



Consignment – What You Need to Know

Consignment is a business arrangement where **you (the vendor)** provide goods to **us (the retailer/collective owner)** to sell in-store. You're paid a percentage of the sale price **only when an item sells**, rather than paying weekly rent.

Consignment is a model traditionally used in the arts, antiques, and fashion industries. It is best suited to sellers offering bespoke, unique, and slow-made handcrafted items that appeal to a niche market. It can also be a great option for emerging businesses offering high-quality, visually appealing products which will help attract more interest and a broader range of customers to our shop.

Benefits to You (the Vendor)

- **No weekly rent:** You're not out-of-pocket during quiet periods – you only earn when your product sells.
- **Guaranteed payment per sale:** You receive*60% of the sale price, paid weekly
**Commission Fee is currently in review and 'may' be subject to change - depending on time of year and a multitude of other factors*
- **No overheads:** Get the benefits of retail exposure without the costs of running your own store.
- **Access to new customers:** Consignment lets you sell in multiple locations, reaching new audiences without additional rent.
- **Test the market:** Trial new products and gather feedback before committing to larger-scale production.

Things to Consider

- **Strictly Limited Availability:** We can only offer consignment to a select few businesses.
 - **Limited display control:** Unlike renting a dedicated space, product placement and styling can often (but not always), be managed by us.
 - **No product exclusivity:** Other makers may offer similar products – it's part of a vibrant collective.
 - **Lower earnings during peak times:** Commission-based sales may not match potential rental earnings during high-traffic seasons like Christmas or Mother's Day.
 - **Space availability is not guaranteed:** Placement may change and spaces can't always be offered year-round.
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Benefits to Us (the Retailer)

- We can offer a **diverse and ever-changing range** of handmade goods without purchasing stock upfront.
 - It helps **attract more customers** looking for unique, seasonal, or one-of-a-kind items.
 - It allows us to **support more small businesses** throughout the year.
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Our Considerations

- **Higher risk:** Without consistent rental payments, we take on more financial responsibility – especially in quieter periods.
 - **Lower margins:** We earn a smaller share of the sale, compared to fixed rent arrangements.
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Consignment Terms – Quick Overview

- **Commission Fee:**
 - We retain **40%** of each sale (**you receive 60%**) **may be subject to change*
 - Sales are processed weekly, with payments made by **Wednesday**.
- **Display & Stocking:**
 - Products may be displayed on a shared stand alongside other vendors.
 - You are responsible for monitoring stock levels and restocking as needed.
 - You'll have access to **Square inventory** and receive **daily photos** of your display.
- **Trial Period:**
 - New vendors may trial consignment for **6 weeks** before committing to either consignment or rental.
- **Switching Models:**
 - Vendors on consignment may apply to rent a space **after 12 consecutive months** on consignment.
 - Switching back and forth is not permitted. Dates and terms will be included in your agreement.
- **Notice Period:**
 - Two weeks' notice is required by either party for any changes or withdrawal.
- **Performance:**
 - In the event your products are not aligning with store expectations, we have the right to provide two weeks' notice for collection.
- **Packaging:**
 - We supply retail bags and packaging, but you're welcome to provide your own branded packaging too.
- **Liability:**
 - While we take great care, we are not responsible for damage, theft or faulty items.