

## SUBMITTING LOTS TO THE ISWSC AUCTIONS

Auction lots may be submitted to the ISWSC auctions by all members of the society. Lots may be submitted at any time. There is no limit on the number of lots a member of the Society can submit. Lots will be entered in the next auction after submission. Lots should have an estimated Catalog value of **at least \$10** and support a minimum bid of at least \$5 (you may put together smaller lots to reach this amount). Lots with a minimum bid of less than \$5 will be rejected and returned or combined with other lots at the manager's discretion. Lots can be individual stamps, sets of stamps, packets, accumulations, literature (catalogs, albums, etc.), supplies or other philatelic related items.

Mail Prepared Lots to:

Smokey Stover  
610 N. First Street  
Suite 2 - 421  
Hamilton MT 59840

Lots should be fully described for listing in the auction and the description entered on the form below. Multiple pages can be used for larger numbers of lots. Electronic submission using an Excel or Word document available from the manager is preferred.

Listing any "high catalog value" stamps by number and condition helps to sell the lot.

Listing the total catalog value of the lot will help guide bidders as to value. **Please indicate the Catalog if other than Scott and the Year.** Also list any condition, watermark, grill, paper or perforation information about the stamps in the lot. You may write out the description in full or use the abbreviations listed below. If the lot is a mixture or boxed accumulation, describe the countries or area included, era the stamps are from (classic, modern, recent, etc.) and the value range to be expected (high values, common, etc.) and the range that can be expected (little duplication, heavy duplication and an estimate of the number of face different stamps).

The volunteer manager working the auction does not have the time to set up lots from large shipments. If you send in a large box full of stamps and materials, it will be listed as a box and as a single lot. This may attract quite a few bids, but the final price may not fully reflect the value of the material if well organized in individual lots.

You may set a minimum bid (reserve), i.e., the minimum you would be willing to accept for the lot, or you can defer to the manager to set the minimum bid. A minimum bid that is set too high will usually result in not selling the lot.

If your lot sells you will receive the proceeds minus a 10% commission that goes to the Society. If your lot does not sell, you will be notified and asked if you wish the lot returned or reentered in the next auction at a reduced minimum bid.

If your lot is composed of very heavy items (over about 2 pounds) such as a catalog set, empty albums, quantities of supplies, etc. you may hold these until sold. This will save you shipping costs. Submit a form fully describing the lot and mail it for listing. You will be notified when the lot is sold and told where to ship the lot. You will be reimbursed for the shipping (paid by the buyer). Please feel free to contact me at any time if you have questions about making up lots, the status of your submitted lots or anything else.

### **DONATION LOTS ARE GLADLY ACCEPTED**

All proceeds from the sale of donation lots go to the Society and help provide funding for Society services.

## TIPS FOR AUCTION SELLERS

1. Keep minimum bids reasonable. A high minimum bid appears to scare off bidders. On individual stamps or sets a minimum bid of over 30% of catalog rarely attracts many bids. Lots may sell for more than this, but a minimum bid set too high appears to scare off potential buyers.

2. Total catalog values for a lot help sell the lot. Country packets with the catalog value sell for higher bids than those without values. Bidders may assume that a packet listed as "200 different Australia" is made up of low value stamps they probably already have in their collections. The same lot if described fully "200 different Australia, all recent commemoratives, Scott Catalog \$108" it will attract much more bidder interest.

3. Remember that most of the Society collectors have worldwide interests and are looking for quantities of new additions for their collections at a fair price.

## IDEAS FOR LOTS

### Accumulations:

Boxed accumulations with worldwide or regional coverage

Individual country accumulations

Mixtures of on paper USA, worldwide, or individual countries

Cinderellas: Christmas seals, labels, etc.

Covers: FDCs, commercial covers, etc.

Groups of stamps from a single country or region

Groups of high to very high catalog stamps that are less than perfect and listed at a low minimum

Stocks in glassine envelopes country packets from any country

Returned APS or other circuit books/sheets

### Collections:

Individual countries on old album pages, in stock books or cards

Topical collections

Albums with stamps

### Supplies and Literature:

Recent full Scott or other catalog sets (++), specialized catalogs or philatelic books Stock books, empty recent albums, mounting supplies

### Sets:

Full sets from individual countries or related countries, e.g., Scandinavia, Latin America, Asia

Topical sets from more than one country

### Individual stamps:

High value USA or foreign stamps in F/VF condition, used or mint

## Auction Lot Submission Form – ISWSC Auctions

Owner:

Phone:

Address:

ISWSC Member #:

E-Mail address:

<b>Lot ID</b>	<b>Description</b>	<b>Catalog</b>	<b>Year</b>	<b>Catalog value</b>	<b>Minimum Bid</b>

Identify the lot however you choose, and mark the lot with the ID. I will assign inventory numbers separately. If you have more than 10 lots, use additional pages. Mixed lots can have general description. I will embellish as appropriate to inform the bidders. Additional information you wish to be considered can be added to the lot itself. Please do not forget to include the catalog year. I do not have time to look up the Catalog values.