

# Jane Keltner for BRIGHTON PAVILION



## The Custom Source for Hand Painted Furniture

### President's Welcome

Four years ago I took on the challenge of making Jane Keltner Designs the world's leading source for custom hand painted furniture. High Point Spring 2003 confirmed that we have met and exceeded our goals. After numerous conversations with designers, store owners and representatives of the trade and consumer press, I can unequivocally report that

no other company offers the combination of top quality hand painted designs, bench crafted construction and dependable delivery available from Brighton Pavilion.

To assure that we deliver what we have promised, we have recently expanded our in-house production facilities, with the addition of a talented group of craftsmen with

many years of experience in building custom furniture and furniture grade cabinetry. With stained hardwoods now part of our custom repertoire, you can safely conclude "why go anywhere else".

### New Showrooms Open

To better serve the design community, we have recently added several regional showrooms. In addition to our company owned showroom at Market Square in High Point, Jane Keltner/Brighton Pavilion product can now be found in designer showrooms in Dallas, Denver, and Seattle. Negotiations are underway to add sev-

eral additional locations by the end of the summer.

If you know of a great showroom in a region where we are not presently represented, please feel free to tell them about us or give us call and we will be happy to provide them with information about our lines.

#### Showroom Locations:

- Vivian Watson, Dallas Design District
- Moda Antica, Denver Design Center
- Brighton Pavilion, Market Square, High Point, N.C.
- Rosebank, Seattle Design Center

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#### Special points of interest:

- All Brighton Pavilion furniture is bench made in the United States using selected hardwoods. Our guaranteed quality construction assures heirloom durability
- Our extensive customization capabilities enable us to produce entertainment centers and built-in cabinetry with the look of fine furniture, both painted and stained.
- Visit our website at [www.janekeltner.com](http://www.janekeltner.com) from time to time to view recent product introductions.

## Custom Designs for the Home

Brighton Pavilion/Jane Keltner Designs is widely known for its ability to provide the design community with custom hand painted pieces that fill specific decorating needs. Frequently our customers provide samples of wall coverings, fabrics, and other design elements. From these our artists produce complementary pieces that complete a room, helping to accent the most interesting aspects of the chosen designs and colors. While many custom requests can be filled from our large catalogue of historical designs, some are a bit more challenging, such as the commission we received for a very special "game" table.



Many of our customers are unique individuals who seek a living environment that expresses their individuality. With the recent addition of our custom wood-working capabilities, we can now provide you with an even higher level of customization, including flexible sizing for many of our larger pieces and full customization for larger projects such as entertainment centers, built-ins for offices and work areas and cabinetry for kitchen and bath.

A recent project demonstrates the process. One of our clients called to describe a special need for a custom hand painted built-in home office and work center. After initial discussions, we were provided with detailed construction drawings for the L-shaped work area. From

these drawings we were able to provide a price estimate and construction timetable.

The customer sent the initial deposit to get the project started and we moved into the design phase. To accommodate the special needs of her customer, our client provided samples of fabric that would be used in the room and we had several conversations about the customer's personal interests. After discussion, our artists generated a concept drawing for approval by the customer.



Once all design issues had been addressed, we moved into production and delivered the product to the customer for installation by her contractor. The result was spectacular:



Our capabilities are versatile. We can meet your custom needs for fine furniture quality cabinetry and built-ins. Also, while most of our customers incorporate painted artwork into their pieces, we also offer a wide variety of finishes, including hardwood stains in both wood tones and colors.

Our unique ability to combine flexible finish options with personalized artwork enabled us to produce a very special custom entertainment center for a client's Park City retreat. The artwork captures



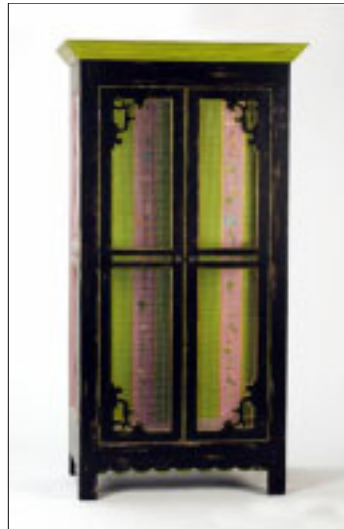
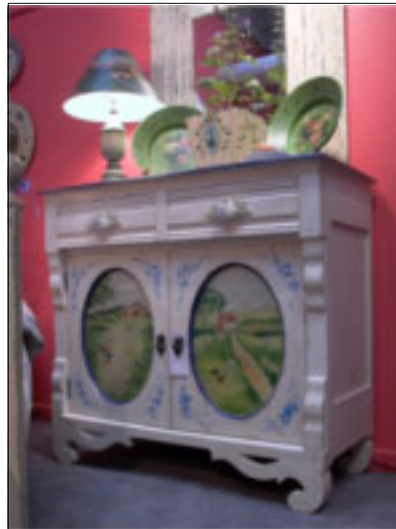
the essence of the client family, with matched paintings of mother daughter and father daughter fly fishing teams. At the same time, the finish hues complement other design elements in the room.

And more and more often we are asked to produce custom sized vanities and other built-ins for baths, dressing rooms and other personal areas of the home. If you have a special need in handpainted furnishings and cabinetry, give us a call.



***You'll be amazed at what we can do !***

## 2003 Product Introductions



*To meet the needs of our customers for fresh ideas and product, we regularly introduce new pieces and new design ideas for existing pieces. We use this newsletter to highlight many of these new design ideas before they are incorporated in postcards or released to the public. Some of our favorites from 2003 can be found here.*

## Westward Ho!



America is far from the homogenous "fast food" society that we are often accused of being. We see this clearly in the designs we are called on to produce for customers in different areas of the country. It comes as no surprise, for instance, that our Nantucket customers like nautical motifs.

Recently we have found a growing demand for motifs appropriate for great homes from Idaho to Arizona. To accommodate this need, we have introduced a number of designs with western flora and fauna. Our new deer and acorns coffee table introduced at spring High Point is very representative of this look.



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## Small Changes Lead to Big Improvements

Over the past year, we have made a substantial investment in our woodworking capabilities. In addition to our ability us to offer more extensive customization, the move to in-house production of our base pieces has provided us with a window of opportunity to upgrade our techniques to assure that we deliver you the highest quality furniture available using traditional old world craftsmanship.

The recently redesigned Bombé Chest is a great example. The all hardwood construction assures heirloom durability. Dovetailed drawers and dust panels provide both the image and the reality of quality you expect from a piece of fine handcrafted furniture.

