



## ALEX FROGGATT

**Age:** 24 **Position:** Glass specialist and head of Homes & Interiors sales, Sworders  
@Alex\_Auctioneer on Twitter

'When I finished doing A Levels I had a loose plan to take up an accounting apprenticeship rather than go to uni, which was expensive,' says Alex. Best laid plans and all that, because he's since settled into the infinitely more exciting world of auctions. A weekend job at Fieldings Auctioneers from the age of 15 got him interested in studio glass, and when a job came up it was his. His fate was sealed when he was awarded runner-up in the Novice Auctioneer of the Year competition in 2017. 'By then I knew I had to be prepared to relocate to get more opportunities,' says Alex. 'So I applied to seven provincial auction houses, from Scotland to Cornwall, and was offered a job by Sworders in 2018.'



The Essex saleroom took him on as a glass specialist and now he heads up the fortnightly Homes & Interiors sales too. 'So far, the job has exceeded my expectations – I see interesting things, I learn interesting things, I'm increasing my business acumen, and I'm not defined by my position on a corporate ladder.' Glass is still his passion, especially 18th-century rummers and 20th-century studio glass by Sam Herman and Karlin Rushbrooke. 'Buying from auction adds character and personality to your home and if you get tired of something you can put it back into a sale and you probably won't lose money on it,' says Alex, relishing the prospect of furnishing his own first home.



## ZARA ROW

**Age:** 32 **Position:** Owner  
Chelsea Antiques Fair  
@chelseaantiquesfineartfair

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'The first day of the Chelsea Antiques Fair last September was nerve-racking,' confessed new owner Zara at her Cambridgeshire HQ. 'I did lo at the door, meeting the publi directing people to dealers – I liked the interaction and seeing the dealers make sale Zara took over from Caroline Penman, who had run the biannual fair since 1984. 'As new owner, I made sure we it justice,' she says, 'but it ne to be pulled into the 21st cen without losing its cachet.'

The team took it up a level, getting better stand fittings an attracting big-name dealers Butchoff Antiques, Bowman Sculpture and Farnham Ant Carpets. There were some amazing things for sale, such Oliver Cromwell's silver fob v at Martyn Downer Works of priced at £180,000. 'This fair about the things, and the dea only want the best – everythi steeped in history and all pro researched and vetted.'

Zara has worked in the antiques business from the of 21, first at Online Gallerie then 1stDibs, then creating digital media for dealers. Fo last two years, it's been just on the payroll but now she h eight full-time employees – youngest is 19. 'We've all ca the antiques bug,' she says. 'much as I've worked in digi I love the people side – phys events still have a big role.'