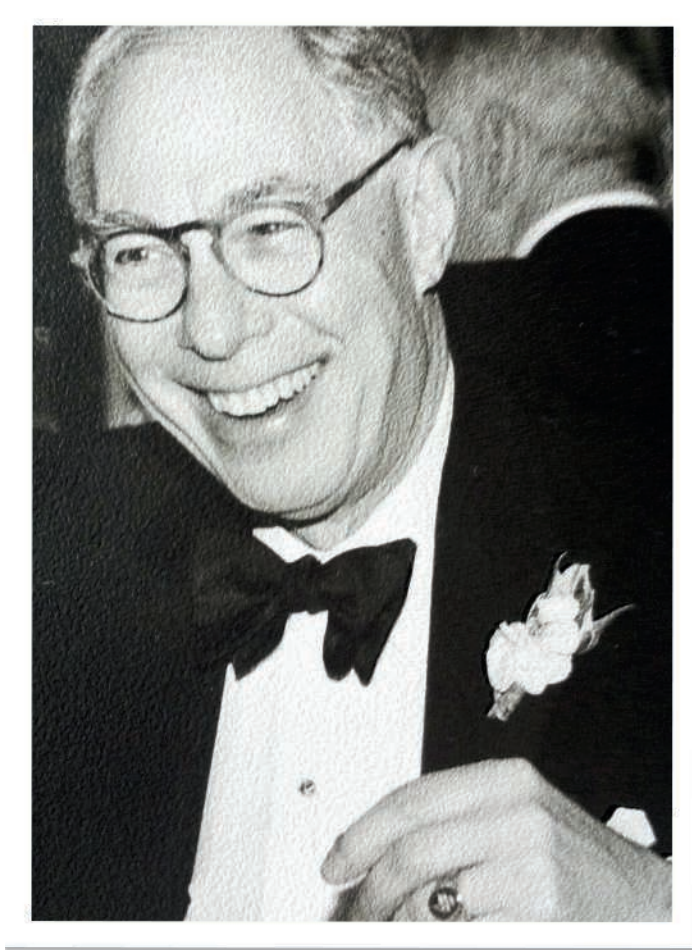


ARIE KOPELMAN

Chairman of The Winter Show
1995 - 2018



ARIE, WE SALUTE YOU!

THANK YOU FOR DECADES OF SERVICE AND SUPPORT AND FOR YOUR UNWAVERING
ENTHUSIASM, VISION, WARMTH AND HUMOR.

YOUR LEADERSHIP, FRIENDSHIP, AND PASSION HAVE BEEN AN INSPIRATION.

ALWAYS STYLISH AND SMILING WITH A JOKE ON THE TIP OF YOUR TONGUE,
THE WINTER SHOW AND EAST SIDE HOUSE FAMILIES
RAISE A GLASS TO YOU!

ARIE KOPELMAN

A SALUTE TO



To me, compassion was one of Arie's greatest qualities. He drew people to him by genuinely caring for them — and they felt that warmth. He had a huge heart. —Lucinda C. Ballard

Arie Kopelman’s impact on East Side House and the community we serve cannot be overstated. For over two decades, Arie’s leadership as Chairman of The Winter Show propelled our mission forward, raising millions of dollars to support vital programs. He was not only the driving force behind the success of the show but also a champion of the underserved.

When I had the honor of presenting him with a token of appreciation, the Heart in Hand Award for public service as Chairman Emeritus, he reached out to me a week later — to ask how much the gesture had cost. He tried every way possible to get a number, because he wanted to make sure not a single dollar had been diverted from serving the community. That selflessness defined who Arie was — always putting others first. He was a remarkable leader, a generous spirit, and above all, a friend to East Side House.

Daniel Diaz

Executive Director, East Side House Settlement



He was a remarkable leader, a generous spirit, and above all, a friend to East Side House.

—Daniel Diaz

Previous page : Arie Kopelman receives ESH Heart and Hand Award in 2018.

Above, top right: Arie Kopelman, Daniel Diaz

Above: Arie Kopelman, Lucinda Ballard, Helen Allen, Michael Lynch

Arie was an extraordinary man — one of a kind in all the best ways. We worked together on The Winter Show for well over 20 years. He inspired me, taught me, constantly made me laugh (sometimes to tears!), and always came forth with the most spot-on advice or observations which were driven by keen intuition and wisdom. A favorite ritual was sitting on the floor of the Kopelman’s apartment laying out and noodling various designs, floor plans, potential ads, color combos, fabrics — as a former Ad Man he had a great eye. Much has been rightfully written about his enduring devotion to his family— his beautiful bride Coco, Will and Jill, and the six “munchkins,” as well as his comedic talent (a wicked mimic!), his *joie de vivre*, his continuous optimism to the very end, and of course, his his brilliance as Chanel’s leader. To me, compassion was one of Arie’s greatest qualities. He drew people to him by genuinely caring for them — and they felt that warmth. He had a huge heart. So, it is fitting that he collected objects with the heart motif, and that in 2018 he was awarded the first (and only) Hand in Heart Award by East Side House Settlement.

Lucinda C. Ballard

Co-Chair, The Winter Show



Arie Kopelman was truly special — his big smile, humor, and warmth could light up any room.

My journey with The Winter Show and East Side House began through my cherished friendship with Arie. One of my fondest memories is of him walking through the Armory just before the show's Opening Night, engaging with the dealers as they set up. He showed genuine curiosity about their booths, their art, and their lives always asking about their families and recent travels.

Another lasting memory of Arie was his passion for food. Our tastings with the show's caterer, held weeks before Opening Night, were a highlight. Arie's discerning palate was legendary — he never hesitated to suggest adjustments, whether it was tweaking the seasoning or, famously, banning even the tiniest hint of cilantro.

Arie's charm, thoughtfulness, and love for life will remain a lasting inspiration to all who knew him.

Michael R. Lynch
Co-Chair, The Winter Show

A collector himself, he understood the nuances of the antiques world and used his vision and drive to modernize The Winter Show for the 21st century.

—Robert Young



Top to bottom: Arie's "Winter Show Wall" demonstrating collected works from The Winter Show, photo courtesy of Arie's Instagram; Coco Kopelman, Arie Kopelman, Lucinda Ballard, Patrick Bell

Arie Kopelman was my friend. We met in January 1997 at The Winter Show, where his love for Americana, especially folk art, often drew him to our booth. His deep knowledge and remarkable eye for quality were matched by an incredible memory. If we brought back an unsold piece, Arie would recognize it and recall its exact placement from years past.

During my time on the Dealers Committee, I witnessed Arie's devotion to the show and East Side House. Despite his remarkable career, his true passion was design and decorative arts. He often joked about opening a competing shop after retirement, and I have no doubt it would have been extraordinary. His homes, curated with Coco's gentle restraint, were filled with treasures, though his daughter, Jill, teased about needing a "weathervane intervention."

Arie's humor and warmth were unforgettable. At Donahue's or in my shop, his banter and flawless impersonations brought endless laughter. Two weeks before his passing, he visited my shop, slowed by a walker but undeterred. Reflective and grateful, he shared his thoughts on life, family, and objects.

Arie Kopelman was my friend, a true inspiration, and for that, I am forever grateful.

Patrick Bell
New York City

Arie was the definition of a true gentleman. He had a way of making whomever he was speaking with feel as if they were the most important person in the room. He always wore a smile on his face and had a twinkle of mischief in his eye. Although Arie became Chairman Emeritus as I joined, he remained very much the heartbeat of The Winter Show and became, in many ways, a mentor to me. His deep passion for the decorative arts and the relationships he had with the dealers was evident in every conversation we had over the past six years. He would call me to tell me about a chair he had seen on his travels — giddy as a schoolboy. I loved our “teas” at his home and our lunches at Donahue’s. Arie was an inventive storyteller, always quick with a joke, and he would often try to bring others along on the ride. One of the things that I admired most was his dedication to his family. We never had a meeting or a call when he didn’t fill me in about his grandchildren’s myriad accomplishments, about Jill, Will, and Coco, too. He adored his family and was never brighter than when he was with them or talking about them.

Helen Allen

Executive Director, The Winter Show

Arie was the definition of a true gentleman. He had a way of making whomever he was speaking with feel as if they were the most important person in the room. —Helen Allen

Arie first invited us to exhibit at The Winter Show 25 years ago and remained a steadfast supporter ever since, even visiting our London gallery this past summer.

With his ready smile, easy charm, and sharp suits, Arie was instantly engaging. Beneath that exterior was a passionate enthusiast with boundless energy. A collector himself, he understood the nuances of the antiques world and used his vision and drive to modernize The Winter Show for the 21st century, always supporting the dealers and “working” the show.

His fashion background gave him an eye for marketing and presentation, striving to make even the rarest works accessible and appreciated by a broader audience. By the second week, his sharp suits gave way to casual chic, polished shoes to trainers, and his jokes grew longer, often cheekier. He delighted in hearing what had sold and sharing stories of his family, collection, and life.

Arie kept a keen eye on shifting tastes and trends, combining warmth, wit, and insight that enriched both the show and those who knew him.

He will be greatly missed.

Robert Young

London & New York City



Arie & Coco Kopelman

Arie loved prank phone calls. His favorite was a rabbi with a long, made-up name and a heavy Yiddish accent. Once, he pretended to be a French miniature collector on holiday in Philadelphia who wanted to see my collection and “purchase as many pieces as possible.” Arie was dismayed that nobody ever fell for his calls. I never told him that his caller ID said “Chanel USA.”

Elle Shushan

Philadelphia

Arie loved prank phone calls.

—Elle Shushan

Arie was a remarkable man whose drive and dedication helped make The Winter Show the “Greatest Show on Earth.” As a Winter Show exhibitor, I am proud to be a part of his ongoing legacy.

Arlie Sulka

New York City



Top to bottom: Arie Kopelman, Coco Kopelman, Bunny Williams, John Rossell; Alan Rappaport, Michael Bloomberg, Arie Kopelman

Without a doubt, Arie Kopelman’s leadership and guidance were major reasons for The Winter Show’s rise to its current status as the top show in the country. He was very much in touch with what was going on in the trade and developed relationships with the dealers through the years. As a member of the Dealer’s Committee for almost two decades, I dealt with him often and was always impressed by his insight and knowledge.

Andrew H. Chait
New York City

In addition to his legacy as a successful businessman and philanthropist, Arie was an influential advocate for the antique business. Arie took a hands-on approach in his capacity as chairman of The Winter Show. He was fully committed to its success and supporting the work of East Side House Settlement. The Show and charity benefited enormously from his considerable business experience, boundless energy, and generosity of his time and resources. When Arie became chairman of the Show in 1995, the event had changed little since its 1950s inception. He aimed to modernize it by introducing new categories and extending the dateline, attracting a broader, younger audience to what became known as The Winter Show. He was a real objects person with a passion for the works displayed at the show. To know Arie was to share in his good humor, joy of life, warmth, infectious smile, and distinct Boston accent. It is fitting that the last time I saw Arie was at the opening night preview of the 2024 Winter Show, at the same venue where we had met 22 years earlier.

David A. Schorsch
Woodbury, CT

To know Arie was to share in his good humor, joy of life, warmth, infectious smile, and distinct Boston accent.

—David A. Schorsch

It’s a big loss for the field. Arie sublimated art collecting and ran The Winter Show like he probably ran a Chanel board meeting: he was thoughtful and purposeful.

He was so enthusiastic about American art, about ALL the arts. For me, to have someone who was in fashion, who was so debonair and global and have enjoyment in my field, was very thrilling. He and Coco were a wonderful couple, and they made the art field distinctive and glamorous but in a very gentle and unassuming way.

For all he did at Chanel, I think he was most comfortable in his Nantucket reds and we loved to tease him about them.

John Hays
New York City

Humble, yet gentlemanly, he was a quintessential 21st century Jimmy Stewart. —Leigh Keno

Arie had a great sense of humor. When I told him, “You could have been a stand-up comic,” he dead-panned, “Trust me, I wouldn’t have been standing long.”

Humble, yet gentlemanly, he was a quintessential 21st century Jimmy Stewart.

In the late 1990s, the Show’s dealers committee, of which I was a member, gathered at his impressive office at Chanel’s 57th street headquarters for a sit-down. We showed up early and, feeling cheeky, I sat in his comfy chair, put my feet up on his massive desk, and when Arie walked in, I said, “Look, the intern finally showed up, how does everyone want your coffee?” Unsurprisingly, Arie went along with the ruse and soon had us all in stitches laughing.

Arie was equally at home near his place in Nantucket as he was at a New York black-tie event. He lived in the moment and seemed to love every moment. I truly respected the fact that this man, who brilliantly ran one of the largest and most successful luxury brands in the world, found visual beauty and tactile pleasure from the simplest of objects. As he often gravitated towards American folk art, he was definitely a man after my own heart.

Leigh Keno
New York City



Top to bottom: Arie Kopelman, Leigh Keno;
Arie Kopelman, Coco Kopelman, Jill Kargman, Will Kopelman

Arie Kopelman was a BIG picture guy!! He had great vision and a vivid imagination. His creativeness helped to fortify and energize The Winter Show. Arie was passionate about material culture, and while The Winter Show unfolded each January, Arie would comb the floor for examples that would fit into his carefully self-curated collection. Arie will be greatly missed.

Arthur Liverant
Colchester, CT

Arie Kopelman was a BIG picture guy!!

—Arthur Liverant





Arie deftly walked the line between being a dealer advocate and raising millions of dollars for East Side House Settlement, which is a skillful art to say the least.

He had a wonderful twinkle in his eye when he came into your booth and was interested, sometimes he had a coy smile on his face when he wanted to negotiate a price. When The Winter Show opens this coming January, it will be the first time in my career that he won't be there on opening night. He will be missed.

Allan & Penny Katz
Madison, CT



Arie and I often vied for specific pieces. He never forgave me for the 19th-century French wind god weathervanes I purchased at the Philadelphia Show one year — he just couldn't understand how I beat him to the purchase. And even after I explained that I got to the dealer first simply because the vanes were hanging next to the ladies' room entrance, a necessary first stop after my train trip from New York City, rather than the proper entrance to the show. Still, he never let me forget this, perhaps the one and only time I beat him to the proverbial punch!

Ellie Cullman
New York City

Top to bottom: Arie Kopelman, Leonard Lauder;
Ellie Cullman, Arie Kopelman;
Arie Kopelman, John Smirolido, Jamie Drake

Arie deftly walked the line between being a dealer advocate and raising millions of dollars for East Side House Settlement, which is a skillful art to say the least. —Allan & Penny Katz

Arie Kopelman said at the first Winter Antiques Show Opening Night Party I attended, "You look marvelous!" He went on to introduce me to his serenely elegant wife, Coco, with a grin of sincere delight. Arie, the night, and the glamour made me happy that I was now part of the team, working on the Show's catalogue. That was the 50th show, and for the next two decades Arie gave me full support and invaluable help in adding luxurious allure to the catalogue pages. His warmth and charm always set the tone for our committee meetings high atop Chanel. Wise, witty, and wholehearted about life, he was an original.

Jill Bossert
Director of Advertising Sales, The Winter Show





Clockwise from top: Margaret Russell, Arie Kopelman, Oscar de la Renta, Coco Kopelman; Emily Rafferty, Arie Kopelman; Shari Redstone, Lucinda Ballard, Arie Kopelman, Margaret Russell, Leonard Lauder in 2007

If you were conjuring the ideal mentor from scratch, you might come up with an Arie-shaped outline — but then, to really complete the picture, you would have to add his effortless charm, sparkling wit, and bottomless capacity for joy. It seems unlikely that one man should contain so much, but Arie did, and he shared it with heart in hand. We might have been discussing logos, leadership, fairs, or folk art, but the real subject was always: endless gratitude for our blessings, the deepest possible love of family, and wonder at the beauty that surrounds us. Arie showed me how to live, and I will be forever grateful.

Michael Diaz-Griffith
New York City



Arie was a beloved friend to many in the art and antiques community. —Stuart, Sue & Liz Feld

Arie was a beloved friend to many in the art and antiques community. He was an ultimate aesthete, a man of great humor, and had an insatiable curiosity about the stories that made objects memorable and special. We will miss his friendship, the sparkle in his eye that ignited when discovering a new work of art from across the room, and his unwavering enthusiasm about taking The Winter Show “from strength to strength,” as he always said. We will miss him profoundly and send our love to Coco and their kids whose lifelong friendship to our family means so much.

Stuart, Sue & Liz Feld
New York City

I first met Arie while helping Jim and Nancy Glazer at The Winter Show. His enthusiasm for the decorative arts ran the gamut from the most extraordinary object to the more modest, always celebrating the finer points of those objects that spoke to him.

Kelly Kinzle
New Oxford, PA



Arie's leadership and care for The Winter Show render him one of the most powerful and effective "influencers" ever in the field — a designation he surely would appreciate. — Catherine Sweeney Singer

"Kopelperson here" was how Arie answered my calls. His reply to "how are you?" was "nevvah bettah" delivered with the Boston twang he deployed for comic effect. Arie was a master opener, knowing that to get 'em laughing was an effective warmup. He convinced us that calls and meetings for the Show were the favorite part of his day.

Arie's heart (also his favorite folk art motif) and core were his love for his family, framed by pride in his and others' achievements, and infused by generosity with his time and ideas. I am honored to have worked for, and with, Arie for 25 years and to have had his trust and support in making the Show a success for all. Arie's leadership and care for The Winter [Antiques] Show render him one of the most powerful and effective "influencers" ever in the field — a designation he surely would appreciate.

Catherine Sweeney Singer
New York City



Arie & Coco Kopelman, Opening Night of The Winter Show in 2015

Remembrances reprinted in part with kind permission from *Antiques and The Arts Weekly*.



A TRIBUTE to ARIE KOPELMAN by Michael Kovner & Jean Doyen de Montaignou

A cherished friend and remarkable man, Arie brought joy, wisdom, and warmth to all who knew him.

His legacy of kindness, humor, and unwavering devotion will live on through his beloved wife, Coco, his children Jill and Will, and their families.

His spirit will continue to inspire and brighten the lives of all who had the privilege to know him.