

# Overseas

## On the scent trail

SPRING is in the air and Valentine's Day is just around the corner, so it is perhaps appropriate that there are not one but three perfume fairs over the coming month.

First up, on February 15, is Club Multicollections' ninth *European Fair of Perfumery* at the Parc des Expositions in the heart of the city of romance – Paris.

Although the fair includes ladies fashions, accessories, jewellery, posters, dolls and teddy bears – the scent of perfume pervades the air.

Bottles of all shapes and sizes will be on offer, from miniatures to huge contemporary bottles and from very rare bottles to the most often sought after – those of the pre-1970s.

Three specialist magazines add to the smell of excess, and experts will be on hand.

The show will also include two perfume exhibitions: 'Art et Sensualité' and a retrospective of the life of one of the grand dames of the industry, Nina Ricci.

One of the items to look out for would be a 1951 special edition bottle and presentation case created by Marc Lalique for Nina Ricci's most celebrated perfume *L'Air du Temps*.

The fair is open 9am-5pm and entry is €4. Tel: +33 (0)3 89 53 90 23.

STAYING near Paris, it is probably no coincidence that the third *Salon du Parfum et de ses Accessoires* takes place on Leap Year day, Sunday February 29 – when traditionally women may ask men to marry them.

The Salon is held at the Salle des Fêtes in Livry Gargan, seven miles outside the capital.

The fair attracts visitors from across France and abroad, includes an exhibition on perfume and experts will be present to evaluate goods and rare objects.

As an in-scentive to arrive early and leave late, visitors can purchase a special edition scented card (only 1000 have been produced) which doubles as a tombola ticket. The tombola will be drawn at 5pm and the prizes are – surprise, surprise – perfume related.

Doors open 9am-6pm, and entry is free. Tel: +33 (0) 1 48 66 90 40.

STANDING up for Eau de Cologne is Bettina Bayer-Tetzel. Herself a keen collector of perfume bottles since the 1980s, Bettina launched her first fair in 1992.

She now has a calendar of nine events in Germany and one in France, at Strasbourg, which she admits is the most important.

Right: this Lalique bottle for Nina Ricci's *L'Air du Temps* is a great rarity.



"France is still considered the country of great perfumes," she said. "Last year more than 60 exhibitors came from France, Switzerland, Germany, Italy, Belgium & Luxembourg."

Although trade is brisk, money doesn't always change hands (although even pre-1950 scented cards can sell for up to €120) – often the visitors come armed with their own 'spare'



Above: Bettina Bayer-Tetzel

bottles to swap with each other or barter with the dealers. Visitors can also get a valuation on the market value of any bottles they may have.

The one thing they don't do is smell the goods – they are, quite literally, not to be sniffed at. "Once the seal is broken on a bottle it can not be resealed effectively," Bettina explained. "The perfume begins to oxidise, discolours and eventually evaporates."

This year's Strasbourg fair (the sixth) is on October 10, but the next German fairs are in Heidelberg on Sunday February 29, Saarbrücken on Sunday March 14 and Frankfurt am Main on Sunday March 18.

For full dates and details of individual fairs or to book tables please call +49 (0) 171- 634 9999 or visit [www.parfumboerse.de](http://www.parfumboerse.de).

## Connie's Florida keys to success

WITH over 1000 dealers and a huge array of unusual antiques and one-of-a-kind collectibles, the *West Palm Beach Antique & Collectibles Spectacular* in Florida lays claim to being one of the biggest and best antique shows in the US South.

"The Spectacular is the largest and most diverse of all of our monthly shows," said Bethany Coleman, show manager. Goods at the event, organised by dmG at the South Florida Fairgrounds from February 6-8, cover a dizzying range of subjects so for the novice there's advice at hand in the shape of a seminar by Connie Swaim, managing editor of *AntiqueWeek*.

Connie has been in the antiques industry for over 17 years and her seminar, What to look for at an Antique Show, includes 'how to' tips on shopping at an antique show, talking and bargaining with dealers, starting a collection, deciding what to buy and spotting reproductions.

Show hours are 12noon-6pm Friday, 9am-6pm Saturday and 10am-4.30pm Sunday.

Entry is \$10 for a multi-day pass, \$6 for a one-day pass, \$5 for seniors, children under 12 free. Seminars (Saturday and Sunday, 12pm and 3pm) and parking are free with admission.

For more information, call (+1) 561-640-3433 or visit [www.dmgantiqueshow.com](http://www.dmgantiqueshow.com).