

## Convention Auction Rules

The annual club auction is a tradition that started with the creation of the club and the rules were created to explain the different aspects. The process includes the gathering of the auction sets, the sorting of the sets into the club tray lots, and finally the auction and where the money goes. This year auctions are tentatively scheduled for Friday and Saturday afternoons and Saturday evening.

**Shaker Entry Allowance:** Each member and chapter can enter up to a maximum of four sets and two trays into the auction. Members may donate as many shakers as they want to the club tray lot.

**Auction Tray Lots:** All auction trays will be in uniform-sized cardboard box flats, measuring a maximum of 12" x 18" (30.5 cm x 45.7 cm). The auction tray lot must consist of two or more shakers and be only one layer deep. Shakers put into tray lots are **NOT** checked, are sold "as is," and cannot be returned. Members and chapters are responsible for advising the auction staff of any imperfections or damage on sets submitted in tray lots.

**Auction Material:** The auction material is comprised of five types of shaker sets:

Type	Definition	Division of Selling Price
Club Tray Lot	Consists of shakers that are donated to the club and assembled into trays and auctioned. Whenever possible, each tray has at least one set valued at \$10 or more. No singles, wooden, chipped, damaged or repaired shaker sets will be accepted	100% to Club
Club Set	Shaker sets which belong to the club or are donated to the club.	100% to Club
Chapter or Club Member Shaker	Consists of individual sets registered by club members or sets that belong to club chapters. Each set must have minimum value of \$15. Each club member or chapter in good standing can register a maximum of four sets.	If selling price less than \$100, then seller gets 60% and club 40%. If selling price \$100 or more, then seller gets 80% and club 20%.
Chapter Tray Lot	A chapter in good standing may submit a maximum of two tray lots for the auction.	100% to chapter
Club Member Tray Lot	A club member in good standing may submit a maximum of two tray lots for the auction.	If selling price less than \$100, then seller gets 60% and club 40%. If selling price \$100 or more, then seller gets 80% and club 20%.

**Auction Reserve:** A club member or chapter may place a maximum of two sets or tray lots with a reserve in the auction. Each set or tray lot must have a minimum value of \$100. All other sets or tray lots will be entered in the auction without a reserve price.

It will be up to the seller to determine the reserve price. If the Auction Committee feels the reserve to be too high, they may discuss it with the seller and make alternate suggestions, which the seller may accept or reject. Only the Auction Committee will know the reserve price.

During the auction, if the high bidder on a reserve auction set/tray does **NOT** bid up to the reserve, the high bidder will be told the reserve price and will be offered the option to pay the reserve price or decline. If the high bidder declines the reserve price, the seller will be asked to sell the set or tray to the high bidder for the bid price. No response from the seller means ‘no sale’ and the auction is closed for the item.

If the set or tray lot with the reserve price is **NOT** sold, the seller will be charged a fee of 10% of the established reserve price. If the set or tray lot sells for the reserve amount or above, the reserve fee will be waived. The fund distribution will be in accordance with the established procedures.

**Letter/Number Assignment:** Club tray lots are lettered and chapter tray lots are assigned a number/letter combination.

Club tray lots are auctioned off sequentially, but chapter tray lots are **NOT**. They will be auctioned off in the order that they are displayed on the auction table at the beginning of each session. The order is determined by the Auction Committee in order to provide a balance at each session of all types of shakers registered. Tray lots are interspersed between sales of individual sets.

Individual sets are assigned a number/letter combination. Individual sets are **NOT** auctioned off sequentially.

**Bidding Numbers:** A bidding number is assigned to all registered club members and is included in the convention registration packet. Members will need this number when registering sets to sell in the auction or when bidding on auction sets. **Note:** Registered guests and non-club members are **NOT** permitted to participate in the auction.

**Previews:** Sets and tray lots to be auctioned will be available for preview prior to each auction. During the preview periods members should make note of trays and sets they are interested in. When previewing, members are **NOT** to handle the sets, point over the table, touch or lean over the table. Members must be aware of items hanging from their arms or neck so that those items do **NOT** touch the table or come over the top of the table.

Helpers will be available to answer questions or provide a closer inspection. Tags will indicate any known damage or problems with the sets. Possible or known reproductions will be marked as such. To avoid confusion and disturbances, members should **NOT** approach the display table while the auction is in progress.

**Auction Etiquette:** All members bidding in the auction **MUST** have their assigned bid number with them. The best way to place a bid is to raise the bid number for the auctioneer or one of their assistants to acknowledge. But some people place more subtle bids, such as raising an arm or nodding their head. Members must be conscious of arm movements during the auctions—a wave to a friend across the room might be interpreted as a bid on a very expensive set.

The Auction Committee tries as much as possible to acknowledge all bids, but ultimately it is the bidder’s responsibility to make sure their bid is **NOT** overlooked. They must do whatever is necessary to make it known that they are in the bidding. It is better to interrupt for a moment than to lose out on a set they really want. Remember, once the auctioneer announces “SOLD,” the sale is final.

There is no buyer’s premium or sales tax on auction items.

There is a minimum bid required of \$15 for individual sets, but no minimum bid for tray lots. Sets that fail to achieve the minimum bid will be set back and it will be the seller's responsibility to reclaim the set following the auction. High bidder always takes the entire tray lot or set.

It is the member's responsibility to keep track of their expenditures. They should **NOT** ask the clerks to check their total while the auctions are in progress.

The first bidding cycle will go slowly, to give members a feel for the process. Then the auctioneer will move to a more rapid pace that will continue through the Saturday evening auction. This pace is necessary to sell all the sets by the end of the convention. Member must make their bids quickly or lose out on desired sets. Sellers are **NOT** allowed to bid on shakers they are selling.

**Duplicate Sets:** If two or more members submit the same set for auction, all of the sets will be displayed prior to the auctions. If a seller wishes to withdraw a set because there is a duplicate of that set already in the auction, such action **MUST** take place prior to the start of the first action. An announcement of the withdrawal will be made so that all members bidding will know the correct quantity of that set remaining in the auction.

**Returns:** Any known damage or irregularities concerning a set will be announced by the auctioneer before the bidding begins on a set. It is the buyer's responsibility to inspect the set immediately upon receipt. Buyers have two cycles to return a shaker set which has damage **NOT** announced prior to the sale of that item by notifying the auctioneer. Sets can only be returned if the buyer discovers any damage **NOT** previously announced. Tray lots are **NOT** checked, are sold "as is," and **CANNOT** be returned for any reason.

Any disputes or questions concerning the sets or bids will be settled by the Auction Committee, comprised of experienced volunteer club members.

**Payment:** Buyers should wait to settle their account until they are sure they are finished bidding. The club accepts personal checks, travelers' checks, and U.S. dollars. VISA or MasterCard credit card payments are accepted, but there will be an additional charge of 3% of the selling amount to cover the credit card fees. The minimum credit card purchase is \$100.

**Accounts MUST be settled no later than Saturday evening.**

**Summary of Auction Rules:** The following information summarizes the auction rules:

1. Maximum of four sets and two tray lot entries per member or chapter.
2. No bidding on sets or trays you registered for the auction.
3. Members have two cycles to return a shaker set which has damage **NOT** announced prior to the sale of that item. Tray lots **CANNOT** be returned.
4. Maximum tray lot size is 12" x 18" with shakers one layer deep. Members and chapters are responsible for advising the auction staff of any imperfections or damage on sets submitted in tray lots. Tray lots are **NOT** checked and are sold "as is."
5. All disputes on bids or questions will be settled by the Auction Committee.