

# Acceptance & Submission Guidelines

# CARTOGRAPHY

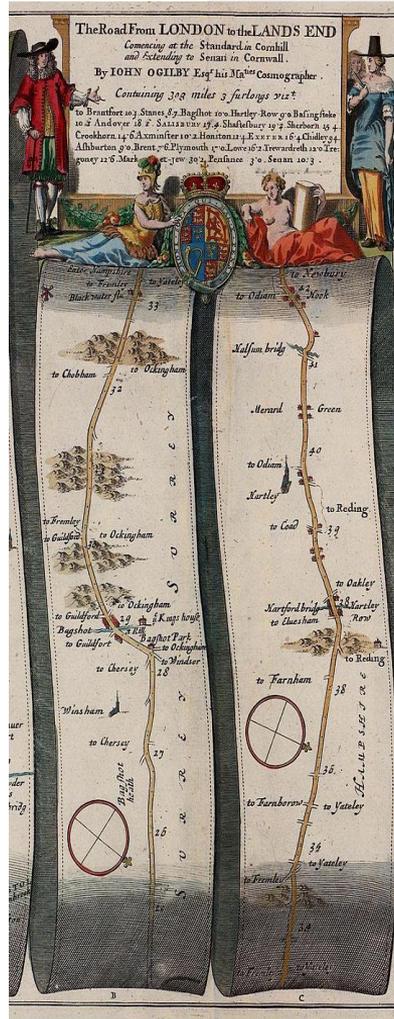


# Premium Positioning Cartography

Catawiki is your entry into the world of fine map collections.

We auction interesting and attractive maps, views and atlases of **premium** quality

that are hard to find and appealing to **passionate** collectors.



Because potential buyers come to Catawiki looking for special and rare maps, our **in-house experts select every item** for our auctions, ensuring they are of **premium quality** and are presented in the best possible way.

We do this because we aim to keep our bidders **excited**, allowing them to find the maps and atlases they're **interested in** as well as ensuring our sellers have great **selling experiences**.

At Catawiki, we move constantly forward. Our positioning is evolving to a strong premium segment which opens more opportunities for success for us and for you.

From the 14 million visitors that come to our platform every month, we gain valuable information on what they are passionate about and what they prefer to buy.

With your help, we want to make sure we continuously meet this demand and offer the special objects that our growing number of bidders are excited about and want to buy.

In these guidelines, we've defined what the special pieces are that bidders look for in our auctions. We'll also state what we require from you to successfully place them in auction. These guidelines serve to create a level playing field between all our sellers.

We will be happy to make room in our auctions for your lots that meet this high quality demand, and we will aim to shape ourselves to better fit you.

Our experts and account managers will be fully supporting and guiding you for success on Catawiki.

Thank you for being with us on this exciting journey!

## Product Guidelines

Bidders on Catawiki look for scarce and interesting maps and atlases that are hard to find.



For our auctions, we seek and select maps, atlases and engraved views\* of any age that are:

- ◆ **scarce**, with limited availability in bookshops or online map retailers (with platforms like vialibri.net as reference)
  - ◆ **of interest to collectors** usually because they include one or more of the following:
    - **fine and scarce maps**
    - **quality illustrations or engravings**
    - **early printings or important geographical developments**
    - **hand coloured or quality lithographs**
    - **comprehensive information**
  - ◆ in at least **good condition**
  - ◆ **worth an estimated minimum value of €75** to ensure the overall attractiveness of the auctions
- \*a 'view' is an engraving of a geographical location or city

- ◆ We seek books, maps, atlases and views that are rare and unlikely to be found in regular bookshops or on retail websites. They are only available in very limited numbers and are scarce enough to be sought out.

An item with very few copies available is more likely to be of high value and to be attractive to buyers.

We encourage you to use free reference platforms to determine the scarcity and retail value, e.g.

<https://www.maprecord.com/AntiqueMapPriceRecord.html> or  
<http://www.oldmaps.com/default.asp>

We also use rarebookhub.com to compare historical auction records.

An item with more than 20 copies available or an average retail value under €60 is not suitable for our dedicated auctions.

The screenshot shows the OldMaps.com website interface. At the top left is the OldMaps.com logo. Below it is a 'Sign In' button. A vertical sidebar on the left contains a list of navigation links: Advanced Search, Keyword Search, Resources, Subscribe, Renew Subscription, Subscription Rates, Institutions, Valuing Old Maps, and About AMPR. Below this sidebar is a promotional banner for 'NEW EDITION NOW SHIPPING!' featuring the book 'COLLECTING OLD MAPS' and the website CollectingOldMaps.com. The main content area has a header 'Antique Map Resources' with sub-links 'Map Price Guide • Digital Images • Resources'. Below the header is a section titled 'What are your Antique Maps worth?' with the subtitle 'Find the value of antique maps, charts, globes and atlases'. A small text box states: 'Oldmaps.com is the only price guide devoted to helping you find the value of antique and old maps, charts, atlases and globes.' Below this is a banner for 'MapRecord Publications Software solutions for collectors' with a navigation menu: Home, About, Products, Bibliographies, Map Dealers, Contact Us. The main section is titled 'Antique Map Price Record' and contains two paragraphs of text. The first paragraph states: 'The *Antique Map Price Record* is now owned and maintained by OldMaps, LLC. Please go to the [OldMaps.com](http://OldMaps.com) web site for information on accessing data about the antiquarian map trade (including the *Antique Map Price Record* data) that is available in this online database.' The second paragraph states: 'The *Antique Map Price Record* was begun in 1983 by David C. Jolly, who published a volume that combined data from the catalogs of 25 map dealers in the US, Canada and Europe. This volume (originally published under a longer title: *Antique Maps, Sea Charts, City Views, Celestial Charts & Battle Plans - Price Guide and Collectors'*

# What we need

- ◆ To be of interest to collectors and suitable for our auctions, all cartography lots needs to be authentic, and at least uncommon.
- ◆ The print, engraving, map or view needs to be a good clean impression.
- ◆ The condition should be of high quality. Hand coloured illustrations are most popular.
- ◆ Atlases should be complete and the contents should be in at least reasonable condition.
- ◆ A collection of reference works should be on a similar subject to make an interesting group.
- ◆ Maps, prints, views and atlases produced after 1900 are less likely to be of interest.

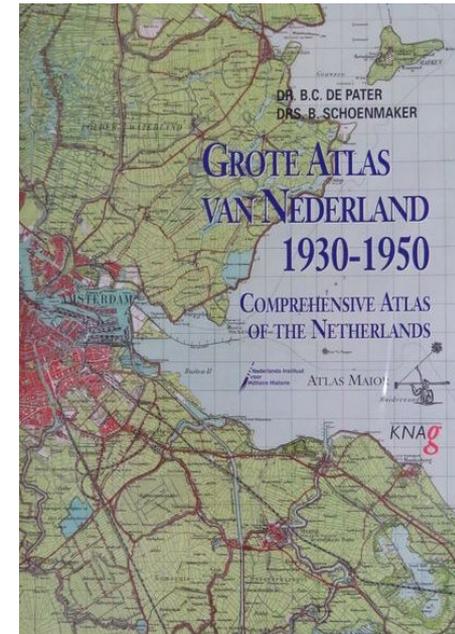
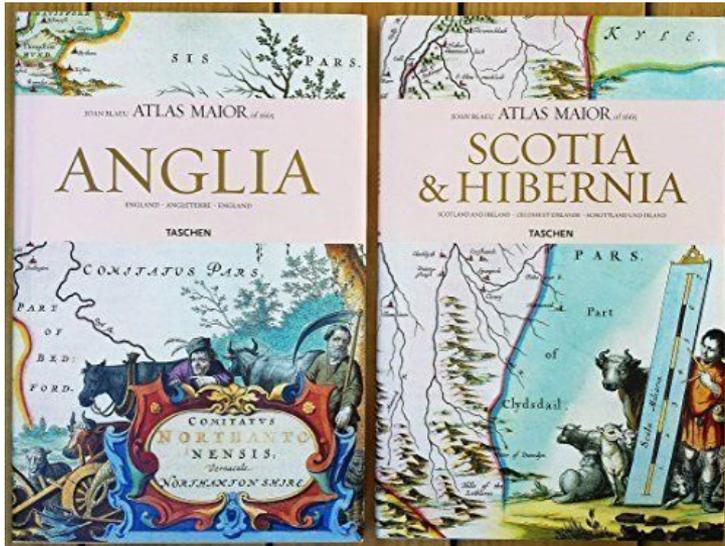


Significant geographical changes or anomalies can make a map popular. For example, when California was first represented as being part of the mainland rather than an island.

# Facsimiles and cartographic objects

Some of our bidders are also looking for facsimiles of maps that are very rare or expensive.

- ◆ A facsimile is a recent accurate copy of an early work (it will look the same - not just a modern version).
- ◆ Facsimiles must be high quality reproductions of scarce and important maps.
- ◆ A reprint of an ordinary atlas is not a facsimile.
- ◆ Cartographic objects can also be interesting to collectors.



# Subjects that are particularly in demand

◆ Subjects that are typically of interest to collectors are:

- attractive views of cities
- world maps
- maps of continents
- atlases from before 1900
- colonial maps
- sea charts
- cartography objects





## Condition Classification:

- ◆ **Excellent condition:** Slight traces of wear, only outside the map image.
- ◆ **Good condition:** Slight traces of wear such as spots and tiny tears on the map.
- ◆ **Reasonable condition:** Traces of wear and damage to the map.
- ◆ **Poor condition:** The map is incomplete.



## Condition is of utmost importance

Usually, the newer the map, the better the condition must be. A 16th century map in poor condition will still have value. A map published recently needs to be near perfect.

Please make sure that you **mention all flaws** and also **include photographs** clearly showing any flaws. This helps to avoid buyer returns.

## Condition Classification:

- ◆ **As new:** In the same condition as when it was published.
- ◆ **Fine:** Approaches the condition of 'As new', but without being crisp. The atlas may have been opened and read, but there are no defects to the atlas, jacket or pages.
- ◆ **Very good:** Shows some small, **insignificant** signs of wear and tear on either the binding or paper.
- ◆ **Good:** The average used worn atlas that has all pages or leaves present.
- ◆ **Fair:** A worn atlas that has complete text pages but may lack endpapers, half-title, etc. (which must be noted). Binding, jacket (if any), etc., may also be worn.
- ◆ **Poor:** Sufficiently worn. Any missing maps or plates should still be noted. This copy may be soiled, scuffed, stained or spotted and may have loose joints, hinges, pages, etc.

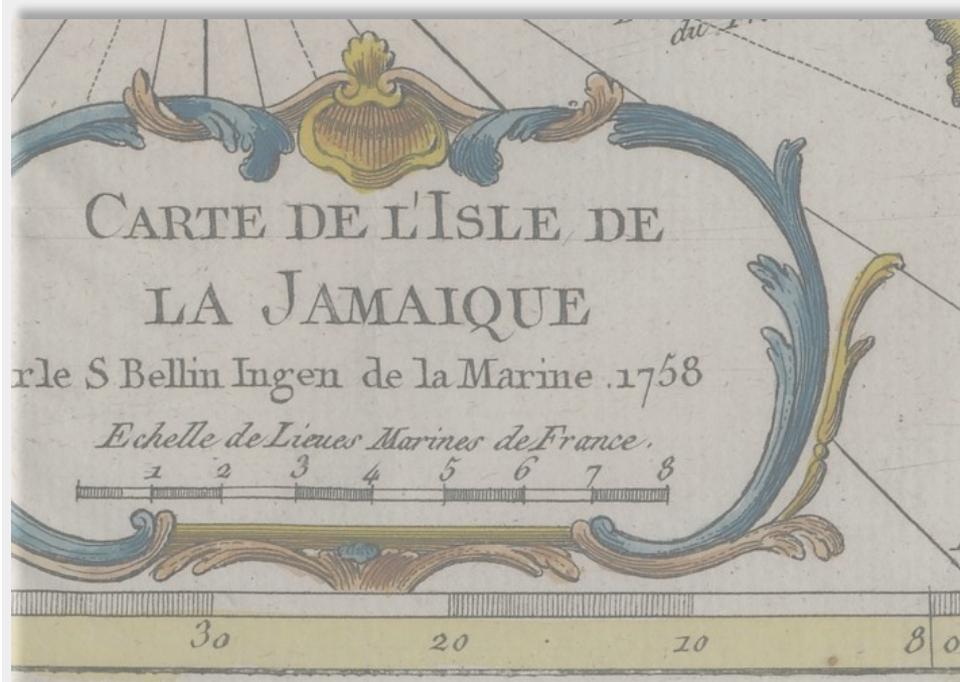
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## Submission Guidelines

Potential buyers are more likely to bid on lots with a good description, all relevant information displayed clearly and, of course, beautiful photos.



### Lot Description

To help encourage potential buyers to bid on your lot, you should include a detailed description of your object(s) which should be thorough and honest.

# Submission Guidelines - Lot Details

Please make sure you always provide the following key information:

- Country (current geographical location) *eg: Italy*
- Geographical specification *eg: Piedmont Region*
- Mapmaker/publisher Abraham Ortelius
- Map/book title Italiae Novissima Descriptio
- Period 1581-1600
- Condition Good
- Technique Etching
- Height and width of the image 53 x 37 cm
- Additional information *Publication: Theatrum Orbis Terrarum*



## Image Guidelines

Including strong photographs is key to catching buyers' eyes, ensuring they bid on your lot.

Of course, buying online means potential bidders do not get a chance to see your lot in person, therefore detailed and high quality photographs are very important.

*Imagine you were buying the lot - what photography would you like to see?*



To allow our experts, as well as our bidders, to get the right impression of an item, we require a minimum of 3 high quality photos that adhere to the guidelines described on the following slides.

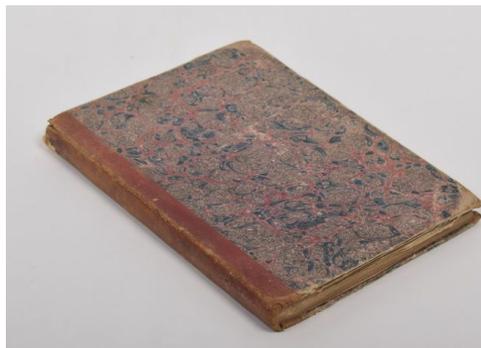
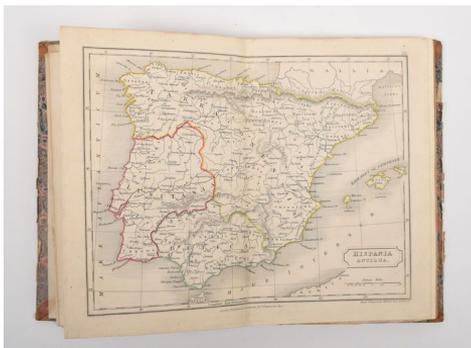
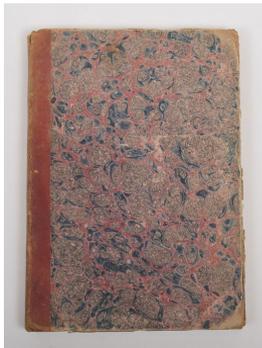
# Image Guidelines for Single Sheet Maps

- Provide a minimum of 3 photos that show the complete map or sheet (including the edges) from the front and back and a close-up of any interesting features - particularly the cartouche (publisher details)
  - Note: successful sellers typically provide at least 7 photos
- Include clearly readable close-up images of details of the map, including writing, signatures or stamps and a close-up of the edges, clearly show any flaws or damages to accurately reflect the condition
- Make sure you use a plain, neutral (ideally white) background
- Avoid any self-portraits, hands or fingers in the photo



This is  
the  
cartouche





The same suggestions that were made for sheet maps apply, but in addition we need:

- a photograph of the title page - showing printing and publishing details
- for an atlas or reference work, any interesting illustrations/plates
- for a collection or set of books, it is important to include a photograph showing all of the books together

