

INAUGURAL INTERNATIONAL SALE AT SOTHEBY'S SOUTH PROVES TO BE A HUGE SUCCESS

-£1,505,110 realised during the two-day sale-

THE INTRODUCTION of weekend viewing and a single catalogue for the newly created series of sales on May 18 - 19, 1999 proved to be popular with both buyers and sellers at Sotheby's South in West Sussex. The new sale format, known as the International Sale, will take place four times a year. This inaugural sale saw almost 1,000 lots of ceramics, furniture, works of art, rugs and paintings sell for £1,505,110.

Tim Wonnacott, Chairman of Sotheby's South said: "The special location which Sotheby's South enjoys in Sussex with easy parking, weekend-long viewing and a strong group of sales attractively presented are all factors which have certainly assisted in making this a very successful sale, for both buyers and sellers."

A near pair of George III serpentine commodes, discovered in a house in Surrey, was the highlight of Day One when they realised £69,700 against a pre-sale estimate of £8,000-12,000 (lot 234). This was the highest price ever achieved for a piece of furniture at Sotheby's saleroom in West Sussex. Anthony Rogers, head of the furniture department at Sotheby's South, admitted that he had been quite cautious when estimating the commodes, which measured 102cm wide as he has found that in recent months these particular pieces have not been selling very well. However, in this instance demand in both the saleroom and on the telephone was strong, with the commodes eventually selling to the London trade.

Other highlights of Day One included a Spode porcelain 'Japan' pattern dinner service dating from the Regency period. The service was discovered in Cheltenham and consisted of 104 pieces decorated with an Oriental Scene. Although the service had no tureens, it was in very good condition and its attractive shape enabled it to realise £13,225 against a pre-sale estimate of £4,500-6,000 (lot 8).

The highest selling lot from the Works of Art and Oriental Rugs section of the sale was a mid 19th century Kazak Bordjalou rug which fetched £13,800 (lot 478). Specialist in charge, Mark Stephen felt that this price was achieved because of the carpet's age, wonderful colours and beautiful designs. He added: "This rug, which originated from the West Caucasus, was part of a collection of over 20 good quality rugs that were amassed by a collector from the Cheltenham area. I am seeing fewer Kazak rugs these days, so when a decorative rug like this particular example appears on the market, the demand is very strong, which was reflected in the selling price that was more than 20 times the pre-sale estimate."

Day Two of the sale was devoted entirely to paintings. The first 100 lots were paintings of flowers and the garden, these were followed by selected oil paintings and watercolours. The highest price of the day was achieved by an oil painting by the Lancashire-born artist Minnie Agnes Cohen which sold for £41,100. The painting was entitled *At the Capstan Bars* (lot 824), measured 113cm by 176cm and showed a group of men hauling in a fishing net at Beer in Devon. The painting was consigned for sale after Dendy Easton, head of the Picture Department, went to a local valuation. He considers: "This painting is of museum quality and as good as works by the many of the other artists from the Newlyn school such as Stanhope-Forbes."

The next series of International sales will be held at Sotheby's South on July 19-22, and will include Ceramics, Furniture, Works of Art, Rugs, Clocks, Sporting and Equestrian Paintings and a Pet Sale. NOTES TO THE EDITOR:- Transparencies available.