

**Trading On The Net**  
**Weekly Times Column**  
**By Warren Joel**

byjoel

With the power of the Internet and the increased buying and selling of art and antiques I thought it was time to have a look at what is currently happening on the net and the impact on collectors.

As you will be aware there are the Internet auction sites where you can buy or sell just about anything. And there are tens of thousands of trades going on everyday, from the small collectors' items for a few dollars to the top end for many thousands of dollars. With the amount of trades going on it is important that you know what to look for, and more importantly, how to avoid getting landed with the dud.

Go through the description with as much detail as you can, and look for key words, like "styled after or bronzed". When you see these words or similar words you should know that you are looking at a copy or a fake! Nothing wrong with buying a copy but make certain that you pay for a copy. We have seen many people paying top dollars thinking they are buying originals only to find they have purchased a modern day copy or fake. There is little anybody can do if you have purchased an "Art Deco Style figure" thinking you were buying a 1920's original.

One very popular area of Internet trading is live internet bidding. This is where an auction in a sale room somewhere in the world broadcasts their auction over the net allowing people to bid live in the sale room. Many times you can also look at the video feed from the sale so you can see what is going on.

The same rules apply when you bid live: read the description and ask as many questions as you can so you know exactly what you are bidding on. One request I like to make is for a condition report from the auction house. This more detailed report will give you more information than the brief 'on screen' report.

*Next week: What's Worth More The Glass Or The Contents?*

**Free Valuation for Weekly Times readers.**

Byjoel will do a free valuation of your collectables via email. If you send a photo and description of your item to [valuations@byjoel.com.au](mailto:valuations@byjoel.com.au) I will access the item and respond.

**Warren Joel**

Warren is a third generation auctioneer and valuer specialising in Art, Antiques and Collectables, accredited by the Commonwealth in 35 different areas of collectables.

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