

Dealers keep calm and carry on in the face of challenges as TEFAF Maastricht kicks off

Despite the apparent loss of some major international buyers due to fears over Coronavirus, the 33rd edition of TEFAF Maastricht hosted more dealers than ever, many of whom stayed cool and made sales.



- Frances Allitt
- 06 Mar 2020

[...]

Positive and pro-active

While some dealers judged the opening to be quiet, it was undeniably attended by a well-heeled, mask-free crowd of buyers. Possibly adding to the sense of a quieter opening was the fact that this is the second year the fair has had a double opening: Thursday is reserved for a highly-select crowd of high-rollers and dedicated clients selected for invitation by the galleries. Friday is also invitation-only but open to a wider group of visitors.

Benedict Tomlinson of Old Master and modern dealership Robilant + Voena was among those remaining positive.

“What you’ve got to remember is you don’t need a million people to sell paintings. Some regulars aren’t coming, especially American collectors, but that could open up the space for new buyers,” he told *ATG*.

[...]

Read the full article here <https://www.antiquetrade gazette.com/news/2020/dealers-keep-calm-and-carry-on-in-the-face-of-challenges-as-tefaf-maastricht-kicks-off/>