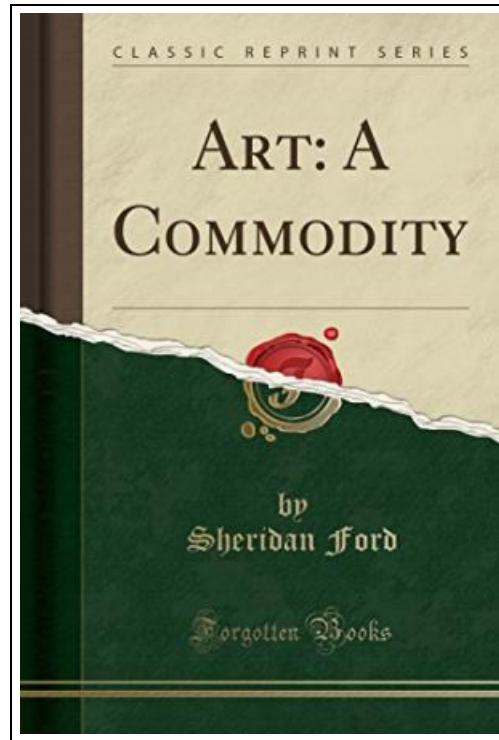


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Forgotten Books, 2017. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. Excerpt from Art: A Commodity The American dealer occupies a peculiar place. His position as importer coupled to the vast wealth controlled in this country by careless buyers gives him a prestige that he does not have abroad. There he can furnish collectors little that they cannot get without him, for there it is possible for collectors to deal directly with a greater number of current artists, to attend personally a greater number of noted sales and exhibitions, and there informed buyers outnumber the uninformed. The value of a picture is comparative, - based partly upon a true standard and partly upon a false one. There is a striking similarity between the tricks of the picture market and the stock jobbing methods of Wall Street. Picture dealers work up an artificial demand for the productions of those artists they control and pocket the profits. They bear prices on pictures a rival dealer is overstocked with and when they in turn control the supply at once proceed to bull them. By misrepresentation and a nimble juggling of facts they unload worthless canvases upon confiding lambs after the fashion set by Wall Street with watered stocks. The average picture collector is deficient in the knowledge of a picture's market value, and oft-times doubtful even as to what is best for him to buy. It is natural, therefore, that at the outset he should cast about with some hesitation, commit innumerable blunders and pay dearly for his inexperience. SO much does individual trust and personal magnetism enter into the business that a salesman who has secured the confidence of a customer has but himself to blame should he forfeit it. There are scores...



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