



The Custom Source for Hand Painted Furniture

President's Welcome

High Point 2003 was our best show ever and October was a record sales month for Brighton Pavilion / Jane Keltner Designs! We appreciate your support and are very excited about the coming year. The whole tone of the show was different from what we have experienced in the recent past. After three years of recession, terrorism and gloom, the buyers were back, eve-

ryone was having fun and the home furnishings industry appears poised for a takeoff.

If you were at High Point, you know that the Brighton Pavilion showroom looked great and that we introduced some wonderful new pieces like the Etruscan Bed and the Umbrian table. The craftsmanship of our expanded woodworking team was very much in evidence, with dramatic

upgrades in the construction of the Oval Desk and the Bombe Chest among others. Our custom woodworking capabilities were also showcased in the new wall unit Entertainment Center, which can be built to your specifications to house plasma screen TVs, stereo equipment, etc.

Laurie A. Statko

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Special points of interest:

- Brighton Pavilion's Venice Bed was recently featured in *The Wall Street Journal*. Give us a call and we'll be happy to send you a copy.
- 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.

Why People Buy

The decision to buy a custom piece of Brighton Pavilion hand painted furniture is a serious commitment, both financially and emotionally. Our products are not "ordinary" and the purchase decision requires that the buyer give real thought to the home environment. So why go to all that trouble when there are stores full of ready to

buy furnishings just around the corner? We believe that the answer begins with a decision on the customer's part to demand something more from life.

Our customers have developed a confidence in their ability to express themselves through their surroundings and are willing to *(cont. page 4)*



Catalogue Revision Five

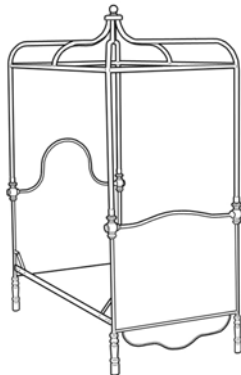
Our customers frequently tell us that the Brighton Pavilion catalogue is the best tool we have. The catalogue serves as a design resource as well as a sales tool for architects and store owners who feature our product. Now in its fifth edition, the Brighton Pavilion catalogue is an important business tool for approximately 1,500 designers and stores nationwide.

The catalogue is extensive, housed in a three ring binder. It includes numerous tools to assist you in working with our product. First and most important are the product photographs. These include full color photographs of each of our



pieces

Additionally for many products we offer line drawings and measurements that help you in specifying the products to meet specific needs.



Since color is so important in our product, color is displayed in two ways: first with photographic color chart



and with wooden color samples.



Additionally we offer examples of numerous painted designs



and of our unique product finishes



The Brighton Pavilion catalogue, with wooden color samples, is offered to the trade for \$125. The cost of the catalogue is credited against opening orders placed within sixty days of purchase.

To make the current version of the catalogue accessible to all our customers, we're offering complete upgrade to revision 5 at a special price of \$35 (\$75 with an updated set of wooden color samples) through January 30, 2004 to every customer who has purchased an earlier version.

To order, please fax or mail a photocopy of the order form below:

I wish to purchase:

- \$35 Catalog Revision
- \$75 Catalog w/ Wooden color samples
- \$125 Never purchased a catalog, but but would like to now

Customer Name _____

Address _____

Phone _____

Credit Card Visa MC AMEX

Card # _____

Expiration _____

signature

Or enclose your check for the appropriate amount.

High Point—Fall 2003



Limited supply of Handpainted Accessories available for pre-Christmas delivery.
 Check out our website for details - paintedfurniture.com

Visit paintedfurniture.com

BRIGHTON PAVILION
JANE KELTNER COLLECTIONS

Home | Product Line | About Us | Order Info | Introductions | Custom | Press | Newsletter | Find Us | FAQ's | Contact

PRODUCT LINE
ABOUT US
ORDER INFO
INTRODUCTIONS
CUSTOM
PRESS
NEWSLETTER
FIND US
FAQ'S
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Welcome to Brighton Pavilion, LLC. We manufacture the world's finest hand painted furniture. Our specialty is providing custom furniture and cabinetry solutions to architects, designers and homeowners worldwide. Enjoy the site and commission your masterpiece today.

LATEST NEWS...

- Brighton Pavilion has recently been featured in the "Wall Street Journal" [click here](#) to see article. You will need the Adobe Acrobat Reader to view - [click here](#) if you need the reader
- Our latest Market at Highpoint was a huge success - [click here](#) to see a gallery of the showroom
- We have recently expanded our custom woodcraft capabilities. [click here](#) to Check out our custom cabinets, entertainment centers and other custom capabilities

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Take advantage of our **Quickship Specials** - Items ready to ship at a discounted price. [Click here](#) to see this weeks Item's

We have completed revised and updated our website, now located at www.paintedfurniture.com. There you will find all of our products, as well as information about Brighton Pavilion, who we are, how to order and where you can find us. We regularly update the site to highlight new product introductions, unique designs and ideas for use of custom handpainted furniture to fill special decorating needs. Paintedfurniture.com is designed to introduce retail prospects to our product and to provide a useful tool to designers and shops who want to share our beautiful product with their customers. For your personal preview visit www.paintedfurniture.com.

The Custom Source for Hand Painted Furniture

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Why People Buy (continued from page 1)

take a risk, to move beyond the ordinary.

Each purchase decision stands on its own, but some of the most important factors leading to a decision to purchase Brighton Pavilion furnishings include:

- Brown Furniture Overload. In a world of sameness, Brighton Pavilion/Jane Keltner products bring color and joy into the home.
- Personal Expression. Our products are personalized in color and design to meet the individual needs and tastes of the buyer.
- Handcrafted. All of our products are benchmade in America.
- Personal Service. We are not an anonymous corporation. Brighton Pavilion is a family business committed to hard work and quality products.

If you're thinking about commissioning a masterpiece from Brighton Pavilion, give us a call. We'll take the time to help you explore whether our product is right for you.

