

January 2007 Spotlight On:

Covington Gallery, located at La Plaza Shops, 6530 E. Tanque Verde Rd., Ste. 140, Tucson, Arizona 85715

Phone: (520) 298-7878, Hours: Tuesday-Saturday 10:00am-3:00pm

www.covingtongallery.com



In between fielding phone calls about art, Wayne Kielsmeier, owner of Covington Gallery, sat down with me and taught me a few things about the art world. Sitting in his office, surrounded by bookshelves brimming with art reference books, it was instantly clear that Wayne takes pride in providing accurate information to his clients.

Starting out as a hobby and a fascination for research, Wayne opened Covington Gallery and has successfully sold hundreds of paintings and prints for the past twenty-five plus years. Although Covington Gallery sells pieces from its Tanque Verde showroom and website to clients all over the world, Wayne explained that what really sets them apart from other galleries is their range of services. Covington provides appraisals, restorations and museum quality framing as well as brokering art.

Wayne happily lends his expert eye to anyone bringing a piece to his gallery. For more formal appraisals such as for insurance purposes, the gallery will provide you with a written appraisal for a fee. Covington specializes in 19th and 20th Century American Art, but Wayne's knowledge spans way beyond those particular periods and genre.

As for restoration, Wayne explained that the Tucson sun can be particularly damaging to watercolors and suggests museum glass to protect your pieces. Oils, on the other hand, can dry out and crack if not stored properly, or become soiled from smoke and dirt. The gallery offers a restoration service which can clean, re-stretch canvas and even repair tears. Once repaired, Covington carries a full line of Newcomb-Macklin frames, to further enhance your artwork.

When asked what his favorite part was about the business, Wayne replied "It's helping people realize what they've got." He told a story of a woman who had been a helper for an individual who had passed on. For her years of service, she was left a painting she had admired. After bringing it to Wayne and having him sell it for her, she was pleasantly surprised when the piece brought over \$100,000.



Another favorite involved a rare wax sculpture from a local estate. After identifying the piece, Wayne was able to broker it in London for over \$300,000. The sculpture from the late 1800's by Medardo Rosso, set a world record price sold for a piece done by the Italian artist.

Wayne encourages anyone who has a piece they're not sure about to give him a call or bring it by the gallery. Although a lot of pieces he sees aren't valuable, it's best to at least get some expert advice; you never know what treasure may be collecting dust in the closet.



As for those thinking of starting an art collection, Wayne advises visiting galleries, museums and art shows. "Find out what you like and what you don't when it comes to any artist or particular works of art" Wayne says. "Be careful when purchasing an expensive work by an emerging artist because the value of their work depends on what they do in the future" Wayne adds. His best advice for would be collectors, "Buy what you like. That way, even if never appreciates; you still have something you enjoy."

*Written by Debra Howard for Tucson Home and Garden Spot www.tucsonhomeandgardenspot.com
Debra is a former antique dealer, retailer and interior designer who now helps small businesses get maximum exposure on the web, through her company www.creativeedgemarketingco.com*