"THE FBICC ANNUAL FLOW BLUE & MULBERRY AUCTION"

CONVENTION LIVE & ONLINE PUBLIC AUCTIONS

KEY FEATURES & PROCESS

GENERAL INFORMATION

Background

In the past, the Flow Blue International Collectors' Club (FBICC) conducted a "private" auction at its convention each year, with participation only available live on-site and only open to Club members/convention attendees. These live/private convention auctions were very successful but, as Club membership and convention attendance became smaller over the years, so did the quality and number of auction consignments.

In 2025, a new "live and online public convention auction model" was implemented, partnering with a professional auctioneering firm (the "Auction Company") to implement, manage and conduct the auction at the Club's annual convention. Under this model, in addition to the auction being conducted as a live on-site sales event, it is also accessible online (world-wide) for viewing and bidding, and open to both Club members (in-person or online) as well as non-members (i.e., the general public) via the auction company's online software platform. This auction model proved to be very successful in increasing the quality/number of auction consignments, bidder/buyer participation and sales results, added interest in Flow Blue and Mulberry china, and is being continued.

Key Features & Process

The "key" features of the Club's convention live and online public auction model include:

- To assure the continued high standard for auction lots, only Flow Blue and Mulberry (as authenticated by the Club's Jury Review Process) will be allowed for the auction, with damage/restoration conditions (as found) noted in the Auction Catalog.
- The number of auction lots consigned/accepted will be capped at approximately 300 catalogued lots, with first priority for consignments given to Club members.
- Consigned auction lots will initially be "screened" by the Club Auction Committee to assure they will meet Jury Guidelines, are of sufficient quality and estimated value, and the number of consigned lots may be limited per consignor to assure maximum participation and variety of consignments.
- Consignors may begin submitting auction lot consignments to the FBICC Auction Coordinator at any time, but not later than April 30 of the year of the convention, or whenever that year's auction lots goal is met, whichever comes first. Consignor presence at the convention is not required to consign for the auction.
- The Consignment Sheet blank form (Excel) and a "sample" will be available for review and use on the Club's website (www.flowblue.org) under the Resources – Public Auctions area. Along with the Consignment Sheet, photos (.jpg) of

individual lots must also be submitted to the FBICC Auction Coordinator, for use in developing the convention Auction Catalog. Photos of consigned auction lots must have a white background and provide different views of each auction lot (including any damage/restoration conditions) for reviewers to consider.

- Consignors will have three (3) options for physically submitting their auction lots for the Club annual convention auction: (1) personal delivery to or shipment of lots directly to the Auction Company prior to the convention; (2) make other arrangements with the Auction Company to pick up consigned lots from the consignor prior to the convention; or (3) consignors may bring their auction lots to the Club's annual convention for check-in prior to auction set-up (most consignors, especially those attending the Club's annual convention, will select this preferred option).
- The Auction Company will charge consignors a standard auction commission on sales, with no (0%) commission charged to consignors on any lot that does not sell at the auction. Consignors may request a "reserve" on individual lots (i.e., minimum final bid that they will accept), but for not less than $250 per auction lot. Unless other arrangements are made between the Auction Company and individual consignor, the Auction Company will return any unsold auction lots to the consignor following the convention auction (at the consignor's cost).
- The Auction Company will handle auctioneering/clerking/buyer payment collection/consignments security and shipping for sold auction lots. Within thirty (30) days following the annual convention auction, the Auction Company will issue payments to consignors for their net auction proceeds (i.e., sales price less auctioneer's commission) on all auction lots consigned and sold at the auction.
- The minimum bid accepted per auction lot will be $50. Live/on-site bidders/buyers may be charged a buyer's premium for their auction purchases. Online and absentee bidders/buyers will be charged a higher buyer's premium for their auction purchases (related to higher costs of the online software platform), plus shipping costs and sales tax (as applicable). A portion of the buyer's premiums will be reimbursed to the Club as compensation for assisting with and hosting the annual convention auction.
- The Auction Company will finalize and make available (online) a complete Auction Catalog, no later than 30 days prior to the Club annual convention auction. This Auction Catalog (including all auction lots with descriptions and photos as well as individual price range estimates) will be posted online, so that online registration and bidding can commence starting 30 days prior to and continue through the live/on-site convention auction. Bidding on each auction lot will then be concluded with the highest (hammered down) winning bid during the live/on-site convention auction.
- Unless opting for online or absentee bidding and pre-registering online with the Auction Company, live/on-site convention auction attendees/bidders may register on Friday or Saturday at the convention auction previews.
- Winning auction bidders/buyers (both on-site and online/absentee) will pay for their purchases directly to and by a method (i.e., cash, check or credit card) as specified and accepted by the Auction Company. As a "public" auction, buyer purchases will be subject to State sales tax (unless the purchaser has and provides sales tax wholesaler exemption documentation). All sales tax collection and remittance will be handled by the Auction Company.
- Shipment arrangements for auction purchases will be handled as prescribed by the Auction Company via multiple options made available to auction buyers.

- Questions regarding all aspects of the annual convention auction may be directed to the Auction Company, or the FBICC Auction Coordinator.

Along with this General Information, annual convention auction specific updates and will be posted on the Club's website (www.flowblue.org) under the Resources – Public Auctions area. Please refer to that information for pertinent details about each year's convention auction, as well as to view photos of consigned auction lots that will be available.