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Dear Carriage Sale Vendor

### Reading Carriage Sale Entries

With effect from 2020 we are introducing online bidding at all Reading Carriage Sales. This means that potential buyers will be able to bid via the-saleroom.com and i-bidder.com websites, so they will not have to be present at the sale. Bidders not only from further afield in this country, but also from abroad, will look to buy at future Carriage sales, which means that it will be possible to substantially expand the marketplace. This decision follows the successful introduction of online bidding at on-site dispersal and retirement sales that we have held across the country.

Online bidding will be available for Carriages, Harness, Sundries, and Pictures, Models & Books. It will not be available for Vehicle Parts and Saddlery & Tack.

For there to be online bidding it will be necessary to have an illustrated online catalogue available a minimum of a week prior to the sale. Every lot will need at least one photograph, as well as a full description. Online bidders may well also ask us for condition reports.

For this to happen it will be necessary to introduce the following changes for entries in those sections that will have online bidding available:

- Lot numbers will be sent out as soon as possible after an entry has been received. Once lot numbers have been received entries can then be delivered, with the deadline for delivery being 2 weeks prior to the sale. This allows time for entries to be photographed before the catalogue goes live. **All deliveries must have lot numbers attached.** For the March 2020 sale therefore, entry forms to be received no later than 31<sup>st</sup> January, and goods with lot numbers attached to be delivered no later than 19<sup>th</sup> February.
- Please describe all lots as fully as possible, including measurements/sizes where appropriate, in order to facilitate online bidding;
- If it is not possible to deliver entries in accordance with the above time scale, then good photographs of every item will need to be sent by email to arrive no later than 2 weeks prior to the sale (19<sup>th</sup> February for the March 2020 sale);
- It will not be possible to put lots online if the above timings cannot be met.

Directors: Richard H Dance      Christopher J Boreham BSc (Hons) MRICS FAAV  
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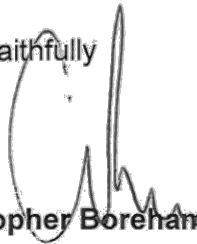
Please be aware that we do not pay out for a lot until payment has been received from the buyer. Online buyers can take some time to pay, so some sold lots may not be accounted for to the Vendor when payments are made, which is 2 weeks after the sale. Payment thereafter will be made as soon as possible after the buyer has paid us.

We are convinced that this is the way forward, as it has been for every other sector in which we operate: Antiques; Motor Vehicles; Contractors' Plant & Machinery; Agricultural Machinery; Small Tools; Etc. This will mean changes to how things are done, and inevitably there will be some teething issues, so please be aware of delivery dates and the need for good photographs and descriptions.

Another change that has become increasingly apparent is the reduced demand for printed catalogues. This trend will only continue with the advent of an online fully illustrated catalogue. We will still produce a printed catalogue, but we need to cut down on the cost of production, and we will also no longer offer a subscription service.

We look forward to seeing a rejuvenation of the market, and to working with you in the future. Please do not hesitate to contact us if you have any queries about this or any other matter.

Yours faithfully



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