



**FINE SPIRITS**  
AUCTION

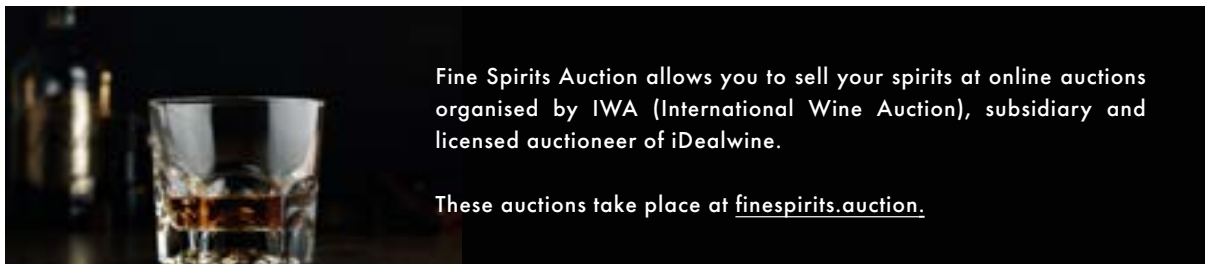


# **SELLERS' GUIDE**

Estimating, storing, transporting, and auctioning your spirits

## WHY SELL YOUR SPIRITS WITH FINE SPIRITS AUCTION?

Finespirits.auction is an auction website dedicated to fine spirits created by two industry specialists: La Maison du Whisky, expert in sourcing, distributing, and assessing fine spirits, and iDealwine, leading online wine auctioneer.



### WHY US?

- Optimum exposure for your bottles (we **have buyers** in over 60 countries)
- Free appraisal
- All-inclusive service (transport, storage, sale)
- Secure payment
- Guaranteed completion of transaction (from appraisal to delivery to the final buyer)

ONE OF THE  
LEADERS IN  
ONLINE  
SPIRITS  
AUCTIONS

2022

Figures

4,457

bottles sold

837

buyers

€2,938 M

sold in 7 auctions

## SELL YOUR SPIRITS WITH US IN 4 STEPS

SEND US A LIST OF THE SPIRITS YOU'D LIKE TO SELL

By completing this form: <https://www.finespirits.auction/en/Estimation/estim.php>

We will reply with an estimated value within **3 business days**. If you would like to sell a large number of bottles (30 or more), you can send us a list in Excel format to [vendeur@finespirits.auction](mailto:vendeur@finespirits.auction)

### ONLINE AUCTIONS

Our sales follow the same model as traditional auctions, except they all take place electronically.

**After confirming that you agree to sell your bottles at** the price estimate provided, you will be sent a sale order to sign electronically, as established by our auction operator IWA (a subsidiary of iDealwine), who will then proceed to put your bottles up for auction.



## TRANSPORT AND STORAGE OF YOUR SPIRITS BEFORE AND DURING SALE

We store your bottles in our secure premises, in temperature and humidity conditions that are perfect for storing spirits.

**Fine Spirits Auction** takes full responsibility for storage, taking out **the correct** insurance for the conservation of a third party's property.

### Options for sending your spirits to us:

- Drop off your bottles at our storage warehouse (on appointment) in Colombes, France, open Monday to Friday from 9am to 5.30pm

- Request for collection by **company**: we will send you a quote within a few days of **the** request

- The Colissimo Suivi service:

We send you packaging especially made for bottles (isothermal and shock resistant). Simply insert your bottles, apply the labels provided to the parcel and drop it off at your post office. The total cost includes sending and returning the parcel, as well as ad valorem insurance. The parcels are pre-paid and come with a tracking number and proof of delivery.

**The cost for pick-up or Colissimo will be deducted directly from the sale of your bottles, so you don't need to pay in advance.**

## SALES RESULTS UPON AUCTION CLOSURE

You will be informed of the result of the sale of your spirits within 24 hours of the auction ending, with the individual result of each lot.

## PAYMENT

Payment is ensured by the public auction operator IWA (subsidiary of iDealwine), issued 35 days after the auction has closed. You will receive payment either by cheque or bank transfer, if you have sent us your bank details in advance in the European format. You can send us your bank details by email to [info@iwa-auction.com](mailto:info@iwa-auction.com)

# FAQ

## SELLING YOUR SPIRITS

### ESTIMATIONS

#### WHAT ARE FINE SPIRITS AUCTION ESTIMATES?

The Fine Spirits Auction price estimate, is constantly updated and represents the average price for which a bottle has sold in French public auctions over the last 12 months. It is the hammer price plus the fees paid by buyers in auction houses. The estimations sent to you are calculated using these price estimates, minus the buyers' fees. For spirits without a price estimate, our estimation is calculated using the average price taken from a panel of reference sellers.

#### ARE THE ESTIMATES BASED ON ANYTHING ELSE?

Estimates are calculated based on the optimal conservation of your spirits. They should be at a good level in the bottle. The label, closure, finish and/or cork should be in good condition.

#### CAN A RESERVE PRICE BE SET?

The reserve price is the starting price of a lot at auction, the price below which a lot cannot be sold. This reserve price is set automatically using the low estimate given for the lot. The seller can set a reserve price lower than the low estimate or choose to sell without a reserve price.

#### CAN ESTIMATES BE REVISED AFTER APPRAISAL?

The estimations given are calculated on the basis that the spirits have been stored in optimal conditions. They can be revised following the meticulous appraisal of the bottles, and price cuts of between 5 and 20% can be applied.

#### Reasons an estimate may be altered:

- A lower level than stated
- A stained or damaged label

#### Reasons a bottle may be refused:

- Open bottle
- Bottle has leaked
- Bottle has been waxed
- Bottle made of lead crystal

## DROP-OFF AND STORAGE

### WHAT ARE THE STORAGE CONDITIONS BEFORE AND AFTER THE AUCTION?

For the duration of the sales process (from receiving your **spirits** to sending **them** to the final buyer), the bottles are stored in our secure premises, in the correct temperature conditions.

### HOW DO I DROP OFF MY SPIRITS?

You can drop off your spirits at our warehouse by organising an appointment with our sales team at +33 (0)1 56 86 40 or by email at least 48 hours in advance. Please come with proof of identity and your bank details. A complete list of the spirits you would like to sell must have already been agreed with the sales team.

### HOW DO I GET PROOF THAT YOU'VE RECEIVED MY SPIRITS?

Before your spirits are put up for sale, you will receive a document confirming that they have been received in view of sale on the Fine Spirits Auction platform. This document is given to you in person if you drop off the wines at our warehouse.

If the **spirits** are sent by a courier, you will receive an email with confirmation of receipt, followed by the drop-off confirmation, sent by email as a PDF, once the bottles have been checked and integrated onto our system.



# TRANSPORT

## WHO IS IN CHARGE OF TRANSPORTING MY SPIRITS?

### Several options exist for France and abroad:

- Prepaid parcels sent with the Colissimo tracking service ("Colissimo Suivi retour"). This service is available in France, Belgium, Luxembourg, Germany, **The Netherlands**, Austria, Italy, Spain, Portugal, and Ireland.

- All-inclusive transport service: **Fine Spirits Auction**, or one of its partners (specialised courier), will pick the spirits up from your home. Service available depending on the quantity of bottles and the total value of the cellar.

- Transport by your own means: you use a transporter or drop off the spirits yourself. Should you decide to use an external transporter, we recommend you double-check that they are qualified to transport spirits and to take out ad valorem insurance for the bottles. We request that you also send us the details (transporter name and delivery date) before delivery, as well as a list of the contents of the parcels, so that we can confirm they have all arrived safely.

Our teams will be able to advise you on the best solution for you.

## HOW MUCH WILL IT COST?

The cost of transporting your spirits will vary depending on the quantity and value of the bottles that you would like to send, as well as your location.

## ARE SPIRITS INSURED DURING SHIPPING?

All of the transport services that we offer are insured for the total value of the spirits (ad valorem insurance). Should your spirits be damaged during shipping, they will be reimbursed to the median value of the estimate given (low and high estimate).

## DO I NEED TO PREPARE SPECIAL PACKAGING FOR SHIPPING?

Whatever form of transport you choose, the **spirits** must travel in protective packaging. Should you choose the Colissimo service or collection by Fine Spirits Auction, we will provide you with the special packaging. For the other options, you are responsible for sourcing the necessary packaging (wooden cases or cardboard boxes).

# AUCTION

## WHEN WILL MY SPIRITS BE PUT UP FOR AUCTION?

One online auction is organised every **six weeks** on Fine Spirits Auction. Expect a period of three weeks to a month between receipt of your spirits at our warehouse and them being placed for auction. You will be notified of their auction opening date by an email also containing the appraisal report for your bottles, and a sales order to be signed electronically.

## HOW LONG DOES THE AUCTION LAST?

Each auction lasts around **three weeks**. During this time, your spirits have maximum visibility and exposure on our website.

## WHAT ARE THE SELLERS' FEES?

Sellers' fees are 12.5% excluding tax (15% including tax). This includes storage fees, appraisal, the creation and publication of the online catalogue (with photo and description).

If you are a partner of La Maison du Whisky, you will benefit from a preferential rate of 9.5% excluding tax (11.4% including tax).

## CAN I FOLLOW THE SALE OF MY SPIRITS IN REAL TIME?

Through your Fine Spirits Auction account, your spirits will be tracked so that you can follow the progress of each lot as the auction proceeds.

## WHAT HAPPENS IF SOME OF MY SPIRITS AREN'T SOLD?

If your spirits aren't sold during the auction, they will automatically be placed back for sale in two new auctions, with no extra fee incurred.

After three unsuccessful auctions, the unsold lots will have a 10% decrease of their reserve price.

After six auctions, a further 10% decrease will be applied to the new reserve price.

## CAN I COLLECT ANY UNSOLD LOTS?

Once an auction has closed, you can retrieve your unsold bottles with no extra fees charged, except possible shipping costs. Simply let us know what you would like back by sending an email to [info@iwa-auction.com](mailto:info@iwa-auction.com). To pick the bottles up directly from our warehouse in Colombes (Paris), the unsold bottles will be made available for one week. An appointment must be made at least 48 hours before the desired collection date.





