

Suggestions for the Disposition of a Collection

Regardless of the commodity, disposing of a collection may be difficult for the original collector or for an heir. Depending upon the amount of time available and effort required, one or more of the following methods may be used to dispose of a collection.

- Auction
- Direct sale to an antiques/collectibles dealer
- Sale to Another Collector Through a Collector's Organization
- Facebook
- eBay and Etsy Sales
- Estate and Garage Sales
- Resale Shop Consignments
- Donations to Charitable Organization Resale Shops such as Salvation Army, Goodwill, St. Vincent DePaul

Whether you are the collector or the heir, prior to embarking on any of the above methods, create a list which identifies each item, its mark(s), its dimensions such as height, diameter, length, width, and its condition including damage, discoloration, and restoration. Take photos of the items.

Auction

This is the quickest way to dispose of a collection and is preferable if an entire estate is involved.

1. Use auctionzip.com to search for auctioneers in a particular geographic location.
2. Contact those which specialize in antiques and collectibles.
 - What are their areas of specialty and are these areas in line with what you would like to consign?
 - What are their consignment fees? Are they willing to pass them on to the buyer in the form of a buyer's premium? Consignment fees may be 25% to 35% of the hammer price.
 - Where will the auction be located—online, at a facility, at the consignor's residence?
 - How will the auction be advertised to assure collectors of the same commodity are aware of it? The White Ironstone China Association will publish a Constant Contact E-News informing its members of an upcoming auction which includes white ironstone.
 - Will the auction house pick up the items? Will they pack up breakables? Will they allow the consignor to review the items to assure multiple-item lots have the correct pieces such as lids and/or underplates to teapots, sugar bowls, tureens? Are cups and saucers correctly matched?
3. Some auctioneers will provide the option to buy rather than consign a collection.

Direct Sale to An Antiques/Collectibles Dealer

Depending upon the number and diversity of items involved, this may be a quick way to dispose of a quantity of items. It is common for a dealer to pay 50% of the anticipated retail price, i.e. \$25 for an item which may sell for \$50.

1. Identify and contact the dealers in a specific area. Use online resources to obtain names and contact information.
2. In the case of an antiques mall, contact the proprietor who may be able to pass your contact information on to a dealer in the mall who may have an interest.

Sale to Another Collector Through a Collectors' Organization

It is common for someone who is trying to dispose of a collection to join a collectors' organization which specializes in a particular commodity. In the case of the White Ironstone China Association (WICA), yearly membership is \$40 for two people at the same address.

Collectors' organizations may have conventions and publications which promote buying and selling among members.

1. Conventions. The convention-related options include:
 - a. Consigning or donating items to the organization's auction. Speak with the auction coordinator to determine the types, condition, and quantity of items which may be consigned.
 - b. Exhibiting at the organization's show and sale or similar activities. In the case of WICA, this requires reserving and paying rental fees for six or eight-foot clothed and skirted rectangular tables, setting up the items prior to the show and sale, and dismantling the exhibition afterward. Before, during, or after this event it may be possible to interest members or other exhibitors to purchase your collection.
2. An organization may have a Classified Ads section in one of its publications. Members are encouraged to advertise items or an entire collection. WICA has such a section in its Constant Contact E-News, and there is no charge.

Organizations, including WICA, may have policies which discourage sharing member information with non-members. In addition, members may be prohibited from mass solicitation of other members regarding the sale of a collection. This is the case with WICA.

Facebook

WICA maintains a Facebook page and a private Facebook group. Anyone may join either the page or the group. Group members who engage in buying and selling from each other should do so privately. WICA is not accountable or responsible for any transactions between group members. In addition, WICA will not provide a value for any item posted. Facebook Marketplace is another option to dispose of items.

eBay and Etsy Sales

Both eBay and Etsy are popular sites for selling antiques and collectibles and offer opportunities to become acquainted with pricing for items which have sold. With eBay, make certain you scroll down the left side of the page and click on "Completed". A price in green indicates the item was sold. For experienced eBay and Etsy users, both are viable options for disposing of a collection when not time constrained.

Estate and Garage Sales

If the collection is part of an estate, consider retaining a company which specializes in estate sales. Such sales are popular in many parts of the country and are listed on estatesales.net. Visit the site to identify companies which conduct such sales in your area. Research the companies to understand their requirements, charges, and the extent of their obligations before, during, and after the sale. Focus on companies which will entirely liquidate an estate.

Garage sales are good but are the sole responsibility of the person conducting the sale. If effort, time, and monetary return are not factors, a garage sale may be an option. Advertise locally including through the use of apps such as nextdoor.com.

Resale Shop Consignments

Resale shops which focus on home goods may be an outlet for disposing of collection items. Contact the shop owner to determine the types of items accepted, the method used to establish prices, the length of time items may be consigned, and the consignment fees, which may easily be 50% of the selling price.

Donations to Charitable Organization Resale Shops (Salvation Army, Goodwill, St. Vincent DePaul, etc.)

While many collectors would prefer their collections not find their way to a charitable organization's resale shop, this may be a great opportunity for items to be recycled to another home while at the same time providing the opportunity for much-needed funding for a charity.