

Small Works Salon/Silent Auction 2017 Frequently Asked Questions

This year we have 35 salon places. They are allocated strictly on a first come first served basis. Buy your place when you register for the symposium and don't miss out!

What is the Salon?

It's a great opportunity for symposium attendees to exhibit and sell a small piece of mosaic work in a fun and informal atmosphere. In 2015, 98% of the pieces sold and over \$6,000 changed hands.

Who can come to the salon?

Attending the salon is open to all symposium attendees (and guests if they have a guest ticket for the event) but to exhibit in the salon, you **MUST** buy an exhibitor's place

How can I enter as an exhibitor?

Buy a place when you register for the symposium on the MAANZ website. Be aware that they sell out quickly. A waitlist will be available.

What information do I need to send?

Registered salon exhibitors will be contacted by the salon co-ordinator Marian Shapiro who will tell you what information you need to send her. Exhibitors will need to send her details of their piece by July 15th.

What can I enter?

The piece must be mosaic and has to be 30 x 30 cm or smaller, but there are no other restrictions. It can be wall hanging, free standing, or mosaic jewellery. You get to set your own starting price and are responsible for the sale yourself. MAANZ takes no commission.

Does my piece have to be finished when I buy my place?

No you don't have to have a finished piece in order to buy your place, or even have started one. In fact, it's usually better not to wait as places sell quickly. Buy your place when registration opens.

Do I have to send my piece to Tasmania in advance?

No. You can bring it with you. Registered salon entrants will be contacted before the symposium and given details of when to bring their piece to the salon venue.

How does the silent auction work?

Pieces are arranged in the venue in alphabetical order of artist. Every piece has a place tag beside it showing the name of the artist, title of piece, payment methods accepted and the starting price. A bidding sheet is put out by each piece which includes the starting price as the first bid, and during the auction, interested people write their bids on the bidding sheet. You will be asked for this information when Marian contacts you. At the end of the auction, the highest bidder wins and you must sell to that bidder.

Is there a bid increment?

Yes, the minimum bid increment is \$5. This means that all bids must be at least \$5 higher than the previous bid.

What size must my piece be?

Your piece must be 30 cm x 30 cm or smaller. 3D pieces must be 30 cm x 30 cm x 30 cm or smaller. For our American friends, we'll accept pieces 12" x 12" or smaller.

Does the size limit include the frame?

Yes. The whole piece, including the frame and any non mosaicked areas **MUST** fit into the size limitations.

Why are there size limitations?

The idea of the salon is that it is for small works that you can bring easily and that buyers can put in their hand luggage and take home.

Can I submit a painting or other artwork?

The salon is for mosaic work only, but it can be mosaic of any sort: free standing, wall hanging, functional, mosaic jewellery etc. A piece which combines another medium such as paint, encaustic, fused glass or beading with mosaic is fine as long as the mosaic element is at least 50% of the piece.

Is there a theme?

No. The design is of your choice, but should be your original work, or if a copy, a copy of something which is copyright free.

Who sets the starting price?

You, the artist. The co-ordinator cannot set your price for you. As we have a bid increment of \$5, it is suggested that you set your starting price ending either in a 0 or a 5 to make the maths easier for bidders. You may also wish to take your entry fee and cost of materials into account.

How do I work out my starting price?

There are two ways of doing this. You can set a low starting price and hope that people will be so excited by the chance of getting your work for a low price that there will be a bidding war. Alternatively, you can set your starting price at the lowest price you would be happy accepting for the piece.

There is of course, no way of knowing what will happen in advance, but at the salon in 2015 we had 45 entries and 98% sold. 36 sold above the starting price. Starting prices ranged from \$10 to \$200 and over \$6000 changed hands.

Will MAANZ do the financial transaction for me?

No, sorry, this is the responsibility of the artist or their proxy and needs to be settled immediately after the auction closes. When Marian contacts you she will ask you how you wish to accept payment and this info will be on the place card displayed next to the piece.

How do I get paid?

That's up to you. Marian will ask you what means of payment you accept and that information will be on the place card next to the piece. If you say you can accept payment electronically, you must bring an appropriate device with you.

Does MAANZ take a commission?

No, all the money for the sale (apart from the entry fee) goes to the artist.

May I enter more than one piece?

Due to space restrictions and the fact that we want to give as many people as possible the chance to enter we are limiting it to one entry per person.

Must I be attending the symposium in order to put in work for sale?

Yes, you must be attending the symposium either as a registered attendee or a speaker or presenter. If for any reason, you are unable to attend the salon part of the symposium, you may nominate a proxy to register your piece and take your payment.

Who can bid on works in the salon?

Anyone who is present can bid, either for themselves or for people who are not able to be there.

FOR OUR OVERSEAS VISITORS:

Pricing - Please note that all transactions are in Australian dollars, so you need to set your starting price in Australian dollars and be prepared to accept them in payment for your piece.

Materials – Australia has very strict quarantine and biosecurity regulations, and if your piece contains wood in any form, including the frame, you will need to declare it. This also applies to other organic materials such as shells, straw, horn, etc. **Declare it when you come into the country.** If you don't declare it and it is discovered, you risk a fine and possible confiscation.

If you have any further questions, please email Marian Shapiro, the salon co-ordinator at mshapiro@dariandesign.com.au or phone her on 0404 850157