



SCAMMELLS
AUCTIONEERS & APPRAISERS

“We don't know what we don't know...right. Many people haven't sold at auction, let alone attended one, lets take the “scary” out of it.”

**Jason Harris
Auctioneer and
Appraiser**

A Guide for Selling at Auction

“Am I doing the right thing?”, “Will I get the best price?” and “Who do I trust?” are common questions and thoughts for many of our new Vendors. We understand there is already a lot going on in our lives, and on top you are moving, an Executor for a deceased estate, downsizing or selling off your collection, and this just adds to the stress and complexity.

Trusting in Scammells starts with our track record and our experienced staff. When you entrust us with your valued and treasured items, we have the knowledge and experience to ensure you obtain the right price. Important considerations such as ‘current value’ and market changes (when and how) must be managed effectively to ensure the best possible price for your item. We sell more than 1,000 lots each week, and over 55,000 per year. That's more than any auction room in Australia. With first-hand market research like that, you know we walk the walk.

Ultimately we are here for the vendor (the seller), to achieve the best price we can by bringing the items to market, researched, photographed and catalogued professionally.

The start the process of selling, we always suggest an appraisal. As Jason says “It all starts with an appraisal”.

Once you have committed to using Scammells, the items need to be delivered. You can arrange this yourself, or we have suggestions on our website. And when the items arrive they will be tagged with your “vendor number” and catalogued for sale. On Friday night you will receive an email of your items and the lot numbers in the forthcoming auction, and you can view the catalogue online.

Once the items are sold, the fees are deducted and we deposit the funds into your bank account at the end of the week (and a week following for Speciality Auctions). An accompanying “Vendor Statement” will be sent by email. Very simple and very quick.

And our charges are competitive across the industry in Australia. Our commission is 20% (inc GST) and each item incurs a \$3 lotting fee.



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A Guide for Selling at Auction

A guide to what we accept and don't

Unfortunately not everything is saleable at auction, and whilst it is difficult to list everything that we do and don't take, here is a guide – (again we suggest getting an appraisal first, use the Appraisal Form on our website to avoid disappointment of having items rejected at delivery).

Here are things we definitely don't take:

- Whitegoods over 5 years old
- Electronics with the exception of vintage radios and gaming systems
- Ikea and other similar modern furniture
- Lounge suites, with the exception of pre-approved Mid Century and Chesterfields
- General garden and hand tools
- Broken, chipped damaged china and glassware
- Modern prints
- Part dinner, coffee/tea and drink sets
- General kitchenware
- Modern rugs and carpets
- Upright Pianos, Pianolas and Organs
- Modern magazines, books, Readers Digest and National Geo

Where we haven't completed an appraisal and pre-approved items, they could be rejected at delivery

The short cut notes

- Delivery days – Tuesday*, Wednesday and Thursday 8.30am to 4.30pm (*except long weekends)
- Commission rate 20% inc GST
- Lotting fee \$3 per lot
- Vendors paid by direct debit Friday of the same week (for Estate auctions – a week later for all other auctions)

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