, Roger Ward, on the history of the Norton Museum of Art and the legacy founder, Ralph Hubbard Norton; a lecture on Chinese jade by Albert Levy, A.B. Levy Antiques; "Life's Evening Hour," a book signing and lecture by John Dugdale, Holden Luntz Gallery; and "Buccellati: Spirit of the Italian Renaissance" by Alberto Milani. ■

January 14, 2011



# FLORIDA INTERNATIONAL

Calendar of Events- Fine Art

November 2010



**The 411:** An annual highlight of the Palm Beach social season, the 15th installment of the AIAF promises to deliver plenty of art goodies that cover fine art from A to Z, as well as what's been called the finest collection of haute and period jewelry anywhere in the world. This year, the fair is partnering with the Norton Museum of Art in honor of the museum's 70th anniversary and will offer a variety of programs at the Convention Center and the Norton galleries simultaneously.

**Don't Miss:** The major Renoir exhibition in collaboration with Hammer Galleries. The exhibit will include approximately 20 pieces from Renoir's later works, dating between 1885 and 1912, which are collectively valued at more than \$50 million.

**Must-See Galleries:** Some of the world's most distinguished houses never skip this fair, lest they miss an opportunity to show their latest and greatest to the Palm Beach set. Major exhibitions include Graff, MacConna-Mason, Richard Green, Waterhouse & Dodd and Buccellati. To help make sense of the labyrinth of visual information, AIAF is partnering with art advisors Corfield Morris to offer services to any visitor throughout the duration of the fair.

**In the Scene:** VIP guests will feast on caviar canapes during the preview evening on February 4. This service will continue into the fair with a daily "Caviar and Cocktail" happy hour in the VIP Black River Caviar Lounge. Also a hot ticket: the Norton 70th Birthday Bash on February 8. ■

# FLORIDA DESIGN'S PALM BEACH

Palm Beach's artistic aura soars as AIAF returns

February 2011

by Kim Mosley



Celebrating its 15th year, the American International Fine Art Fair returns to the Palm Beach Convention Center on Feb. 4th for a VIP preview night with show dates continuing from Feb. 5-13, 2011. Palm Beach's artistic aura soars at the AIAF as international dealers represent disciplines of fine art from classical antiquity to contemporary, and the world's finest collection of haute and period jewelry, which always fare well in Palm Beach. Uniting with the Norton Museum of Art on opening night, the Vernissage preview party is a highlight of Palm Beach social season. The organizers pick up the tab for many of the museum's top supporters to be among those admitted to the first hour of the fair. "We were very happy," Norton's new director Hope Alswang says. "It is a very tasteful and entertaining event."

And that's not all, AIAF will be participating in the 70th anniversary of the Norton Museum of Art on Tuesday, Feb. 8, 2011, a cultivating extravaganza for all art enthusiasts. In honor of this celebration, admission to all events will be complimentary. For more information, please call 239/949-5411 or visit [www.aiaf.com](http://www.aiaf.com) ■

## ART & ANTIQUES

Days in the Sun

February 2011

by Sallie Brady

FLORIDA is a battleground state, not just in presidential election years but in the art and antiques world every year. Looking to lure snowbird collectors on holiday and South American money, fair organizers continue to expand in the Sunshine State.

December belongs to contemporary art, with Art Basel Miami Beach, Art Miami, Design Miami, and more, followed in January by the Miami International Art Fair and the Palm Beach Contemporary Fair. Come February, though, antiques take center stage. First is the Original Miami Beach Antique show (February 3-7), the world's largest indoor antiques show with more than 800 dealers. It's part treasure-trove, part jumble-sale, but with enough discoveries to be made that international museum curators are often seen wandering the aisles. Celebrating its 50th anniversary this year, the fair, organized by GLM, the trade show division of Britain's Daily Mail Group World Media, will import dealers from 22 countries to the Miami Beach Convention Center.

Just up 1-95 in Palm Beach, the American International Fine Art Fair (February 5 to 13) is smaller this year, down from 80 dealers in 2010 to an estimated 50 to 65, according to organizer David Lester. Gone are Carlton Hobbs, Koopman Rare Art, The Tomasso Brothers- all top-tier galleries that showed last year- as well as longtime exhibitors Tiffany & Co. and Van Cleef & Arpels. "The economy has been tough on antiques market in the past two years," says Lester. Also to blame for the shorter exhibitor list, says Lester, are the facts that the fair coincides with the big Miami show and that this year the Palm Beach fair was extended to 10 days. Next year it will return to its usual six. Attendees will find Palm Beach regulars such as Mallett, the London arms and armor specialist Peter Finer, London picture dealer MacConna-Mason and Galerie Thomas of Munich. Whitford Fine Art of London returns with its popular Clive Barker bronzes, as well as a rare collection of silk scarves designed by Derain, Calder,

Cocteau and other modernist artists, all commissioned in 1946 by fabric-maker Zika Ascher, now priced from \$7,500 to \$10,000. Ascher was the subject of a major retrospective at the Victoria & Albert Museum in 1987, and Whitford coaxed the cache from his heirs.

One of the fair's highlights will be the booth of Hammer Galleries of New York which will show an exhibition of 20 paintings, pastels and drawings by Auguste Renoir dating from the mid-1880s to 1912. President and director Howard Shaw says Hammer spent years assembling the grouping to inaugurate its new location on Park Avenue. Best of all for Floridians, the works are for sale from \$350,000 to \$9.5 million. Noteworthy is the addition of London's John Mitchell Fine Paintings an Old Masters and 19th-century specialist showing here before going on to Maastricht.

Residents of Florida's west coast will also be able to shop for a Renoir when the Hammer exhibition travels to David Lester's new Naples International Art & Antique Fair (February 24- March 1) staged in the organizer's hometown in a convention center that he owns. The lineup of 50 to 60 dealers includes Graff, Sabbadini, and Martin du Louvre, among other. "Naples is a completely different market than Palm Beach, which is New York-centric," says Lester. "Wealthy Midwesterners winter in Naples." The fair has partnered with key cultural institutions, the Naples Philharmonic Center for the Arts and the Naples Museum of Art.

No matter where or when in Florida, there's collective hope for a Madoff effect- this time, positive due to the recent court settlement. "Madoff victims received \$7 billion on the first of January," says Lester. "I hope that goes back into the marketplace." ■





# ART + AUCTION

When in Palm Beach for Winter Art and Antiques Fairs

February 2011



**GO:** American International Fine Art Fair (AIAF)  
**WHEN:** February 4–13  
**WHERE :** Palm Beach County Convention Center  
**HIGHLIGHTS:** This will be the 15th edition of the fair, which returns to the longer 10-day format of former years. Founded by David and Lee Ann Lester, who resumed ownership to great acclaim in 2009, AIAF presents art from Classical antiquity through contemporary, as well as fine jewelry. New York's Hammer Galleries will present a special exhibition of more than 20 paintings, pastels, and drawings by Renoir, and Richard Green of London will have works by Picasso, Dufy, and other 20th century masters.

# PALM BEACH ILLUSTRATED

Collector's Call

February 2011

If you're an art lover, February is no doubt your favorite month of the year. Kicking off the month is the American International Fine Art Fair, February 5-13 at the Palm Beach County Convention Center in West Palm Beach. The fair is partnering with the Norton Museum of Art to celebrate the institute's 70th anniversary. On February 8, the fair and museum are offering complimentary admissions with free shuttle buses between the two. There also will be a lecture by museum Chief Curator Roger Ward on the museum's history and its founder, Ralph Hubbard Norton. Other must-sees are Hammer Galleries' presentation of 20 pieces of Pierre-Auguste Renoir from 1885-1912, Richard Green Fine Art's collection of the twentieth century's greats from Sir Alfred Munnings to Pablo Picasso and Raoul Dufy, and a lecture by photographer John Dugdale, presented by Holden Luntz Gallery of Palm Beach.



# LUXE IMMO

AIAF Closes With Record Attendance and Strong Sales



"We had the best fair in the 14 years that we have been participating in Palm Beach" said arms and armor dealer Peter Finer of London. "This was also the best year in our long fair participation as well, echoed Italian goldsmith and jeweler Buccellati. Richard Green of London reported the sale of six paintings. "We were very pleased with our Palm Beach results this year," said Jonathan Green, Managing Director of the firm and Chairman of the fairs Dealer's Committee.

"The US economy, the general mood of the attendees and our sales have clearly improved this year," said Michael James of The Silver Fund. "All the right people were here this year". One day we were processing three black American Express cards at the same time!" "This is the first year our gallery participated in AIAF - now I know why they call it the big Palm Beach show!" quipped Howard Brassner of Brassner Fine Art.

## Among the substantial sales at the Fair:

- Waterhouse & Dodd sold a Renoir watercolor for \$100,000 and an oil painting by French painter Albert Gleizes for approximately \$1M in addition to six other works.

- Richard Green of London sales of six paintings reached the multimillion dollar levels.

- Arms & armor dealer Peter Finer also reported multimillion dollar sales.

- Brassner Fine Art sold a Botero for \$190,000 as well as a Chi Ide Hassam for approximately \$1 M.

- Todd Merrill 20th Century Design had a very successful fair selling a Harvey Probbler sofa for \$50,000, a glazed "Dango" sculpture by Jun Kaneko for \$45,000, a pair of Vladimir Kagan chairs with a matching automan for \$35,000, in addition to a pair of Paul Evans chairs for \$15,000 and a pair of James Mont lamps for \$18,000.

- Borghi Fine Art sold six artworks including artwork by Andy Warhol, John Chamberlain and Elaine de Kooning.

- Reubin Simantov had a successful first year at the fair, reporting multiple sales from a pair of \$3,800 cuff links to a \$78,000 necklace. "I cannot tell you exact numbers of sales from the Fair - it's immeasurable. Today alone we've had approximately ten clients who've decided to come back and make a purchase!"

- Isaac Levy of Yvel achieved seven figure sales. "I am ex-

tremely happy and proud to be part of this extraordinary fair. It offers the opportunity to reach many of my long-time clients and friends in a luxurious environment. We were also pleased with the many wonderful new relationships and sales that developed during the fair."

- The Silver Fund reported sales throughout the fair to old and new clients. "This was by far our most successful fair in recent years," said owner Michael James.

- Rehs Galleries sold two important works by Daniel Ridgway Knight and a work by French painter Raoul Dufy in addition to another piece.

- American dealers Avery Gallery, Alexander Gallery, Questroyal Gallery and Thomas Colville all reported numerous sales and a successful and profitable fair.

Organizers David and Lee Ann Lester announced that the theme of the fair in 2012 will be "Paris - Palm Beach" which will feature French galleries, artwork, jewelry, food, and wines. The fair's well received lecture series will be broadened in 2012. AIAF's invitational program for visiting museum groups will also be expanded to including more institutions, curators, and collector groups from throughout the United States. Ancillary social events including evening activities hosted by dealers will return in 2012. ■

# NEWPORT SEEN

*The Dazzling American International  
Fine Arts Fair in Palm Beach*

February 2011

The elegant and exclusive Preview Party of the 15th edition of the American International Fine Arts Fair in Palm Beach drew Newport Seen once again, and we returned again and again during the Fair for a closer look at the dazzling paintings, jewelry, furniture, photography, china, vintage furniture, suits of armor -- and to hear the fascinating expert lectures, one on "Michelangelo, Rembrandt, Renoir and the advantage of old age", given by Robert Ward, Chief Curator of the Norton Museum of Art, and repeated later in the week, by demand.

The attendees at the Vernissage were greeted by stunning Graff models offering glasses of champagne, which decidedly set the mood, wearing exquisite jewelry by Graff Diamonds. Tiffany & Co., was there, along with art, antiquities, paintings and furniture. Dealers came from London, New York, Paris, Italy, Monaco..... The Convention Center in West Palm once again became an elegant architectural agora of fine shops, enclaves, dining areas, and interestingly spaced interior walls, its own evanescent Musée.

Newporters James (Jay) Serzan, and KSN (a media shy fellow) made the rounds greeted friends, studied the art works, and Mr. Nickerson and was smitten with a (Hassam) like painting. Dress designer Annika in her own "Black Swan" dress creation, and the elegant author Charlotte Hamilton of "FitFace" added drama to the evening.

Several Fernand Botero paintings were on display from different dealers, and there was a small Van Gogh portrait. An enormous 18th century French clock by Pierre Philippe Threniere, from the Toulouse Gallery, gave new meaning to the word rococo. The lively jumble of French Moroccan café chairs, a set of 24, flanked the opening of Mallett Galleries, of New York and Bond Street, and attracted great attention.



Other lectures, interspersed throughout the week, and followed by caviar receptions in the VIP lounge, included "Fragile Beauty: Chinese Export Porcelain 1500-1900", by Ron Fuchs II, Curator of the Reeves Collection, Washington and Lee University, and "Picasso: The Birth of Genius" by Marlene Strauss.

The Fair this year closed with record attendance of 42,500 and strong sales reported by a number of dealers during 10-day event, with many dealers reported outstanding sales results. "We had the best fair in the 14 years that we have been participating in Palm Beach," said arms and armor dealer Peter Finer of London. Italian goldsmith and jeweler Buccellati echoed these sentiments: "This was also the best year in our long fair participation as well." In reporting multiple important sales, Jonathan Green of Richard Green Antiques commented "We were very pleased with our Palm Beach results this year."

"The U.S. economy, the general mood of the attendees and our sales has clearly improved this year," said Michael James of The Silver Fund. "All the right people were here this year". One day we were processing three black American Express cards at the same time!" Howard Brassner of Brassner Fine Art quipped "This is the first year our gallery participated in AIAFA - now I know why they call it the big Palm Beach show!"

Organizers David and Lee Ann Lester announced that the theme of the fair in 2012 will be "Paris - Palm Beach" which will feature French galleries, artwork, jewelry, food, and wines. The Fair's well received lecture series will be broadened in 2012. Ancillary social events including evening activities hosted by dealers - first introduced in 2009 - will return to the 2012 schedule. Newport Seen will be there! ■

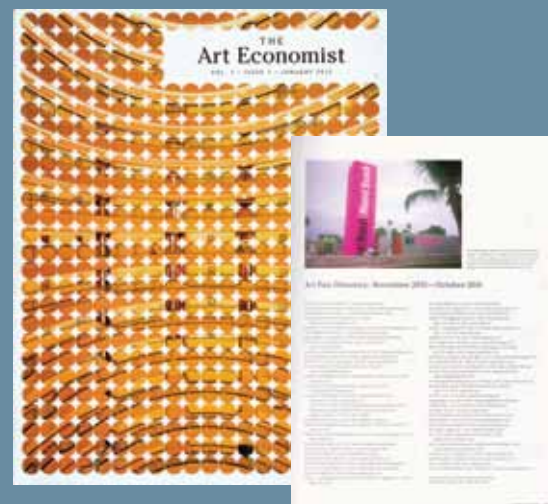
[www.newportseen.com](http://www.newportseen.com)



## THE ART ECONOMIST

*Art Fair Directory: November - October 2011*

**January 2011**  
Vol.1 / Issue 1



American International Fine  
Art Fair (West Palm Beach, FL):  
February 4-13, 2011:  
[www.aiaf.com](http://www.aiaf.com)

\* Our Editor in Chief, Bruce  
Helander will be the moderator  
for a distinguished panel entitled  
"The Curious Economics Art,"  
Sunday February 13, 2011, 1:30 -  
2:30pm.

The Art Economist Co., publishers of The Art Economist, the 10-time per year publication that examines the contemporary art market, announces that its Editor-in-Chief, Bruce Helander, will moderate a panel of distinguished members addressing "The Curious Economics of Art" at one of America's leading art fairs, the American International Fine Art Fair that will be hosted in West Palm Beach, Florida, February 5-13.

### American International Fine Art Fair

Celebrating its 15th year, the American International Fine Art Fair features international dealers representing disciplines of fine art from classical antiquity to contemporary, and the world's finest collection of haute and period jewelry. The fair is fully vetted by leading museum curators and experts. The discussion panel, moderated by artist, Bruce Helander, will convene on February 13, 2011 with a premier group of panelists, including David W. Galenson, Donald N. Thompson, Anthony Haden-Guest, Jane Holzer and Bruce Helander.



# FLORIDA DESIGN'S PALM BEACH

Palm Beach Society- Opening Night Vernissage

March 2011



1 David Lester, Lourdes Cremata, Lee Ann Lester and Raul Cremata

2 Doug Luce and Crissy Poorman

3 Katherine Lande and Michael Ridgdill

4 Susan Lloyd, Holden and Jodi Luntz, and Harry and Gigi Benson

5 Lou and Debbie Porreco

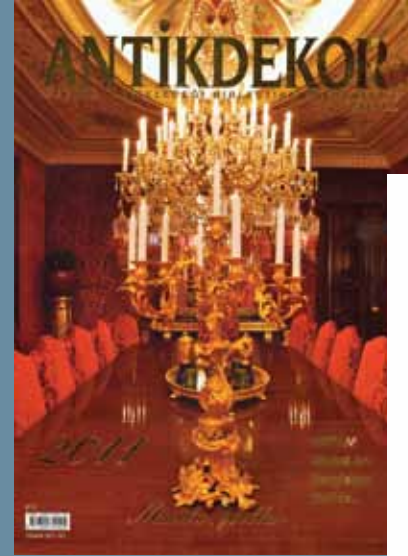
Over 8,000 people attended the Vernissage opening night of the American International Fine Art Fair on Feb. 4, 2011. Attendees were impressed with the bevy of artwork that the show offered. Throughout the nine-day fair, a high caliber of master painting, sculpture, decorative arts, photography, jewelry and more were exhibited by international dealers.



# ANITKDEKOR

Amerika Uluslararası Güzel Sanatlar Fuarı

January 2011



Palm Beach- Her yıl Şubat ayında önemli güzel sanatlar galerilerini ve antikacıları bir araya getiren 15. Amerika Uluslararası Güzel Sanatlar Fuarı, 5-13 Şubat tarihlerinde ziyaret edilebilir.

Uluslararası Güzel Sanat Fuarıcılık (IFAE)'in organize ettiği 15. Amerika Uluslararası Güzel Sanatlar Fuarı (AIAF), Palm Beach Kongre Merkezi'nde yer alıyor. IFAE, geleneksel sergilerin yanı sıra müze küratörleri ve sanat uzmanlarının katıldığı konferanslar ve diğer günlük sanat etkinlikleriyle fuarı daha zenginleştiriyor. AIAF, bu yıl 70. kuruluş yıldönümünü kutlayan Norton Sanat Müzesi ile ortak yapıyor. Ayrıca, fuar süresince, izleyicilerin sergilenen sanat eserleri ile ilgili tüm detaylı bilgileri alabilmesi için Corfield Morris şirketinin danışmanlık hizmetinde de yararlanabiliyor. Bağımsız sanat uzmanlarından oluşan ekip üyeleri, arzu eden sanatseverlere, fuar turunda eşlik ediyor. Richard Green, Londra; Hammer Galleries, New York; Graff, Londra; MacConnal-Mason, Londra; Galerie Terminus, Münih; Buccellati, Milan ve Holden Luntz, Palm Beach fuarda yer alan önemli galerilerden bazıları. Richard Green Fine Art, John Duncan Fergusson, Sir Alfred Munning, Pablo Picasso, Raoul Dufy, Sam Francis ve Josef Albert gibi 20. yüzyıl sanatının önemli sanatçılarının eserlerini sergiliyor. Fuarın önemli etkinliklerinden biri olan Renoir sergisi, Hammer Galerileri ile birlikte düzenleniyor. Bu önemli seçkide, sanatçının 1885-1912 yılları arasında gerçekleştirdiği 20 eseri görülebilir. Londra'dan fuara katılan Graff, pırlantalar, yakutlar, zümrütler ve diğerli ender bulunan değerli taşlardan oluşan muhteşem bir koleksiyon ile yer alıyor. Fasuto Zonaro ve Sir Jacob Epstein'in önemli eserleri MacConnal- Mason standında görülebilir. ■

# THE ART INQUIRER

American International Fine Art Fair 2011

February 8, 2011

[www.theartinquirer.blogspot.com](http://www.theartinquirer.blogspot.com)

Until February 13th, takes place in the Palm Beach County Convention Center, Florida, the 15th American International Fine Art Fair (AIAFA), where near 50 international exhibitors will show works of fine art, from classical antiquity to contemporary, as well as some of the world's finest jewelry and antiques, namely from specific periods. Among the presented works is Pablo Picasso's "Buste d'homme a la pipe", a self portrait of Picasso portrayed as a spirited musketeer dated January 28th, 1969, brought by Richard Green Fine Art.

A multi-color 46.52 carat diamond peacock brooch set in platinum and a 59.45 carat multi-shape diamond necklace with a 30.94 carat light pink briolette diamond drop, courtesy of Graff Diamonds, are sure to shine during the event and receive most attention from the feminine attendees. The oil on canvas "After the Game" completed by Zonaro in 1887 and a bronze sculpture, "Sir Winston Churchill", created by Sir Jacob Epstein in 1946, are represented by MacConnal-Mason.

These are only a small sample of the fine art and jewelry that visitors to the AIAFA 2011 can appreciate.

One of the fair's highlights is a major Renoir exhibition in collaboration with Hammer Galleries, which includes approximately 20 pieces from Renoir's later works dating between 1885 and 1912.

A partnership with Corfield Morris offers art advisory services to its visitors, as well as the possibility to be orientated throughout the fair or straight to whatever they seek. Another partner of the 15th American International Fine Art Fair is the Norton Museum of Art, holding its 70th Anniversary celebration. Complimentary admission will be available to all events on February 8th, with shuttle buses running between the Palm Beach County Convention Center and the Norton Museum of Art on that day.

Following last year's successful format, the AIAFA provides daily activities to its visitors, including informative lectures presented by museum curators and art experts, cocktail parties and other social events. ■



# THE PALM BEACH POST

Fair draws varieties of art to P.B. convention center

February 4, 2011



For 10 days, the very best of art and antiques is on display right here in West Palm Beach.

The American International Fine Art Fair is a highlight of the season for art connoisseurs. It opens with the The Vernissage preview party from 6-7:30 p.m. today. Tickets are \$125 at the door, which includes unlimited admission to the fair. Proceeds benefit the Norton Museum of Art.

On Saturday, the fair opens with more than 60 exhibitors of Asian art; books, manuscripts and maps; furniture and decorative arts; jewelry; modern and contemporary art; paintings, drawing and prints; photography; porcelain and ceramics; sculpture; silver; and textiles, carpets and tapestries. The artwork ranges from 18th- and 19th-century European and American to the Old Masters.

This year's program will also feature a major one-artist exhibit of more than 20 works by Pierre Auguste Renoir, presented by Hammer Galleries of New York.

And don't leave without learning from the experts. At least 20 lectures will be offered, including:

- Fragile Beauty: Chinese Export Porcelain for the European and American Markets, 1500-1900, Ron Fuchs, 1-2 p.m. Saturday.
- Mathew Brady & Civil War Photography: The Great and Truthful Medium of History, Stephen Lowentheil, 2:30-3:30 p.m. Saturday.
- Michelangelo, Rembrandt, Renoir and the Advantage of Old Age, Roger Ward, 4-5 p.m. Saturday.
- Life's Evening Hour, John Dugdale, 1:30-2:30 p.m. Sunday. Book signing to follow.
- The Norton at 70, Roger Ward, 3-4 p.m. Sunday.
- Chinese Jade, Albert Levy, 4:30-5:30 p.m.
- A Fresh Look at the Hudson River School: A Conversation with Linda S. Ferber, Elizabeth Mankin Kornhauser, and Jennifer C. Krieger, 2-3 p.m. Monday.
- Buccellati: Spirit of the Italian Renaissance, Alberto Milani, 3:30-4:30 p.m. Monday.
- Georg Jensen's silver, David Taylor, 1:30-2:30 p.m. Tuesday.
- Inheritance: What's In Your Mother's Closet, Katherine Shenaman, 2:30-3:30 p.m. Monday.
- Current Legal Issues in Art Appraisals, Miller Bannister, 3:30-4:30 p.m.
- Picasso: The Birth of Genius, Marlene Strauss, 3:30-4:30 p.m. Wednesday.
- The Art of Collecting, Diane McManus Jensen, 3-4 p.m. Thursday.
- Maurice Fatio, Palm Beach Architects, Kim Mockler, 1:30-2:30 p.m. Feb. 11. Book signing.
- The American Expatriates and European Art, David Curry, 2:30-3:30 p.m. Feb. 11.
- Collecting Vintage Photography, Daile Kaplan, 4-5 p.m. Feb. 11.
- Paul Flato, Jeweler to the Stars, Elizabeth Irving Bray, 1-2 p.m. Saturday, Feb. 12.
- Collectors Roundtable, American Art, Louis Salerno, Betsy Kennedy and Nan Chisholm, 3-4 p.m. Feb. 12.
- Michelangelo, Rembrandt, Renoir and the Advantage of Old Age, Roger Ward, 4-5 p.m., Feb. 12.
- The Curious Economics of Art, Bruce Helander, moderator, and panelists David W. Galenson, Donald N. Thompson, Anthony Haden-Guest, Jane Holzer and John P. Morrissey, 1:30-2:30 p.m. Feb. 13.



# WEST PALM BEACH EXAMINER

*AIAF at the Convention Center*

February 8, 2011

[www.examiner.com](http://www.examiner.com)



Celebrating its 15th year, the American International Fine Art Fair began with a Vernissage preview party on Friday, February 4, 2011. The most broad-ranging fine art and antiques event in the country will be at the Convention Center through Sunday February 13. The fair is fully vetted by leading museum curators and experts and includes international dealers representing disciplines of fine art from classical antiquity to contemporary, and the world's finest collection of haute and period jewelry.

This year's dynamic program is presenting a major Renoir exhibition in collaboration with Hammer Galleries of New York. The exhibit includes approximately 20 pieces from Pierre Auguste Renoir's later works dating between 1885 and 1912.

Among the exhibitors are Directors Daniel and Stella Callaghan of Callaghan Fine Paintings who can be found in Booth 507 near the Sushi Bar. On the opening night, the couple warmly greeted attendees and offered guided tours of the fantastic paintings and bronze sculptures they have in the show. Callaghan Fine Paintings, which is based in the historical town of Shrewsbury, England represents some of the world's leading artists as well as nurturing up-and-coming artists and

sculptors. Specializing in European 19th and 20th century paintings, the gallery focuses on works by Antoine Bouvard Snr., Marcel Dyf and Eugene Galien-Laloue and also exhibits contemporary paintings and original bronzes.

For those like the author who appreciate Eugene de Blaas, the Guarisco Gallery of Washington, DC is exhibiting his work. Located in Booth 304 near the Center Court, the gallery holds an extensive inventory of exceptional quality original 19th and early 20th century European and American paintings, watercolors and sculpture. Their collection is from every major school including Romantic, Barbizon, Victorian, Belle Époque, Impressionist and Post-Impressionist works.

Today, February 8, 2011 the Fair will be partnering with the Norton Museum of Art for the museum's 70th Anniversary celebration. There will be complimentary admission to all events and shuttle buses running between the Palm Beach County Convention Center and the Norton Museum of Art, which will be open 10:00 a.m. – 5:00 p.m. Tours of the collections, lectures, music, movies and a birthday cake are all part of the birthday bash. ■

## THE PALM BEACH POST

*Discover Local Artists: International artists*

Thought to have some fun at the American International Fine Art Fair by looking for narratives- what the visual works of art have to say, so to speak, and, dealers enjoyed playing along.

Above is a scarf, part of Whitford Fine Art's collection. A young man approaches a young woman straight on. Her dog is trying to keep him away, because it does not want to share its mistress's affection. The young lady faces her viewers, and appears uninterested, but her right foot is turned toward him, she is about to turn, (don't you think?), and face her beau.

Art historian Gabriel Toso, a representative of Whitford, said, that's possible, but maybe the young man was bringing her flowers, because he was sorry for something that he'd done...

... In truth, Zika and Lida Ascher, famous textile designers in the 40s and 50s (even the Queen of England wore dresses made with their fabrics, he said, adding ladies knew how to dress in those days), asked some well-known artists to collaborate by creating designs. Then the

scarves were sold, worn, and enjoyed. Some, though, were preserved. Like this one, "The Lovers Boy and Girl," which was designed by Andre Derain.

Barry Friedman was showing some of Wendell Castle's chairs. This one, a table and chair looked very soft, for wood — it's made of Peruvian walnut. And comfortable, too, a Friedman representative said.

Very organic, it looks like it took root and just started to grow. The grains are lovely, too. How much weight would it hold, since the seat looks to extend from the base of the table? 650 pounds, Friedman said without blinking. He admitted he just made up that number for fun, but added the chair was very sturdy, and it could handle an elephant...

These natural stone fossil murals were at the fair last year but this year, one is hung in the sushi bar — don't you love it? These, though, are not on the menu — they might be kingtia escaena...

These fossils are unearthed, extracted by hand from a quarry in the Northwest, and are exhibited by Eostone.

Below are two examples of works by Australian Aborigine artists; they come with stories freely. They are shown at Leslie Smith Gallery and researcher Robbert Hovenberg pointed out that the one directly below shows patterns of animal tracks and baskets.

And this one, directly above, looks somewhat like a map. Before the Aborigines were rounded up, they would make these map-like designs of the desert, a watering hole or some important part of their cosmos. At birth, an Aborigine would have a custodial site (like a watering hole) and the snake would come down from dream time, and curl up around the watering hole, and that presented a clear image to that Aborigine so that he could find the spot again. This one looks like a bird's eye view of sand dunes.

Over a period of time, these spiritual symbols morphed into geometric designs, as the Aborigines transferred their talents from a drawing on a "canvas" comprised of their skin or part of their environment to expressing themselves through art with paint on canvas. Often, Hovenberg said, the background would be black, because they used to draw these symbols on their skin. Or red, because they drew them in the sand or on stone.

And this changeover from the spirit world to the artistic world is a fairly new development, he said. Three of the artists, for example, walked out of the wilderness in the 1980s, naked, and having lived all their lives as hunter-gatherers...■

**February 6, 2011**  
*by Christine Davis*

# THE ART NEWSPAPER

Wealthy buyers return to Palm Beach

March 2011

PALM BEACH. David Lester's 15th American International Fine Art Fair at the Palm Beach County Convention Center (5-13 February) was decidedly different from earlier versions. Last year, 84 dealers showed at the six-day event, while this time 67 participated in a ten day run. With fewer dealers, the aisles were wider. "Our challenge was to reinvent this fair and we did so with opening night attendance of over 8,000," said Lester, who had turned to electronic marketing. In 2010, 5,100 came to the opening, when south Florida was suffering from a cold snap. This time, the snow blanketing New York seemed to boost attendance. Nevertheless, notable absentees included billionaire regulars Wilbur Ross, William Koch and Peter Brant, and this year's opening night lacked the Norton Museum of Art as charity beneficiary.

When Lester first pitched his white and blue tent in 1997 in West Palm, he wooed international dealers like Steinitz of Paris. In 2001, he sold the fair to the Daily Mail Group for a reported \$18m, but bought it back for only \$3m two years ago.

This year, Dickinson of New York, Van Cleef & Arpels, Tiffany, Royal-Athena and Carlton Hobbs all backed out as did 11 others. Thirteen new entrants included Manhattan's Hammer Galleries, design dealers Todd Merrill and Barry Friedman, Milan jewellers Scavia and Jerusalem's Yvel.

Some dealers grumbled about the fair roster. "There are too many jewellers and paintings dealers with beach scenes," said William Mitchell of London gallery John Mitchell, who returned after dropping out last year.

The local economy was hit hard by the Ponzi scheme of Bernard Madoff, who had a winter home here. But, while Palm Beach real estate had suffered, there is evidence of a rebound. "We're seeing clients buying back with a vengeance," said David Fite of the luxury estate agents Fite & Shavell who said he had just sold a \$9.5m home, and that sales this year are, so far, up 20%.

Some interior designers are also seeing a revival. "A year ago my business here was one-tenth of what it is," said Leta Austin Foster, who has offices in Miami and Manhattan. "Business has suddenly taken off," said Foster who is working on a \$6m townhouse renovation as well as a 12,000 sq. ft beachfront property.

by Brook Mason

Still, some dealers brought lower priced material. "I have more pictures at \$200,000," said Wilhelm Grusdat of Munich's Galerie Terminus who said that last year's fair was hit hard by the shaky economy. Nevertheless, in 2009, he sold a Roy Lichtenstein mixed media for \$3.8m and a Gerhard Richter painting for \$1m.

While there were no sevenfigure deals early on, sales were made. Terminus sold a 1987 Gerhard Richter work on paper to a German client for \$240,000 along with two Heiner Meyer 2009 bronzes, Grobe Mickey, in an edition of three, for \$81,000 each while Barry Friedman's sales included Gottfried Helnwein's mixed media The Murmur of the Innocents 18, 2010, which went to the Kemper Contemporary Art Museum in Kansas City, Missouri, for just over \$100,000, as well as Michael Eastman's digital print Isabella's Two Chairs, 2000, for \$7,500. Nearby Paris gallery Martin du Louvre wrapped up sales for Joseph Csaky's bronze Tête Cubiste, 1919, for \$75,000 and the Francesco Messina bronze The Boxer, 1929, for \$200,000. John Mitchell sold a William Michael Harnett 1875 oil study for \$25,000.

Jonathan Green of London's Richard Green remains confident about the fair's future. "We're here at the tail end of the recession with New York still very slow," said Green. "This fair is our only US show and we already have serious interest in several paintings," he said. ■





