



# TAMARKIN

RARE CAMERA AUCTIONS

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## FREQUENTLY ASKED AUCTIONS QUESTIONS

Participation in a Tamarkin Rare Camera Auction is an excellent method for selling a collection or a single piece. We sell to a worldwide market of collectors and important Leica dealers and has regularly attained superior prices for a wide variety of camera gear. Main attributes are an excellent reputation maintained since 1996 for knowledge, service and expertise, its handsome catalogues, and twenty-five auctions of desirable collectibles.

**1. What are the Seller's Fees?**

- The cost to the Seller is either 15% of the Hammer, or Sales Price, or, if the buyer pays by credit card, 16.73%

**2. Why is there a difference in fees?**

- There is a difference in fees because in the USA it is illegal to charge the Buyer the 1.73% credit card fee.

**3. Do the items in the auction have a reserve price, a price below which they will not be sold?**

- Yes. Every lot has a reserve price in order to ensure that no item is sold at a price, which is too low.

**4. How is the reserve fee set?**

- The target for the reserve fee is 20% below the normally anticipated retail market price. If, for instance, there is a Leica M3 in average condition in the auction, and it is a camera that would normally sell for about \$800, then the reserve fee would be \$640. If there is a Leica B Rimset Compur, and the normal retail price is currently \$7,500, then the reserve price would be \$6,000.

**5. Who sets the reserve price?**

- The reserve price is suggested by us and approved by the Seller. Our commitment is a collaboration that serves the wishes of the Seller.

**6. What kinds of items sell well in the rare camera auction?**

- Best selling items are Leica screw-mount and M camera gear, Nikon rangefinder gear, and any kind of high-quality photo item. Best-selling, of course, are items that are rare, in superior quality, or manufactured in small quantities. Examples of high-quality brands that sell well, beside Leica, are Zeiss Contarex, Zeiss Contax, late Rolleiflex, Alpa, and other similar brands.

**7. What items don't sell well?**

- The rare camera auction does not yield above average results with modern camera gear like cameras and lenses of recent manufacture. Buyers of these items have many venues for buying common "using" gear and generally are only bargain hunters.

**8. What are some examples of gear that do not sell particularly well?**

- Recent Nikon, Canon, Pentax, and Minolta gear do not do particularly well in the auction. While there is an interest in Leica SLR gear by users in the general camera marketplace, most Leica R lenses and cameras are not appropriate for the auction.

**9. Is there a formal auction agreement or contract?**

- Yes. About two to three weeks before the auction, Consignors receive a copy of the auction catalogue and a brief, simple contract signed by Tamarkin Rare Camera Auctions that includes a list of items and reserve prices. The Consignor simply keeps one copy of the contract, and signs and returns the other.



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**FREQUENTLY ASKED AUCTIONS QUESTIONS (continued)**

**10. How is the Consignor protected against loss due to fire, calamity, or theft while the auction items are with Tamarkin Rare Camera Auctions?**

- *Consignors are fully protected by Tamarkin Rare Camera Auctions insurance coverage for the reserve price of each item until the items are delivered to the Buyer (or are returned to the Consignor).*

**11. Do all of the items in the auction sell?**

- *No. About 70% of the lots sell. Some items turn out to be unattractive to collectors. Sometimes the condition of a number of items is not good enough for the collector's market. Sometimes the reserve prices are too optimistic. It would be a simple matter to sell 100% of the auction lots, but then there would be a risk that neither the Consignor nor Tamarkin would be pleased by the amount of money generated by the auction.*

**12. How do I begin the process to be involved in a Tamarkin Rare Camera Auctions auction?**

- *The best way to start is simply to send us a list, by email or regular mail. Of course Consignors are welcome to call first to discuss their gear. As soon as we receive your items, we'll call you and have a conversation about whether your gear is appropriate for the auction and what sale prices might be expected.*

**13. After Tamarkin Rare Camera Auctions reviews the list, what is the next step?**

- *Either you ship us the gear after we suggest an amount for insurance coverage in transit, or, for larger collections, we travel to your location, make an inventory list, and ship your collection back to our offices. Your items should arrive at least ten weeks before the auction because we require time to decide on reserves prices, take photos for the catalogue, and have the catalogue designed, printed, and mailed worldwide.*

**14. What happens if an item, or a number of items, fail to sell?**

- *The auction is designed to be a service business and the Consignor is an important contributor to making a decision. We can plan to place unsold gear in a future auction, we can buy the gear from the Consignor, we can sell the gear on a consignment basis for the Consignor, or we can return the gear to the Consignor.*

**15. What is the contact information and when is the next auction?**

- *Either send an email to [dan@tamarkinauctions.com](mailto:dan@tamarkinauctions.com) or call Dan Tamarkin at 312.642.2255*