

Acceptance & Submission Guidelines

Taxidermy and Natural History



Taxidermy Premium Positioning

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

Authenticity – Quality – Legal Compliance

At **Catawiki**, we auction taxidermy and natural history items that are often unique, hard to find, and guaranteed to appeal to the **passionate enthusiast**.

We do this because we aim to **keep our auctions interesting**, allowing buyers to **find pieces they're looking for**, and ensuring our **sellers have a satisfying selling experience**.



At Catawiki, we are constantly moving forward. Our positioning is evolving to a strong premium segment which opens more opportunities for success for everyone.

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 are looking to buy.

With your help, we aim to make sure we continuously meet this demand, by offering the special items that our growing number of bidders are excited by and want to purchase.

In these guidelines, we've defined what those special pieces are that bidders look for in our auctions. We also plainly state what we require from you as a seller to successfully place lots 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 which 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 guide you to success here on Catawiki.

Thank you for being with us on this exciting journey!



Product guidelines

At Catawiki we auction **taxidermy and natural history** pieces from all corners of the world.



For our auctions we source and select pieces:

- of all kinds, both vintage and antique
- that have been more recently prepared
- of any species that are in compliance with CITES regulations
- that show the best quality craftsmanship
- that are in good condition
- that have a minimum lot value of €75



Regular taxidermy items of all kinds

For our dedicated auctions, we seek a wide range of vintage and antique, as well as more recently prepared taxidermy items, including:

- full-body mounts, head and shoulder-mounts
- skulls, full and part-skeletons (articulated or ready-to-assemble)
- prepared skins; with and without the head
- turtle carapaces
- jaw sets, teeth and claws
- marine specimens such as corals and sea snail shells
- cased and framed insects and butterflies
- best quality true-to-life reproductions or replicas



CITES Regulation

CITES legislation is the control mechanism governing the worldwide trade in endangered species. The legislation was enacted within the EU in 1974/5. This legislation is considered retrospective, i.e. it concerns anything made from June 1947 until now (the age 'threshold' set by the CITES authorities). Worked items before this date are considered antiques (and are described as 'pre-1947').

CITES regulations cover a wide range of wildlife and plant species, including all parts and derivatives (i.e. items made from them).

The impact of trade on a species population status governs the scope of the protection and restrictions on trade. National rules Note: different countries within the EU may also have their own national CITES rules and regulations. Individual States' Wildlife Authorities should be contacted if in any doubt.



More info about CITES regulations you find [here](#)



Taxidermy of any species in compliance with CITES

At Catawiki we take our CITES responsibilities very seriously, to protect sellers and buyers alike, but most of all to help protect the world's wildlife.

We only offer up for auction CITES-protected species, i.e. Appendix I and/or Annex A in the EU, providing they are accompanied by their respective **Article 10 Certificates**, permitting **Commercial Use** of the specimen.

Please be sure to attach readable images of any Article 10 as part of your photographs when submitting. Don't forget to enter the certificate's reference numbers in your lot description.

Please note that CITES Appendices II & III, Annex B species, require proof of legal origin.



To ensure your items are suitable for submission, please go to www.speciesplus.net for details about specific species.



CITES Appendices

	Meaning	Required documents
Appendix I	includes species threatened with extinction .	<ul style="list-style-type: none">Inside the EU Trade is only allowed with an Article 10 Certificate ('Commercial Use')An export permit or re-export certificate issued by the Management Authority of the State of export or re-export is also required. <i>*An export permit may be issued only if the specimen was legally obtained; the trade will not be detrimental to the survival of the species; and an import permit has already been issued.</i> <i>*A re-export certificate may be issued only if the specimen was imported in accordance with the provisions of the Convention</i>An Import permit issued by the Management Authority of the State of import is required. <i>*This may be issued only if the specimen is not to be used for primarily commercial purposes and if the import will be for purposes that are not detrimental to the survival of the species.</i>
Appendix II	includes species not necessarily threatened with extinction , but in which trade must be controlled in order to avoid utilization incompatible with their survival.	<ul style="list-style-type: none">An export permit or re-export certificate issued by the Management Authority of the State of export or re-export is required. <i>* An export permit may be issued only if the specimen was legally obtained and if the export will not be detrimental to the survival of the species.</i> <i>* A re-export certificate may be issued only if the specimen was imported in accordance with the Convention.</i>No import permit is needed unless required by national law.
Appendix III	contains Species included at the request of a party that already regulates trade in the species and that needs the cooperation of other countries.	<ul style="list-style-type: none">In the case of trade from a State that included the species in Appendix III, an export permit issued by the Management Authority of that State is required. <i>*This may be issued only if the specimen was legally obtained</i>In the case of (re)export from any other State, a certificate of origin issued by its Management Authority is required.

CITES Annexes

	Meaning	Required documents
Annex A	All CITES Appendix I species	<ul style="list-style-type: none"> Inside the EU trade is only allowed with an Article 10 Certificate ('Commercial Use') An export permit or re-export certificate issued by the Management Authority of the State of export or re-export is also required. <p><i>*An export permit may be issued only if the specimen was legally obtained; the trade will not be detrimental to the survival of the species; and an import permit has already been issued.</i></p>
	Some CITES Appendix II and III species, for which the EU has adopted stricter domestic measures	<p><i>*A re-export certificate may be issued only if the specimen was imported in accordance with the provisions of the Convention</i></p> <ul style="list-style-type: none"> An Import permit issued by the Management Authority of the State of import is required.
	Some non-CITES species	<p><i>*This may be issued only if the specimen is not to be used for primarily commercial purposes and if the import will be for purposes that are not detrimental to the survival of the species.</i></p>
Annex B	All other CITES Appendix II species	<ul style="list-style-type: none"> An export permit or re-export certificate issued by the Management Authority of the State of export or re-export is required <p><i>* An export permit may be issued only if the specimen was legally obtained and if the export will not be detrimental to the survival of the species.</i></p>
	Some CITES Appendix III species	<p><i>* A re-export certificate may be issued only if the specimen was imported in accordance with the Convention.</i></p> <ul style="list-style-type: none"> An Import permit issued by the Management Authority of the State of import is required.
	Some non-CITES species	
Annex C	All other CITES Appendix III species	<ul style="list-style-type: none"> An export permit or re-export certificate issued by the Management Authority of the State of export or re-export is required. <p><i>* An export permit may be issued only if the specimen was legally obtained and if the export will not be detrimental to the survival of the species.</i></p>
	Some non-CITES species	<p><i>* A re-export certificate may be issued only if the specimen was imported in accordance with the Convention.</i></p> <ul style="list-style-type: none"> An Import permit issued by the Management Authority of the State of import is required.
Important: EU applies stricter rules. Depending on whether the EU is destination or origin, Check what is needed for the EU and what for the third country.		

Requirements in submissions for:

Appendix I

Annex A

Add a clear and legible photograph of the **Article 10 Certificate** to the lot

and

Including extra close-up photo of:

- Paragraph 1 (Full **name and address of the holder** of the certificate)

(By law, Article 10 Certificates must be in the name of the person owning and/or selling the item in question.) If selling on behalf of the owner named on the certificate, the certificate must be accompanied by the owner's written authority.

- Paragraph 19(b) ('**Commercial Use**')

Appendix II

Annex A



Requirements in submissions for:

Appendix II Annex B

Wildlife Trade Regulations require with **Appendix II / Annex B** species that you provide documentary evidence of the legality of the trade.

Therefore, Catawiki requires, for Appendix II / Annex B species, a statement with a clear indication of its origin. Please add a clearly readable image of a proof of legal origin, such as an invoice pertaining to your lot.

or

Make sure you fill out the statement and include a clearly readable image of it to your lot.

Annex B species whose legal origin cannot be proven, are not suitable for the auction.

https://docs.google.com/document/d/14Ybu1TG63_eIHVOOWY52PuL9Y2R_zf44/edit#heading=h.gidgxs (click)

In some cases, we may ask for additional information or even proof of legal origin, such as invoices, or other documents that corroborate this ownership.

This statement /invoice/etc. will only be **used for verification** and can be deleted before the lot is put in auction, thus **it will not be publicly visible**.

Appendix III Annex C

For **Appendix III Annex C** we may ask for a statement with a clear indication of its origin.

Please make sure you always fill out the statement and include a clearly readable image of it to your lot.

In some cases, we may also ask for additional information or even proof of legal origin, such as invoices, or other documents that corroborate this ownership.

This statement will only be **used for verification** and can be deleted before the lot is put in auction, thus **it will not be publicly visible**.



Species Protection under the EU Birds Directive

The **Birds Directive** is a European Directive adopted as a response to increasing concern about the declines in Europe's wild bird populations resulting from pollution, loss of habitats as well as unsustainable use.

It is the EU's oldest piece of nature legislation and one of the most important, creating a comprehensive scheme of protection for all wild bird species naturally occurring in the Union. It recognises that wild birds, many of which are migratory, are a shared heritage of the Member States and that their effective conservation requires international cooperation.

Under the EU Birds Directive, **all bird species naturally occurring in the territory of the EU are protected**. This means they must not be deliberately killed, caught or disturbed.

Bird species that are naturally occurring in the wild state in the **European Territory** are **only suitable for the auction if:**

- If can be proven that they are born and bred in captivity.
For example a **closed foot ring** to indicate that they are not taken from the wild.
- **Species derived from hunting, wildlife management and damage control.**
Only if this can be proven: e.g. a hunting license or exemption issued for that specific species.



Species protection under the Birds Directive

	Meaning
Annex I	<p>Annex I of the Birds Directive lists species and subspecies which are:</p> <ul style="list-style-type: none">• in danger of extinction;• vulnerable to specific changes in their habitat;• considered rare because of small populations or restricted local distribution; requiring particular attention for reasons of the specific nature of habitat. <p>https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX%3A32009L0147</p>
Annex II	<p>Bird species can be hunted, however, the hunting periods are limited and hunting is forbidden when birds are at their most vulnerable: during their return migration to nesting areas, reproduction and the raising of their chicks</p> <p>https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX%3A32009L0147</p>
Annex III	<p>Overall, activities that concern commercial trade in birds, are banned. With certain restrictions, Member States can allow some of these activities for 26 species listed here.</p> <p>https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX%3A32009L0147</p>



Bird species naturally occurring in the wild in the EU

Species are only suitable for auction if it can be proven that they come from hunting, wildlife management or damage control.

- Ring-necked Pheasant (*Phasianus colchicus*)
- Mallard (*Anas platyrhynchos*)
- Common Wood Pigeon (*Columba palumbus*)
- Canada Goose (*Branta canadensis*)
- Cackling Goose (*Branta hutchinsii*)
- Western Jackdaw (*Corvus monedula*)
- Carrion Crow (*Corvus corone corone*)



Best quality Taxidermy

To be suitable for our auctions, all taxidermy needs to show the best quality workmanship, reflected in a high degree of visible craftsmanship. They must:

- show a life-like appearance (the expressions portrayed by the animal should bear close resemblance to its natural behaviour)
- have a refined professional finish
- show skilful execution
- be of lasting construction



Poorly prepared items and taxidermy with a **NON-lifelike** appearance are not considered of premium quality and not suitable for our auctions.



Condition

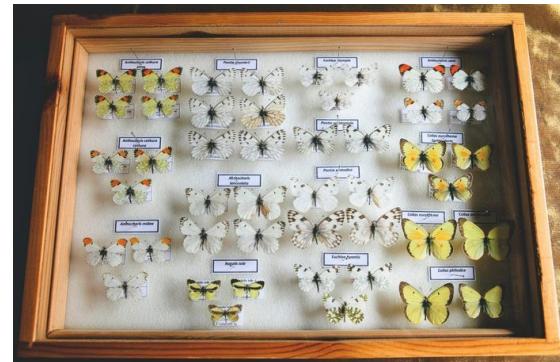
All items should be in good condition with little or no visible damage.

- Taxidermy – preserved and mounted
- Taxidermy – preserved skins, etc.
- Taxidermy – plastinated
- Wet specimen – preserved in alcohol, etc.
- Dry-preserved (e.g. butterflies and insects)
- Cleaned and bleached (skulls, bones etc.)
- Replica – in resin, plaster, fur and skin, etc.



Taxidermy (Butterflies, Moths & Insects)

Frames with one Butterfly, Moth or Insect	<ul style="list-style-type: none">• CITES Appendix II specimens can be offered as a single-specimen lot• All other specimens should be offered with a minimum of 9 Frames
Frames and Domes with <u>more than 4</u> non-CITES specimens	<ul style="list-style-type: none">• can be offered as a single-specimen lot
Frames and Domes with <u>less than 4</u> non-CITES specimens	<ul style="list-style-type: none">• All of these kinds of specimen should be offered with a minimum of 4 Frames/Domes
Scientific Collections	<ul style="list-style-type: none">• can be offered as one lot



Roedeer

Roebuck Antlers	<ul style="list-style-type: none">• Can be offered in a group > 50
Roedeer trophies	<ul style="list-style-type: none">• Can be offered in a group > 10
Head mount	<ul style="list-style-type: none">• Can be offered as single-specimen lot
Skulls	<ul style="list-style-type: none">• Can be offered in a group > 2



Sea Snail Shells

Size > 15 cm	<ul style="list-style-type: none">• can be offered as single-specimen lot
Size between 10 – 15 cm	<ul style="list-style-type: none">• minimum in groups of 5
Size < 10 cm	<ul style="list-style-type: none">• Are not suitable for the auction



Skulls & Skeletons

Mammal Skulls < 10cm	<ul style="list-style-type: none">• Can be offered in a group > 5• Are not suitable for the Auction
Mammal Skulls < 5cm	
Single specimens > 10 cm as illustrated	<ul style="list-style-type: none">• Can be offered as single-specimen lot
Skulls from common species *	<ul style="list-style-type: none">• Are not suitable for the Auction
Skeletons complete with Skull	<ul style="list-style-type: none">• Can be offered as single-specimen lot

*Common species: Red Fox, Badger, Mustelids, Bats, Small Birds



Items that are not suitable for our Taxidermy auctions

Certain items are not suitable for our auctions as they draw very little interest from our bidders or because their commercial use is banned by law. In some cases, they may better suit other categories. These include:

- ✗ all Rhino and Elephant products
- ✗ taxidermy of CITES-protected species, such as birds of prey, without a current Article 10 certificate in the name of the seller.
- ✗ all human remains, with the exception of replicas
- ✗ domesticated animal skins (such as Cow, Goat etc.)

Any taxidermy item older than 5,000 years, (e.g. Mammoth tusks) should be submitted to our **Fossil auction**.



Submission guidelines

Potential buyers are more likely to bid on lots with good descriptions, all relevant information displayed clearly and, of course, well-taken and attractive 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.



Guidelines - lot descriptions

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 the lot. The fields you fill in will help present the information in a way that is easy for the buyer to read and understand.

The required information includes:

- number of items
- specimen
- object
- scientific name
- date
- item location
- condition
- dimensions (height/length)
- weight (in grams)



If you can provide additional interesting information regarding the item you can do so in the description. Bidders are always interested in learning as much as possible about an item before purchasing it.



Submission guidelines

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

Of course, buying online means potential bidders don't have the opportunity to see your lot in real life, so 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
- A minimum of 5 images



Image guidelines

- Photos should show nothing else other than the item(s) you want to put up for auction.
- Photograph your lot in front of a plain and neutral background, preferably a solid, contrasting colour (for example black, dark grey or white).
- Be sure to avoid a distracting background, such as a shop interior or an outdoor scene. Please also avoid any self-portraits. We prefer not to accept images in which the object is held by a person.
- 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, please photograph the offered items all together in the one main image, as well as each item separately.
- Provide specific, sharp images of details such as a signature or monogram, any decorative details, a logo, title or inscription(s). Signs of wear and tear or (minor) damage should be clearly shown in your images. Include sharp detail images of repaired or restored parts if necessary.



The quality of your photo is a key factor in how well your lot perform



or



Pictures influence the decision of a potential Buyer

Since our users cannot physically hold an item when they are visiting the auctions, they can only judge based on what is presented in the photo and the lot description.

A quality photograph of your lot can give potential buyers a good idea of what the lot is like, and will influence their decision to buy it.



or



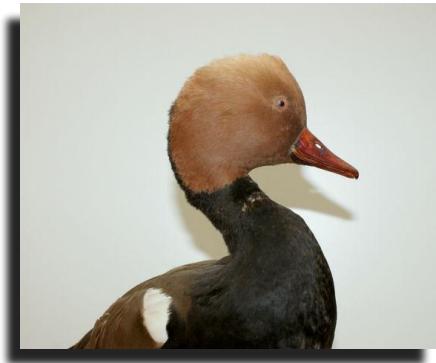
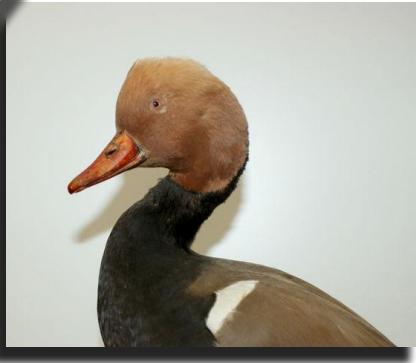
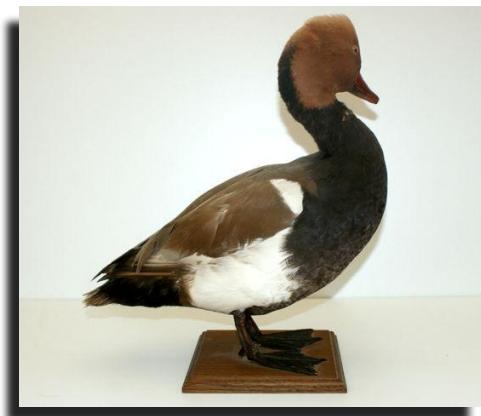
If a photo does not show the item in a good light, potential Buyers will be dissuaded from bidding.

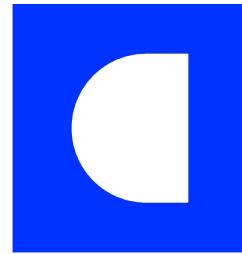


or



Image guidelines - example





catawiki

Thank you.