

# HUNTER-WOLFF GALLERY

February 2018 Insider News

2510 W. Colorado Ave  
Colorado Springs | CO 80904  
719.520.9494  
[hunterwolffgallery.com](http://hunterwolffgallery.com)

©2018 copyright Sharon Wolff. To copy  
this material to other publications or mailing  
lists, please request permission  
[staff@hunterwolffgallery.com](mailto:staff@hunterwolffgallery.com)



ART COLLECTORMONTHLY February 2018

## *No February Faces, Ever*

It was William Shakespeare [Much Ado About Nothing] who said, “Why, what’s the matter, That you have such a February face, So full of frost, of storm and cloudiness?” And for good reason he asked! But, here at Hunter-Wolff Gallery, there are no ‘February faces’ and we invite you to see for yourself. You can be assured that there is no melancholy, sadness or ugliness at Hunter-Wolff Gallery—only beauty and warmth. As challenging as winter can be for many with another season of severe flu, bone-chilling temperatures and other wintry conditions, we are prepared to greet you with smiling faces and must-have original artwork.

February also means that new paintings are arriving freshly off the easel from [Clifford T. Bailey](#), [Marlene Kort](#), [Jennifer Jung](#) and and others. We also expect new jewelry by the incredibly gifted artist [Maria Battista](#) who is exceptional at everything she does. One reporter said, “Maria is a fascinating combination of restlessness and serenity, soulfulness and earthiness. Those contradictions may be the secret to her artistic talent.” She is known for her sculpture, fine jewelry, and life drawings. When planning on something special for your Valentine this year, be sure to stop in and take a long look at all our jewelry artists and their designs. Because we know you don’t want your Valentine to look back at you with a February face, we have something special to bring big smiles.

Let us help you shake off those winter blues with a visit to Hunter-Wolff Gallery where you won’t give a second thought to the weather outside or anything else that gives you a “February face”. We are here daily, except Wednesday, and look forward to telling you about our new collections, what’s coming and why you don’t want to miss upcoming events. We think you will like what you hear.

**January 27 - Annual Pottery Seconds Sale!**



*Because it is easy to get tied up with so many Saturday chores, we remind our readers about [Tony Heslop](#)'s one day Second sale at Hunter-Wolff Gallery on January 27. The door opens at 9 AM!*

*Follow us on [Facebook](#) to stay on top of weekly teasers!*



We appreciated your votes last year, getting us on the Best of the Springs list. Again, we are reaching out to get your votes because we know each year it gets more challenging to stay on top.

Go to [Arts & Entertainment](#) to cast your Vote for Hunter-Wolff Gallery as your favorite (1) gallery and favorite (2) commercial gallery. The deadline is coming, so [Vote Today!](#)



**More Fun In OCC Galleries This February!** Share the love this February in Old Colorado City! Visit Hunter-Wolff Gallery and “check in” on Facebook at your location. Then, post selfies to your own page and place hashtag [#ShareTheLoveOCC](#) in your post. Try checking in at multiple locations throughout the event, and use the hashtag as often as you want to earn more chances to win a \$150 gift card bundle! While visiting, trade anonymous “love letters” with fellow patrons, and enjoy watching your heartfelt vibrations spread throughout Old Colorado City and beyond!

Learn more at

<http://bit.ly/ShareTheLoveOCC2018>



## Why People Buy Art

When one of Hunter-Wolff Gallery's many fine artists admits they are in a slump, I like to remind them of all the reasons why they need to get back at their easel or work bench. For starters, some years ago, Barclays Bank reportedly generated data based on a study of 2,000 people in 17 countries that proves that the art market is important and highly psychological and social. For that reason and a few of my own, creating art is important to satisfy why people buy art. In other words, people buy art for many, many reasons. Here's a few.

1. Artist-Purchaser. First let's recognize that the artist, by purchasing materials and expending time to produce his/her work, is the first purchaser of the art. He/she then becomes the reseller. Fortunately, most successful artists don't just purchase but sell too. Van Gogh only sold one painting during his lifetime called Red Vineyard at Arles where it resides at the Pushkin Museum in Moscow. The rest of Van Gogh's more than 900 paintings were never sold or made famous until after his death.
2. Artist-Collectors. Art can be traded with another artist (a like-kind, non-taxable trade) for their work. Frequently collections are built this way. And, who to better market to than the artist-collector who fully appreciates his contemporaries' work. Art gallery owners are known to make trades with artists too, although trading my fabulous fudgy brownies hasn't gotten any takers yet.
3. Home Decoration. Decorating ones home or office space with art to reflect one's own personality is not new. When decorating, versus collecting, selections using the same decision-making skills to buy other furnishings are common. Style, color and size requirements factors for satisfying interior design plans are key to purchase or not. Often commissions are arranged to meet specific design plans.
4. Body Decoration. Art is bought to wear and accessorize. Jewelry, handbags, painted ties, all types of outerwear, you name it. Some of today's top fashion designers, like Elsa Schiaparelli and Salvador Dali, Yves Saint Laurent and Piet Mondrian have embraced the world of art to create some of their best and most lasting work. Some designers have even gone as far as to provide acrylic cases so that the garment could be displayed when not worn and revered as pieces of art. One of my personal favorites is a beautiful 43" x 43" Hermès-Paris scarf that is framed for display in my own home. Although intended for wear, I love it more on the wall where I enjoy seeing the beautiful details everyday.
5. Philanthropy. Helping an artist financially either as one starting out or a long-time professional, and those in between, they all need your support for their living. Sometimes artwork is selected to contribute to the artist's livelihood. The main reason is not the art per-se but to aid a struggling artist who hopefully has a bright future.



Keep Reading for [More .....](#)

Artist  
Spotlight

# Tony Heslop

Hunter-Wolff Gallery first became acquainted with [Tony Heslop](#) in 2005, but it wasn't until a few years later that the gallery became his full-time representative. Those first few months were eye-opening! A few years ago in an interview I shared a story about my first conversation with Tony after it was clear he would be joining the gallery. He asked how many pieces of his pottery he should bring to Hunter-Wolff Gallery. Based on experience with other potters, I suggested he bring 20 pieces or less. His response was priceless because Tony is the kind of guy who typically keeps his emotions in check, but he could not help himself and laughed out loud and I saw amusement in his twinkling eyes.



I responded, "Is that too many?" He chuckled again and said, "You'll sell 20 pieces in a day!" Stunned, I thought, well this guy has a lot of self-confidence. Long story short, he brought about 200 pieces as a starter the next day.

Typically, Hunter-Wolff Gallery keeps about 200-250 individual pieces on its shelves and sometimes even that isn't enough. There isn't a day that goes by that Tony's work isn't in demand. We are accustomed to taking special orders, packing boxes and working outside normal business hours to get shipments out on time. Every week we meet generations of families who come in to add new pieces to current collections.



How did [Tony Heslop](#) become so popular? When an artist creates beautiful quality work, word gets around fast especially when it is affordable and the value is high. He has been in the spotlight for over forty years.

Tony started throwing pots when he was still in his teens in high school. He told his parents that he was going to make pottery for a living and, as responsible people, they questioned his choice. Not only did he follow through on his dream to make pottery but he built a very successful business that has supported his family for four decades. He's not done yet either.

We invite you to join us Saturday, February 27 when you can pick up some extraordinary seconds at cost (or below) during his [Annual Seconds Sale](#) and be sure to take a minute to explore his other work.

# NEW ARRIVALS: HOW LONG WILL THEY LAST?

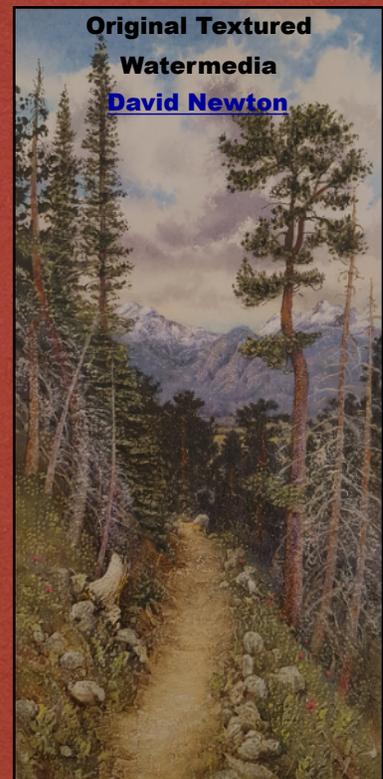
ART COLLECTOR MONTHLY February 2018



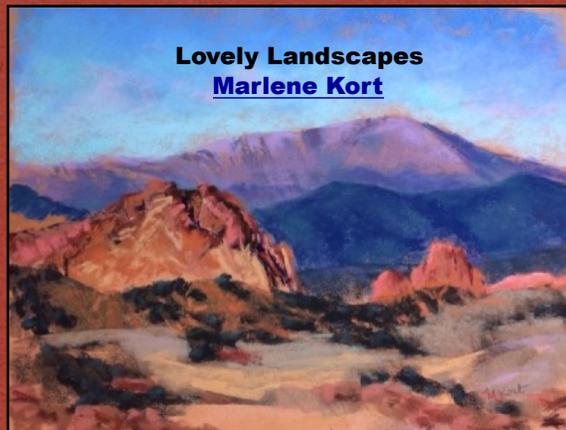
**Original 8x8  
Landscape Oils**  
[Jennifer Jung](#)



**Day or Night  
Contemporary Jewelry**  
[Tess Backhus](#)



**Original Textured  
Watermedia**  
[David Newton](#)



**Lovely Landscapes**  
[Marlene Kort](#)

**Order Custom Art!  
Pottery, and  
Jewelry!  
Get It In Time for  
Valentine's Day**

Be sure to check for new work frequently. [New Gallery Items](#) are highlighted on our website homepage for two full weeks. And, Visit us on [Facebook](#) for current news.