

Expansion in Continental Europe and in the United Kingdom

PHILLIPS IN THE NETHERLANDS



In The Netherlands: Jim van der Meer Mohr.

PHILLIPS announces important expansion of its services in Continental Europe with the establishment of new offices in two key centres of the art and antiques market—The Hague and Estoril (Lisbon). Its new enterprises in The Netherlands and Portugal, launched this autumn, considerably extend and strengthen the present Phillips European network which, in the past year, made a substantial contribution to the group's record turnover of £76.5 million.

The new office in The Hague will be run by Jim van der Meer Mohr. It is in the centre of the city overlooking the Hof Vijver lake and a short walk from the Mauritshuis Museum which houses one of the finest collections of Dutch paintings. Jim van der Meer Mohr wrote his MA thesis on Dutch topographical paintings and has written numerous articles for newspapers and magazines. He is co-

author of the catalogue of topographical paintings in The Hague Municipal Museum, to be published in December. Married to a young daughter, he previously worked at the Mauritshuis as a graduate trainee, and more recently, at a local auction house.

PHILLIPS NETHERLANDS: Lange Vijverberg 4/5, 2513 AC The Hague. Tel. 070-639900.

Phillips Portugal comes into being with the appointment of two representatives: Maria von Habsburg and Maria Maisch, based in the fashionable resort and residential area of Estoril, near Lisbon. Maria von Habsburg was born in Germany, the daughter of Prince Charles de Lowenstein-Wertheim-Rosenberg. She is married to Archduke Joseph von Habsburg and they have seven children. Maria Maisch was born in Portugal and educated in England. She lived in Paris,

PHILLIPS IN PORTUGAL



In Portugal: Maria von Habsburg (left) and Maria Maisch.

Lausanne and New York before returning to Portugal. Her husband is an authority on textile design and was a pupil of Raoul Dufy.
PHILLIPS PORTUGAL: Rue Prof. Egas Moniz 2-2AB, 2765 Estoril, Portugal; telephone 1-2671026.

Paul Viney, director of Phillips in Europe, said: "We are delighted to be able to announce this expansion to our services, putting Phillips firmly on the map in the important Dutch market and in the Iberian peninsula. As in all our branches, overseas and in the UK, our staff in The Hague and the representatives in Estoril will be able to draw on the expertise of Phillips specialists worldwide, and will be in daily contact with other branches of the Phillips international network."

Phillips in Continental Europe: Paris, Brussels, Geneva, Zurich, The Hague, Estoril.

Extending the unique network of branches

PHILLIPS is on the move in Cambridge, Wales and the North of England. The tremendous success of its Cambridge branch has led to expansion, with a move to much more spacious premises in the centre of the city. The new premises—staffed by Penny Brittain, Penny Bingham and Susan Lloyd-James—are in a building which was a public house, The Golden Rose, from the middle of the 19th century.

Cambridge will have the extra facilities of a two-storeyed building, with ample space to hold valuation day events which are planned for the branch, with specialists attending from London and other Phillips salerooms.

Phillips Cambridge: The Golden Rose, 17 Emmanuel Road, Cambridge CB1 1JW. Tel. 0233 66523.

Phillips in Wales is expanding with the opening of a branch office at Carmarthen, Dyfed, extending the services of the

group in an important area of south-west Wales. The branch will come under the Cardiff salerooms and is headed by Robin James, who has specialised auction-house experience, notably in furniture.

Phillips Carmarthen: 33 King Street, Carmarthen, Dyfed.

In the North of England, Phillips has established a branch office in Rochdale, following the merger with the group of the valuation practice of Simpson, Mather and Company. The two companies have worked in close co-operation for a number of years. John Walsh, head of Phillips Leeds, says: "This move will strengthen our northern operation, particularly in Lancashire and Greater Manchester." The office will be staffed by Joyce Simpson, ARICS, Eric Mather and Margaret Meadowcroft.

Phillips Rochdale: 19 Drake Street, Rochdale OL16 1RE. Tel. 0706 351004.

PHILLIPS PEOPLE

At the heart of the auction

ON January 1, 1988, Ronald Williams will have completed 20 years in the Reserves and Commissions (bids) department of Phillips London. In that time he has seen remarkable changes in the auction business, not least in the volume of sales and the numbers of different vendors and buyers involved in any one sale. He directs a key department at the heart of the Blenstock House operation, one that is duplicated in every Phillips saleroom throughout the country.

With some 10,000 sales behind him, "Bill" Williams (as he is known to all at Phillips) today has the advantage of a computerised organisation supplying the most up-to-date information, and simplifying and speeding up the "paper work"—a benefit shared, of course, by all Phillips clients. One of his major roles remains basically the same: minutes before Lot 1 is introduced, he supplies the auctioneer with the "auctioneer's book", complete with the instructions of every vendor and bearing the latest



information on advance commissions from potential buyers. The hand of Williams and his staff is behind every single lot in the auction.

It is a huge and complicated operation, with sometimes a dozen or more sales per week and some sales running to 500 lots or more. His telephones are among the busiest of any department: it may be a Bond Street dealer on the line, a collector in Kentucky, a museum in Australia. "Be early," is his constant motto. "I cannot stress too much the usefulness and wisdom of having instructions and bids in at the earliest possible time."

With a total of 37 years saleroom experience, he says that antiquarian book sales produce the largest number of advance bids by post, telephone, fax and telex—"the clientele is, literally, worldwide". Over the years he has established a warm and personal rapport with hundreds of vendors and buyers. Every day, every auction, he extends that circle.