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*Archives of American Art*

## **Jacques Seligmann & Co. records, General Correspondence: Cassel van Doorn, Baron, 1944-1950**

Extracted on Mar-29-2024 09:16:53

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TRANSLATION OF LETTER WRITTEN IN FRENCH

REGISTERED WITH RETURN RECEIPT REQUESTED

Jevington Manor,  
240 Broad Avenue,  
Englewood, N. J.

March 4th, 1944.

Mr. Georges Seligmann  
c/o Jacques Seligmann & Co., Inc.  
5 East 57th Street  
New York, N. Y.

Dear Sir:

On June 25th, 1942 you sent me a photograph of a Gothic tapestry fragment described in your letter of the same date, which had been left with you for sale.

When I went to see it, you told me that your client asked \$10,000. for it.

I told you that I found this price excessive, and in spite of the attraction this fragment had for me I would never buy it at such a price.

Matters remained like that until one year later when I asked you if you had succeeded in selling the tapestry for the account of your client.

You told me no, adding it had been returned.

I let you know that it still interested me, but only at a reasonable price.

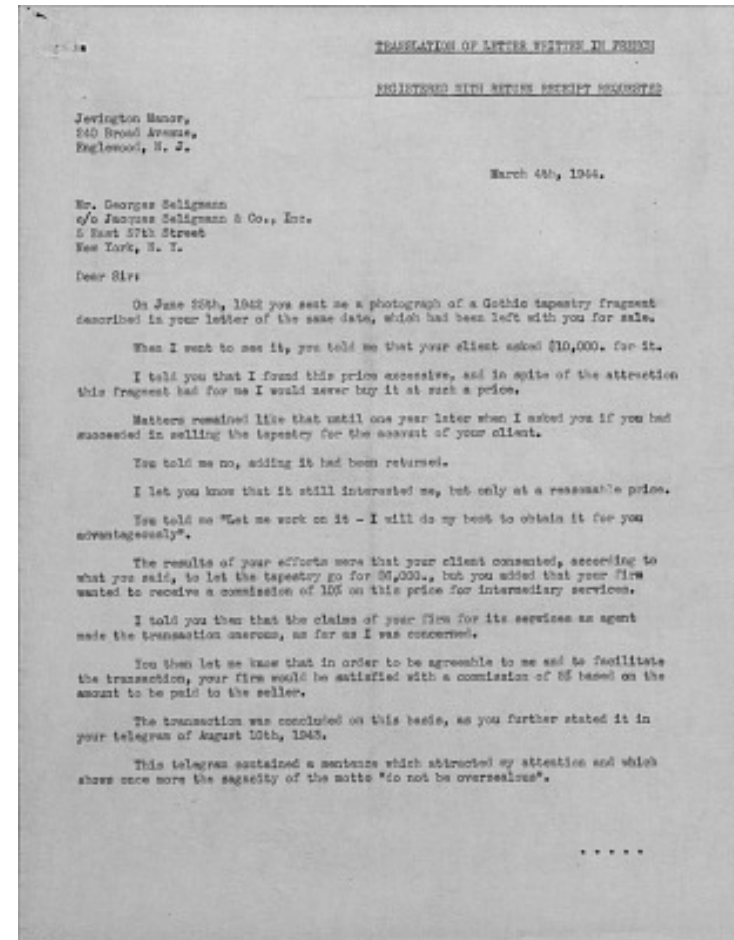
You told me "Let me work on it - I will do my best to obtain it for you advantageously".

The results of your efforts were that your client consented, according to what you said, to let the tapestry go for \$6,000., but you added that your firm wanted to receive a commission of 10% on this price for intermediary services.

I told you then that the claims of your firm for its services as agent made the transaction onerous, as far as I was concerned.

You then let me know that in order to be agreeable to me and to facilitate the transaction, your firm would be satisfied with a commission of 5% based on the amount to be paid to the seller.

The transaction was concluded on this basis, as you further stated it in your telegram of August 10th, 1943.



This telegram contained a sentence which attracted my attention and which shows once more the sagacity of the motto "do not be overzealous".

. . . . .

Jacques Seligmann & Co. records, General Correspondence: Cassel van Doorn, Baron, 1944-1950  
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