

NEWSLETTER

Fall 2019



COWLEY ABBOTT
CANADA'S ART AUCTIONEERS

SELECT SPRING 2019 HIGHLIGHTS

Claude Tousignant

Absurdo
\$188,800

Lawren Harris

Algoma Sketch XCII (Algoma Autumn)
\$130,000

David Milne

Soft Hills (Misty Hill) (Boston Corners, N.Y.)
\$112,100

Tom Thomson

Road Near Leith
\$100,300

William Pehudoff

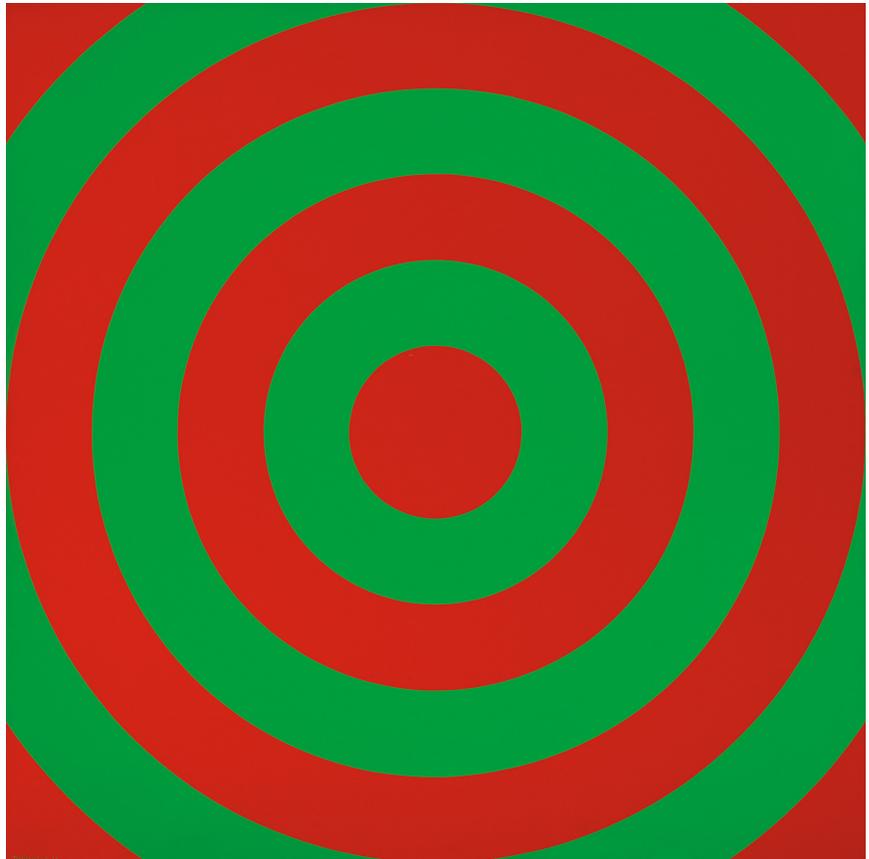
AC-69-29
\$51,920

Bill Reid

Bear Cub Pendant
\$47,200

Jack Bush

Ochre Blue Square
\$30,680



CLAUDE TOUSIGNANT
Absurdo
Sold for \$188,800

Six Years in Review: Continued Success and Further Growth

It has been six momentous years since our firm first opened its doors in 2013. As we reflect on our success and growth in the auction industry and the many milestones we have passed, we extend our sincere gratitude to our consignors, collectors, art lovers and the Canadian art community at large for their continued participation and support. We are deeply grateful for your involvement and wish to express that our success was dependent on you. We look forward to maintaining these relationships as the fall of 2019 brings more exciting developments to the firm.

Rob Cowley, Lydia Abbott and Ryan Mayberry founded Consignor Canadian Fine Art in August 2013 as the country's first online Canadian art auction house, in response to changes in the Canadian art market and art collecting practices. Opening a gallery space on Dundas Street West, we aimed to bridge the gap between brick-and-mortar art galleries and the growing online marketplace. The firm set out to hold quarterly auctions, with

historical and post-war artwork hung on the gallery walls and bidding taking place electronically. Consignor saw significant growth within its first year, as in May 2014 it broke the record for a Canadian online auction, with Jack Bush's *Summer Lake* achieving a price of \$310,000. The large and striking 1973 abstract canvas belonged to the important art collection on consignment from Rothmans, Benson & Hedges.

(Continued on next page)



KENNETH CAMPBELL LOCHHEAD
Colour Rotation
Sold for \$54,280 (Auction Record)

In the spring of 2016, Consignor Canadian Fine Art introduced semi-annual live sales, in keeping with the global May and November auction seasons. The firm's inaugural live auction was a resounding success, due in part to the discovery of a rare Lawren Harris oil sketch, *Algoma (Algoma Sketch 48)*, in a private collection in Australia. Rob Cowley travelled from Toronto to Australia to personally collect the artwork from its owner, making headlines across Canada leading up to the night of the auction on May 31st of that year. Achieving a final price of \$977,500, the sketch nearly doubled its pre-sale

estimate and tripled the previous auction record for an Algoma oil sketch by Lawren Harris. This remarkable result cemented Consignor's presence in the Canadian art auction industry.

Consignor saw continued growth and success in 2017 with the selection of a new venue for our spring and fall catalogue auctions of Canadian Art, the Gardiner Museum, which has since become a favourite location among staff and clients. The first live sale at the Gardiner featured Franklin Carmichael's 1940 oil painting *Old Orchard* as the catalogue cover lot, which sold for \$475,000.

The May 2018 live auction of Canadian Art drew ample attention and press surrounding the offering of *Hot Day at Kensington Market* by William Kurelek. The 1972 mixed media painting was prominently featured in the artist's "O Toronto" series and within the acclaimed exhibition "Toronto: A Series of 20 Paintings and One Drawing" at The Isaacs Gallery, becoming a favourite work of collectors and critics alike. While various works from this important series have been offered on the secondary market previously, this fresh to market painting, *Hot Day at Kensington Market*, made its highly-anticipated auction debut at Consignor on May 29th, 2018. The masterwork attracted fierce bidding and achieved a final price of \$472,000, more than triple its pre-sale estimate.

Later that year, Consignor expanded its gallery space to occupy the entire building, from two to all four storeys of the Victorian townhouse on Dundas Street West. The renovations were a great success and have allowed for increased capacity for previews, events, offices and storage. These past six years of growth bring us to the present day in 2019, with the firm holding online auctions every month and a full-time staff of six in our Toronto office, including new art specialists.



LAWREN HARRIS
Algoma (Algoma Sketch 48)
Sold for \$977,500

The Cowley Abbott Advantage

Effective September 2019, Consignor Canadian Fine Art has been renamed Cowley Abbott. The branding adjustment provides a more “human” face to our firm, identifying the two managing owners and partners of the company, Rob and Lydia. Our structure, management and services remain the same (although exciting changes related to our services are to come over the next twelve months). All past contact addresses will remain active permanently for our firm and team, ensuring a smooth transition for our clients through this exciting change.

Cowley Abbott has rapidly grown to be a leader in the competitive Canadian auction industry since its foundation. Several definitive details set our firm apart, attracting highly knowledgeable clients, including both consignors and buyers. At 18%, Cowley Abbott’s buyer’s premium remains the lowest of the major auction houses in Canada, which provides an incentive for bidders to participate in both our live

and online sales. Furthermore, unlike other major auction houses, our selling commissions are all-inclusive, with no typical “out-of-pocket” fees for insurance, photography, handling, cataloguing and promotion. Auction previews for our semi-annual live sales begin several weeks prior to each sale at the Cowley Abbott gallery, allowing for early promotion of the artworks included in the auction. These extended previews offer access to the works not only during our public hours (six days a week), but also through arranged private viewings. In this regard, Cowley Abbott has paved the way for a new industry standard, breaking from the traditional practice of inviting visitors for a short period twice a year for formal public previewing.

We consider advertising and promotion to be a vital tool in ensuring the greatest possible exposure for the artwork included in our auctions. Our strong relationship with an arts-focused public relations firm has enabled Cowley Abbott to promote our business across Canada through a variety of platforms and media. Cowley Abbott strives to maintain and

develop a clientele beyond the walls of the Toronto gallery, offering complimentary appraisal days in major cities from coast to coast throughout the year, with our specialists making regular trips across Canada to meet with clients in person.

Cowley Abbott’s active presence in Toronto encourages cross-promotion and word-of-mouth publicity within the local art industry. The gallery has hosted both private functions and events for fellow members of the Canadian art community, including the Art Canada Institute and the Inuit Art Foundation. Cowley Abbott regularly holds cocktail evenings for auction previews with art historians as guest speakers. In addition, Rob and Lydia frequently participate in charity auctions, Canadian Art discussion panels and lectures across the city. With a prime location amid a row of art galleries and directly across the street from the Art Gallery of Ontario, Cowley Abbott also has the prime advantage of being immersed in a very lively art community in its day-to-day operations.

It goes without saying that client service is of the utmost importance to Cowley Abbott. Our experienced specialists strive to form relationships with clients built on professionalism, transparency and trust. The Cowley Abbott team is keen to facilitate the entire process of selling or purchasing an artwork, from on-site visits and individual consultations, to the fall of the gavel and the final delivery of a work of art. We believe that art collecting should be approachable, educational and rewarding for both new and seasoned collectors. Our gallery doors are open to the public every weekday, whether we are in the process of hanging, previewing or dismantling, encouraging passers-by and prospective clients to get to know us in person.



DAVID MILNE
Soft Hills (Misty Hill) (Boston Corners, N.Y.)
Sold for \$112,100

The Season Ahead

Below is a selection of artwork which will be featured in the Cowley Abbott Fall Live Auction of Important Canadian Art on November 19th at Toronto's Gardiner Museum. We will be accepting select consignments to the fall live auction until Wednesday, September 25th. If you feel our firm can be of service this season, we invite you to contact us for a complimentary and confidential consultation at no cost or further obligation. We look forward to hearing from you and to hosting you this fall.



JEAN PAUL LEMIEUX
Basse Messe Dimanche



GORDON SMITH
West Coast #2



WILLIAM KURELEK
Brothers



MAUD LEWIS
Train Through Town



LUCY QINNUAYUAK
Large Bear



BERTRAM BROOKER
Autumn Bouquet



FREDERICK BANTING
European Landscape

SELECT AUCTION HIGHLIGHTS



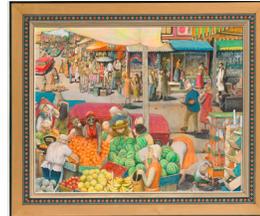
LAWREN HARRIS
Algoma (Algoma Sketch 48)
Sold for \$977,500*



JACK BUSH
Pink on Red (Thrust), 1961
Sold for \$299,000



FRANKLIN CARMICHAEL
Old Orchard
Sold for \$475,000



WILLIAM KURELEK
Hot Day in Kensington Market
Sold for \$472,000



EMILY CARR
Logged Land
Sold for \$377,600



J.E.H. MACDONALD
Sketch for Tracks and Traffic, 1912
Sold for \$230,000



TOM THOMSON
Daydreaming (Portrait of Thoreau MacDonal)
Sold for \$172,500



LAWREN HARRIS
Lake Superior (I.D. 463)
Sold for \$161,000



EDWIN HOLGATE
Autumn Leaves
Sold for \$75,000



JEAN MCEWEN
Les fiançailles no. 5
Sold for \$88,500



JEAN PAUL RIOPELLE
Petite Californie, 1962
Sold for \$70,000



JACK BUSH
Summer Lake, 1973
Sold for \$310,500^



BILL REID
Chief of the Undersea World, 1983
Sold for \$129,800



WILLIAM KURELEK
Hauling Hay, 1967
Sold for \$94,400



JOCK MACDONALD
Daybreak (Modality Series), 1936
Sold for \$69,000



EMILY CARR
European Street Scene
Sold for \$276,000



TED HARRISON
Grecian House
Sold for \$34,500



LAWREN HARRIS
House, Toronto
Sold for \$115,000



DAVID BLACKWOOD
Fire Down on the Labrador
Sold for \$48,300



A.J. CASSON
Storm in the Cloche Hills
Sold for \$118,000



WILLIAM PEREHUDOFF
AC-78-33
Sold for \$46,000*



SOREL ETROG
Sadko, circa 1973
Sold for \$27,600



DAPHNE ODJIG
Family Ties
Sold for \$37,760



KENNETH LOCHHEAD
Colour Rotation
Sold for \$54,280*^



MAUD LEWIS
Three Black Cats
Sold for \$36,800*^

*Artist Record
^Auction Record

Invitation to Consign

Cowley Abbott is currently accepting consignments for inclusion in our upcoming sales, including the Fall Live Auction of Important Canadian Art on November 19th, 2019. In anticipation of this sale, as well as our upcoming monthly online auctions, we invite interested consignors to set an appointment with one of our specialists. In addition to the sales of artwork through live and online auctions, we also offer services for private sales, charity auctions, and formal appraisal services.

Selling artwork with Cowley Abbott offers many advantages, including:

All-inclusive Selling Commissions to the Vendor

The Industry's Lowest Buyer's Premium at 18%

Prime Gallery Location with Extensive Previews

Dedication to Advertising & Promotion

An Experienced Team of Specialists

Exceptional Client Service

UPCOMING AUCTION SCHEDULE

Online Auction of Canadian & International Artwork

Bidding: September 11th to 18th

Previews: August 19th to September 18th

The Canadian Landscape Online Auction

Bidding: October 16th to 23rd

Previews: October 9th to 23rd

Consignment Deadline: August 30th

Fall Live Auction of Important Canadian Art

Gardiner Museum, Toronto

November 19th at 7:00 pm

Previews: October 30th to November 19th

Consignment Deadline: September 25th

Online Auction of Canadian Artwork (Second Session to Live Auction)

Bidding: November 13th to 27th

Previews: November 21st to 27th

Consignment Deadline: September 25th

Online Auction of Canadian & International Artwork

Bidding: December 4th to 11th

Previews: December 2nd to December 11th

Consignment Deadline: October 7th

Online Auction of Works on Paper, Prints, Photography & Books

Bidding: February 12th to 19th

Previews: February 1st to February 19th

Consignment Deadline: January 10th

THE COWLEY ABBOTT TEAM



Rob Cowley
President
Senior Canadian Art Specialist
416-479-9703
rob@cowleyabbott.ca



Lydia Abbott
Vice President
Senior Canadian Art Specialist
416-479-9703
lydia@cowleyabbott.ca



Ryan Mayberry
Vice President
Technology
204-255-5690
ryan@cowleyabbott.ca



Katlin Rogers
Canadian Art Specialist
416-479-9703
katlin@cowleyabbott.ca



Katherine Meredith
Canadian Art Specialist
416-479-9703
katherine@cowleyabbott.ca



Anna Holmes
Canadian Art Specialist
416-479-9703
anna@cowleyabbott.ca



Louise Dudley
Client Services, Administration
416-479-9703
louise@cowleyabbott.ca



326 Dundas Street West
Toronto, Ontario M5T 1G5

Toll-Free: 1-866-931-8415
mail@cowleyabbott.ca
CowleyAbbott.ca