ART OF BUYING

Read the article. Some sentences have been removed from the article. Choose from the sentences A-H the one which fits each gap. There is one extra sentence which you do not need to use.

How do you find good shops and great deals when shopping for that perfect antique? Judy Smith, an enthusiastic antique collector, reveals the secrets to successful antique shopping. Judy discovered her interest in collecting antiques several years ago. "I recall the day when a good friend introduced me to the art of treasure hunting in antique markets. I bought a delicate china teapot, which was the rarest object I'd ever possessed. From that point, I was hooked."

Visiting regions known for their antiques is a good way to add to your collection. When travelling, Judy recommends always being on the lookout for eye-catching antiques and then asking people where they got them. "When I was in Woburn, I liked the antiques in my bed and breakfast so much that I asked the owner where she shops. She told me, and I immediately headed off to see what hidden treasures I could find there. (1)___ As I was shopping at a gift shop in Bath, I started talking to the woman at the counter. In a matter of minutes, she provided me with loads of information about antique dealers with shops off the beaten track which I would have never been able to discover on my own. It turned out to be one of my most successful antique hunts!"

Judy also says she prefers single-owner shops to antique markets, although the former are getting harder and harder to find. (2)___ It's easier to negotiate the price, too. Plus space is limited at many market stalls, so you're less likely to find a large selection of goods in them.

If an antique market is your only choice, then remember when shopping that chances are the stall's owner will not be present. (3)___ If you want a bigger discount, the attendant will need to call the owner of the stall and ask his or her permission.

Judy recommends keeping an eye open for flea markets because there are those rare occasions where you can find something unexpected. (4)___ Knowing whether they're worthwhile, however, requires skill, taste, a keen eye and patience. "Don't go in the hope of discovering a priceless object at a low price; the right frame of mind is to acquire pieces just because you like them," Judy advises.

Carry cash or a cheque book, because dealers will usually offer you the best price if you're not paying by credit card. Don't try to negotiate a better price by putting down the quality of the piece. (5)___ It's better to simply ask, "Can you do any better on the price?" or offer an alternative price.

When negotiating the price of an object at a flea market or car boot sale, sometimes it can be effective to take a wad of notes out of your pocket. (6)___ Sellers will think that if you're paying in cash, you're prepared to close the deal.

Judy also warns of the dangers of getting tricked when antique shopping. "Once I spotted what looked like an early edition of Rudyard Kipling's The Jungle Book. The bookseller assured me it was a first edition. (7)___ "It looks very nice in my bookcase, but it turned out not to be a first edition after all." Being careful is important, but sometimes there's no way to avoid this type of. situation, which is why collecting antiques shouldn't be about making money, but about
acquiring pieces that suit your taste. This way, you'll never be sorry, even if you end up with a fake.

A Usually the person running the stall is authorized to give you only a small percentage off the price.

B Pointing out that "there's a scratch on the surface" could put off the seller, and your motives will be obvious.

C I felt like an expert with enough experience, so I bought it.

D That's a sign that you're ready to buy whatever it is that you want.

E This is because they offer a more personal service, and the owner can usually give you the background on a piece.

F Booths there sell an endless range of collectable items- anything from old clothing to rare books.

G Buyers can be observed among the market stalls, peering and poking in every corner.

H Another good tip is to chat with the locals and ask them about any well-hidden shops.

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