

# Acceptance & Submission Guidelines

Sports Memorabilia



# Sports Memorabilia Premium Positioning

At **Catawiki** we auction

sports memorabilia and sports related items  
of **premium quality**

which are hard to find and appealing  
to **passionate sports enthusiasts**.

Because potential buyers come to Catawiki looking for special, authentic and rare sports related items, our **in-house experts select every piece of memorabilia** 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 engaged, excited and successful in finding the pieces they're interested in** and ensure our **sellers have great selling experiences** with Catawiki.



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 Sports 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

At **Catawiki** we auction

sports memorabilia of **premium quality**

this is appealing to **passionate** sports enthusiasts and **collectors**.



For our auctions, we seek and select items that are:

- authentic and collectable such as match issued or worn sports gear, signed photographs or racing car parts
- made or licensed by the copyright owner of the trademark
- related to major sports events or a world championship series
- proven to be used or worn during a match by an athlete
- proven vintage objects from famous clubs or teams
- hand-signed by actual athletes with their original signature
- And that have a minimum lot value of €50.



# Collectable sports memorabilia items

For our auctions, we seek authentic collectable sports items that are related to major sports events, a world championship series or that have been owned or match worn by athletes, including:

- hand-signed authentic football items such as jerseys, shoes, footballs or keeper gloves
- hand-signed authentic sports items such as boxing gloves, boxing trunks, basketballs, basketball jerseys, tennis rackets, tennis balls, baseball caps or team wear
- match worn or issued items such as jerseys, shoes or gloves
- vintage unsigned football jerseys from famous clubs pre-2000 and vintage sports equipment
- unsigned sports books and biographies that are out of print or released in limited edition
- official and authentic licensed items such as Olympic torches or limited edition merchandise
- hand-signed photographs
- original motorsports (body-)parts obtained from crash sites
- sports related artwork

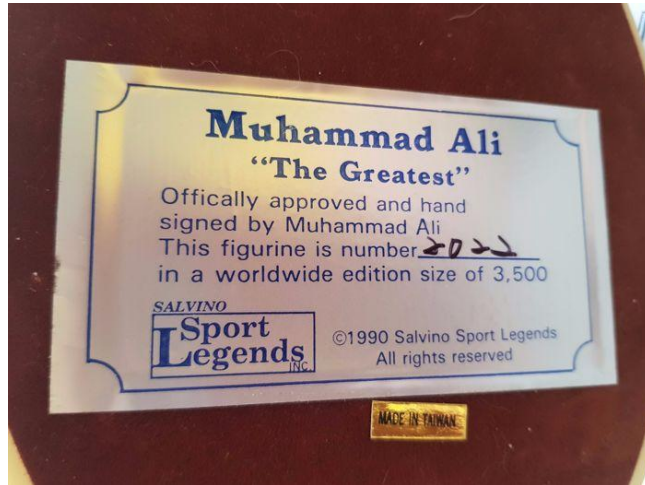
Items that are not suitable for our auctions include:

- × items with embroidered, stamped, autopen, preprinted or secretarial signatures
- × items with multiple signatures (no more than 4 signatures)
- × non-licensed replicas
- × counterfeit, unofficial or unregistered items
- × generally available merchandise items bought online or at a club or fan shop



# Sports memorabilia that was made or licensed by the copyright owner of the trademark

- Collectable and interesting items that are specially made in a limited quantity
- Items related to major sports events, a world championship series, a team or an athlete



# Items with a proven original hand signed signature

- Authentic and personally hand signed by the signee themselves – not a reprint, autopen or secretarial signature
- Preferably with photo proof of the signing taking place and a certificate or letter of authenticity from a worldwide trusted and respected authenticator



# Examples of trusted authentication certificates

PSA/DNA	USA	<a href="https://www.psacard.com/">https://www.psacard.com/</a>
JSA Authentication	USA	<a href="https://www.spencelo.com/">https://www.spencelo.com/</a>
Upper Deck	USA	<a href="http://www.upperdeck.com/">http://www.upperdeck.com/</a>
Icons	UK	<a href="http://www.icons.com/">http://www.icons.com/</a>
Steiner	USA	<a href="https://www.steinersports.com/">https://www.steinersports.com/</a>
TriStar	USA	<a href="http://www.tristarauthentic.com/">http://www.tristarauthentic.com/</a>
Panini Authentic	USA	<a href="http://www.paniniamerica.net/">http://www.paniniamerica.net/</a>





# Condition

## How to correctly describe condition:

- The condition of an item is very important to a collector
- Items in a poor condition are only accepted if they are very rare
- New/as new – in the same condition as originally sold/received/obtained
- Very good – shows some small insignificant signs of wear and tear
- Good – shows typical wear or slight colour loss
- Fair – worn condition, no loose embroidery, stitches, labels or tags
- Poor – sufficiently worn, loose embroidery, stitches, labels or tags, UV/sun colour faded, significant colour loss



# 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). This should be thorough and honest, and follow the guidelines on the next page.



# Submission Guidelines

If you are using our website to upload your lots, tips will appear to give you guidance about what information we need to know about your lot. The fields that you fill in help to present the information in a way that's easy for the buyer to read.

## The required information includes:

- name of athlete, team and/or club
- if the item is signed or unsigned
- if the item is with or without an international respected certificate of authenticity (whether the item is signed)
- if the item is framed or unframed
- size of the item (size jersey/shoe or size photo/frame)
- condition of the item



# Submission 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.

## Photographs

To allow our experts, as well as our bidders, to get the right impression of an item, we require:

- a 360 degree view of the item
- close-ups of important details, according to the guidelines on the next page



# Image Guidelines

- Photograph your item in front of a plain and neutral background, preferably a white wall.
- Make sure you avoid any distractions in the background, such as an interior or outdoors. Photos should show nothing else except the item(s) you want to put up for auction. Please avoid any self-portraits. We won't accept images in which the object is held by a person.
- Use your own images of the item(s). Do not use photographs from the internet or do not copy images of lots from other sellers.
- Bidders are interested in seeing as many details as possible. Therefore, please always include images of the back, bottom, top, sides and from the inside where applicable. In case of several items in one lot, please photograph all the offered items together as well as every item separately.
- Provide specific sharp close-up images of all details, signatures and logos.
- Include high-resolution photos of all labels found in any jersey, jacket, shoe etc. If these photos are not provided the lot will be sent back.
- Signs of wear and tear or (minor) damage must be very clearly shown in the images. Include sharp detailed images of repaired or restored parts.





Thank *you.*