IMPORTANT INFORMATION FOR SELLERS

TENBURY HOLLY, MISTLETOE, WREATHS & CHRISTMAS TREE SALES 2026

We will be holding two auction sales on Tuesdays 24th November and 1ST December of holly, mistletoe, wreaths and Christmas trees at Burford House Garden Centre, Burford, Tenbury Wells, WR15 8HQ.

Directions

From the Teme River Bridge A456 junction in Tenbury Wells proceed west along the A456 in the direction of Ludlow for 0.75 mile and the turn for Burford House Garden Centre will be found on the left-hand side.

Delivery

The site will be open for the reception of entries of holly, mistletoe and wreaths ***only*** **on Sunday's 22nd & 29th November & Monday's 23rd & 30th November between 0800 hours and 1200 hours.** Sellers must collect a delivery receipt from the auctioneer's staff on unloading and then leave the site. **Christmas tree** entries will be taken from invited growers only. N.B. Overnight security is present on site, but all goods are left at your own risk up until the time of sale. All lots are laid out in the open within the gardens. **The order of sale for the holly and mistletoe will be by ballot at the discretion of the auctioneers if more than 500 lots forward.**

Presentation

Holly should be tied in bundles of about 10 kg with minimal wood and branches of no more than 3 feet (1.0 metre) in length which are best laid alternately with berries at both ends of the bundle and strong string tied **very tightly** twice towards and around the centre of the bundle. Holly clippings should be in strong transparent plastic bags of about 10kg (do not mix varieties). The holly in most demand is very well berried smooth leaf and bright gold and silver variegated with and without berries (not the laurel leaf shaped varieties). Smooth leaf plain holly can also sometimes sell well. **Very prickly, rough cut, poorly presented or large leaf plain holly is not saleable**.

Mistletoe should be ripe milky white berried with dark green leaves and not too much wood. Present in well tied round bundles or in plastic wraps or crates of about 10/15 kg or if loose in strong transparent plastic bags of 10/25 kg. Whole balls of mistletoe if circular, green leaved & white berried are also very saleable (without too much of the host wood). **Yellow leaved and unripe (green berries) mistletoe is <u>not</u> saleable and will be rejected for sale**.

Holly and Fir Wreaths are to be offered in the open in **minimum** lot sizes of 10 (6"/8" rings) or 5 (10"/12" rings) and must be freshly made, of good quality and should preferably be decorated with real holly berries rather than plastic berries. Any stale wreaths shedding leaves will be rejected. The sale of other types of artificial and Christmas decorations etc. will require the Auctioneers' prior agreement.

Payout

There will be NO CASH PAYOUT. Sale proceeds will <u>only</u> be made by BACS within 15 working days after the sale date. Vendors must provide their bank details on delivery with a copy of a recent bank statement and proof of ID.

IMPORTANT NOTICE TO ALL SELLERS
**** NO CASH PAYOUT****

The terms under which Nick Champion, Auctioneers, offer Holly, Mistletoe, Wreaths and Christmas Trees for sale by public auction on behalf of sellers on Tuesdays 24th November & 1st December 2026 are as follows: -

Delivery/Proof of ID: Sundays & Mondays only - 0800 to 1200 hours (no deliveries permitted on sale day). **New sellers must provide proof of their current address** e.g. utility bill/council tax bill etc**. and a photocard ID** e.g. driving licence or passport together with **bank account details** and the Auctioneers will provide sellers with a delivery receipt on unloading**.**

Unloading/Lotting: All entries to be unloaded by the sellers as directed by the Auctioneer's staff.
All lots must be labelled with: - the seller's name, address, postcode, quantity and description.
Labels are supplied by the Auctioneers who will also provide you with a delivery receipt.
All counts must be guaranteed by the sellers and agreed with the Auctioneers.
The order of sale for holly and mistletoe will be by ballot at the auctioneer's discretion if over 500 lots.

Acceptance for Sale: The Auctioneers will refuse entry to any lots deemed unfit for sale.

Commission: Wreaths: - 18% with a minimum charge of 30p per wreath.
Holly and Mistletoe: - 18% with a minimum charge of £3 per lot.
Christmas Trees: - 12% with a minimum charge of 50p per tree.
All minimum charges also apply to unsold lots.

Sale Proceeds: ***NO CASH PAYOUT ON SALE DAY.*** **Sale proceeds will be made by BACS** within 15 working days.
All payments are subject to the immediate removal of any unsold lots.

Liability: Holly, Mistletoe, Wreaths and Trees, etc. remain the property of the seller until the fall of the hammer, thereafter they become the responsibility of the buyer.
The Auctioneers will not be responsible for any damage or loss prior to and after sale.

Reserves: All Holly, Mistletoe, Wreaths and Trees, etc. will be deemed unreserved unless the seller submits a reserve in writing prior to sale day and subject to the Auctioneer's agreement.

Unsold Lots: Must be removed on day of sale.

VAT: VAT registered sellers must supply their VAT number **prior** to the sale. VAT at 20% will be added to the bid price.

Non-VAT registered sellers must sign a declaration to that effect prior to the sale and goods will be sold under the Auctioneers Margin Scheme rules.

Settlement: The Auctioneers retain the right to withhold payment until the seller has abided by the terms and conditions of sale to the Auctioneers satisfaction.

Private Sales: Sellers are **not permitted** to conduct private sales or make deliveries to customers on the access road or on the sale site.
Those found to be in breach of this rule will be liable to pay the Auctioneers a charge of **£50** without exception.