

# QUICKTEST

Park House, Greenhill Crescent,  
Watford Business Park, Watford, WD18 8PH

We are between Units 8 and 6 on the back car park  
("QUICKTEST" above the door)

Please telephone before visiting: 01923 220206

## eBay

### You want to sell on eBay but don't have time?

eBay can be an effective method of selling good-condition collectables. An item that is not saleable locally can fetch a good price in another part of the country or in another part of the world.

eBay can be a good place to move excess stock - if your items are saleable you *could* sell hundreds on eBay, see *Selling in Bulk* overleaf.

A measure of my success is that I have 100% positive feedback with a feedback rating of over 500 in February 2007 - that's good.

### The Service

My fees includes everything: taking photographs, corresponding with buyers, organising payment and posting the item, it even includes eBay charges for items that sell (though you have to pay the charges for items that *don't* sell). All you have to do is to fill in a very simple a form - see back cover.

### Fees

If you choose *not* to accept PayPal: 15% of selling price, minimum charge £6.50  
- this is a percentage of the selling price **or** £6.50, not both!

**or**

If you choose to accept PayPal: 20% of the selling price, minimum charge £7.50  
- this is a percentage of the selling price **or** £7.50, not both!

The above charge applies if the items sells, if it items fails to sell I charge £4.00 plus eBay's charges (see chart in centre pages). *It is never worthwhile selling low-value items on eBay (unless the items are free and you are doing the work yourself...purely for fun...and are happy to earn £1.00 to £2.00 per hour).*

# EVERYTHING YOU NEED TO KNOW ABOUT EBAY

(including my terms, so please read this before giving me any items to sell)

## PayPal

This is a company (owned by eBay) that enables buyers to pay by credit card. The advantage for us is that most buyers pay the same day, we don't have to wait for a cheque. The disadvantage for us is that PayPal is expensive in charges and time-consuming to operate. The advantage for buyers is that it's easy, especially for overseas buyers. You *will* get more bidders if you accept PayPal.

## How long does an auction last?

Usually seven days (though in special circumstances it can be 10 days or 3 days).

## What about payment?

When the item sells I will deduct my fee, you do not have to give me any money in advance. You get paid within a week of when I get paid - PayPal payments usually arrive the same day, payment by snail mail can take from 1 day to 6 weeks.

If the item is mechanical or electronic and you describe it as 'in working order' and it is something I cannot easily check, or if you have told me something which is difficult to verify, I will wait until I have feedback from the buyer so that I know they are not going to return it. This will delay payment for at least a few days and maybe a few weeks. *I will warn you before I do this..*

## What if the buyer doesn't pay?

This happens with about 5% of sales. Although buyers are legally obliged to pay, some don't, they simply never send the money. We send them reminders, we have to wait 60 days before giving up, you don't get your item back for 60 days *and* it will cost you the £4.00 'no sale' charge + eBay fees. This is the nature of eBay.

## Do I have to pay eBay's charges too?

Providing the item sells: **NO**, there are no other charges (see front cover).

If the item *doesn't* sell, then you pay a very nominal £4.00 for my work plus eBay's fees.

## What about postage?

The buyer pays postage on top of the amount they bid, and I take the money for the postage to cover the cost of postage. In other words, forget about the postage, it does not affect you.

## What about posting?

This is a mail order company, we post thousands of items, we will post the item, just leave the posting to us.

## What if the item does not sell?

If the item does not sell there is a no-sale fee of £4.00 + eBay's fees (see below). This must be paid within 30 days of the end of the sale (I will send you an invoice) then you may collect the item or I can return it to you at a fair or post it back to you (upon payment of postage). If you do not pay within 30 days and do not arrange postage, collection or delivery, I will, without further notice, sell the item in any way I can in an attempt to recover my costs (any money that remains will be sent to you).

Starting or Reserve Price	Insertion Fee
£0.01 - £0.99	<b>£0.18</b>
£1.00 - £4.99	<b>£0.23</b>
£5.00 - £14.99	<b>£0.41</b>
£15.00 - £29.99	<b>£0.88</b>
£30.00 - £99.99	<b>£1.76</b>
£100.00 or more	<b>£2.35</b>
for multiple item listings in £100.00 or more tier	<b>£3.53</b>

**plus**

Reserve Price	Fee
£0.01 - £49.99	<b>n/a</b>
£50.00 or more	<b>2.35% of the reserve price</b>

**plus**

I will, unless told otherwise, select just one optional extra, "gallery photograph" which I think is essential, cost is **18p**. When buyers browse categories or search with keywords they see lists of items, 'Gallery' adds a photograph by each description.

**- YOU DO NOT PAY ANY OF THESE CHARGES IF THE ITEM SELLS.**

## Re-listing

If an item doesn't sell the first time, I can re-list it. I will not do this without your permission (unless I am still waiting for payment of an invoice after 30 days). I would be happy to discuss with you possible reasons *why* it didn't sell the first time, and would 'tweak' the description and / or starting price. The usual charges apply (see front cover).

## Selling in bulk

Many companies use a system that can 'feed' items onto eBay automatically at regular intervals, so that once the original work is done there is no extra work in re-listing identical items. I use one of these systems myself.

So if, for instance, you have 100 of the latest model of techno-widget and they sell steadily at £50.00 each, simply give me a crate of them I will feed them onto eBay at the rate of a few per month or a few per week or even a few per day.

Some items are saleable in bulk lots. So instead of feeding them onto eBay in 'ones' we could sell them per box, e.g. "One box of 12 techno-widgets". The one boxful will count as one item for the purposes of my charges.

I would include, with each sale, *your* details so that the customer can contact you directly in future, so it could be good advertising even if you don't make much profit on the items - this is exactly how some large companies use eBay.

For items that do not sell my fee (see front cover) applies to the first item only, subsequent items are charged at eBay fees + £1.50.

## **Can I sell more than one item at a time even if I'm not selling 'in bulk'?**

Yes. And I will charge as if it was one item *providing it is a batch of similar items*. For instance, a dozen items which are all the same apart from the colour (or the size) can be sold as one 'lot' and will count as 'one item' for the purposes of my fees. The same will apply for similar items that require just one photograph and a simple description, e.g. "Five silver charms as photographed"

## **Can I set a 'reserve' price?**

eBay's rules are very complicated, the short answer is: yes.

The long answer is somewhat longer, as follows.

We must always set a starting price. No bids will be accepted under this price, this is the price at which bidding must start. A rare and valuable item *will* sell for a few hundred pounds, even if you set a starting price of 99p. But if you want to be *certain* it won't sell for too little, you can set a high starting price.

For amounts over £50.00 you can also (if you wish) set a reserve price - this must be higher than the starting price.

The obvious question is: But Why?!

Answer: it's purely psychological. The buyers can see the starting price but cannot see the reserve price (the reserve price is always a secret). It's the same as a real auction where the auctioneer starts the bidding at £5.00 even though everyone knows there must be a high reserve price under which it cannot be sold.

On eBay there's one drawback. Any Reserve Price of £50.00 or more is subject to a 2.35% charge if the item does *not* sell, and I pass this charge on to you.

## **Who keeps the goods during the auction?**

I do. This is for three reasons. I need the items to take the photograph. I need the item to answer questions from potential buyers. I need the item because I am legally obliged to sell it to the winning bidder even if you change your mind about selling it.

On the form on the last page  
write a very brief description.

I require merely *information*,  
especially anything historical or technical,  
I do not require an essay.

e.g. "*This was a present from my Great Grandfather to his wife on the occasion  
of the birth of their son who was later to become the Earl of Watford*"

e.g. "*Compatible with models B6 & C5 but not the older series-A models*"

The easiest, quickest and most secure address  
for correspondence and parcels up to 2Kg is:

QUICKTEST  
PO BOX 180  
WATFORD  
WD19 5JD

For visitors (please telephone first!) and for parcels over 2Kg

Raffi Katz  
Quicktest  
Unit 68  
Park House  
15-19 Greenhill Crescent  
Watford Business Park  
Watford  
WD18 8PH

Return postage must be paid on unsold items if you cannot collect.

Telephone 01923 220206. email [raffi@quicktest.co.uk](mailto:raffi@quicktest.co.uk)

## OPTIONAL EXTRAS (for enthusiasts only - please feel free to ignore this page)

Unless told otherwise I will include GALLERY (18p) and one standard-size photograph (free),

Tick any additional feature you would like.

### Listing Upgrade Fees

<a href="#">Gallery</a>	<b>£0.18</b> - I will include this unless you tell me otherwise (When buyers browse categories or search with keywords they see lists of items, 'Gallery' adds a photograph by each description)
<a href="#">Gallery Plus</a>	<b>£1.12</b> (good idea for expensive items, When eBay users mouse over your listing in search results, a large pop-up window will open with a supersized picture of your item)
<a href="#">Gallery Featured</a>	<b>£18.74</b> (use this for any item that you think is very rare and should fetch hundreds of pounds, puts your item at the top of the page)
<a href="#">Item Subtitle</a>	<b>£0.35</b> (good for adding extra information that people will see whilst browsing the lists of items for sale)
<a href="#">Buy It Now</a>	<b>The Buy It Now fee is charged based on Buy It Now price in £:</b> <b>£0.01-£4.99: £0.06; £5.00-£14.99: £0.12; £15.00-£29.99: £0.18; £30.00+ £0.29</b> (this offers customers the chance to buy it immediately, for a set price, without having to wait for the auction to finish)
<a href="#">List in Two Categories</a>	Double the insertion and listing upgrades fees, excluding Home Page Featured. (if you have two completely different markets for your item, tell me and I can list it under two categories, e.g. a tool that is used for repairing cars and opening mobile phones)
<a href="#">Home Page Featured</a>	<b>£58.69</b> (use this for any item that you think is very rare and absolutely unique and should fetch several hundred pounds)
<a href="#">Scheduled Listings</a>	<b>£0.07...free</b> I use a special system, you get this for free, you can choose to have the <i>listing</i> start at any time or date up to three weeks in the future. I like to start (and therefore finish) an auction at about 10.30pm so that we get last-minute bidders from the U.S.A, but you may choose any time you like, e.g. mid-afternoon to catch U.K. dealers working during office hours. If you have a preference, write it here:

### eBay Picture Services Fees

First picture	<b>Free</b>
Each additional picture	<b>£0.14</b> <b>Number of extra pictures required:</b>
<a href="#">Picture Show</a>	<b>£0.18</b> (like a slide show)
<a href="#">Supersize Image</a>	<b>£0.71</b> (recommended for intricate, elaborate or expensive items)
<a href="#">Picture Pack</a>	<b>1-6 pictures £1.06; 7-12 pictures £1.59</b> (all the pictures are displayed on the page, and in <i>supersize</i> , without the customer having to click on thumbnails, also works out at a slight discount, rather than paying for each additional / supersize picture)

## Item Description

I do not require an essay, merely *information*. If the item is mechanical or electronic, tell me if it is perfect working order or if it has any faults. If the item is very old, tell me about its history.

**Starting price £**

(if you leave this blank I will set a starting price of £8.50)

**I am legally entitled to sell the above item, I also certify that any branded goods are genuine and not pirated**

sign and print.....

Buyers may pay for this item by PayPal  (see front cover)

Buyer may **not** pay for this item by PayPal  (see front cover)

**IF IN PARK HOUSE:** take item to QUICKTEST or leave it at *reception* (please be certain to book it in so that we sign for it). **IF NOT IN PARK HOUSE:** give (or post) the item to me, Raffi.

**Please print your name, address, telephone number and any special instructions here:**