



Vendor Consignment Agreement:

Who is eligible for consignment?

Anyone who makes their own goods.

What is the percentage breakdown for the designer and the store?

The vendor/designer provides *To Hell in a Handbag* with a “Wholesale” cost. *To Hell in a Handbag* then marks the item at retail, which is 2-2.5 times higher than the “wholesale” cost. Ex. Designer gives *To Hell in a Handbag* a watch for \$20 wholesale. When the watch sells at \$45 for example the designer gets the \$20 agreed upon price.

What is a wholesale price and how is it determined?

A wholesale cost is different from a retail mark up. Wholesale is the cost it takes to make the item + the profit margin for the designer. For example a designer may make a necklace and it cost them \$10 to make it, they may sell it for \$15 as a wholesale price versus \$20-\$25 as a retail mark up. Standard retail mark up is 2.2 times the wholesale cost. A wholesale cost is one in which the designer sells their goods to a store who is responsible for marketing the item, selling the item, packaging up the item in a gift bag, box etc. The retailer is responsible for the credit card processing fees, paying employees commission etc.

Ex. \$15 wholesale necklaces gets sold at retail for \$33 dollars.

When does the vendor get paid and how?

To Hell in a Handbag has a 14 day return policy. Pay out is done via Chase Quickpay online, PayPal, Check in person, or in special circumstances check by mail. Payouts are done on or around the 5th and the 15th.

Ex. A watch sells on the 1st of the month for \$45 and the wholesale price is \$20. The designer will get a payment for \$20 on or around the 15th of the month. The item is not eligible for payout until after the 14 day return policy.

Rights of the vendor and the store:

To Hell in a Handbag is responsible for any loss, theft or damage* (Damage subject to owner discretion. Ex. A handle becomes separated from a bag, this is due to a manufacturing error and is the responsibilities of the designer. A T-Shirt gets faded from the sun, this is the responsibility of the store.)

Why consign with *To Hell in a Handbag*?

Items get featured on our Facebook and website as well as on the road when we do art shows and events. *To Hell in a Handbag* has its employees on commission so they have every incentive to sell your items. We have been featured in the Union Tribune, San Diego Home and Garden, the North Park News, Discover San Diego Magazine and the SD Metro.