

Railroad Station Antiques Mall
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Huntsville, AL 35801
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256-533-6550

Consignment Information

2018-08-07

Thank you for your interest in consigning your items for sale in our store. If you have more than a few items that you wish to sell, or if the items you are interested in selling are valued at less than \$200 each, please consider our various space rental options to obtain the best sale value for your item.

Railroad Station Antiques Mall is in downtown Huntsville, just off of Interstate 565. We have been in business since 1984 and are one of the best known antique malls in the Huntsville area. We welcome all types of items for sale including, but not limited to, true antiques and vintage items, new and vintage interior decorating items, all types of furniture, gifts, art, crafts, and more. To encourage sales and customer foot traffic, we maintain an active advertising initiative that includes online advertisements, social media posts, and print advertisements in various flyers and circulars throughout the Huntsville area. The store is open 7 days a week: Mon-Sat 10-5, Sun 1-5. Our current average foot traffic is about 250 people per week with our busiest days on Thursday through Sunday.

- **Minimum Value:** We require a minimum starting sale price of \$200 per item.
- **Commission:** 40% is deducted from the final sale price. For items that sell for less than \$125, the commission is a flat fee of \$50. See examples on the next page.
- **Credit Card Fees:** No additional deductions are made for customer purchases made by credit card.
- **Storage & Handling Fee:** A non-refundable fee of \$50 per item is to be paid up front by cash or check (= \$6.25/month/item). The storage fee is credited towards the total commission deduction when the item sells.

- **Term:** Approximately 8 Months (240 days). After 8 months you have a grace period of two weeks to reclaim your item or sign a new consignment contract and pay an additional storage fee. After 254 days, if the contract is not renewed, the item will be considered a donation to the store and re-priced as store property. Please MARK YOUR CALANDER if you plan to collect your item when your term expires.

| Discounting Table | |
|-------------------|--------------|
| Days | Pricing |
| 1-60 | full price |
| 61-120 | 15% off |
| 121-180 | 30% off |
| 181-240 | 50% off |
| 240-254 | collect item |

- **Discounting:** An item will be marked for 60 days at the full price and then discounted every 60 days as shown in the table. No additional discounts will be applied to consignment items.
- **Collection of Property:** Items can be reclaimed at any time but the prepaid storage fee is forfeit. If the storage fee is not paid up front, it is due at the time the item is collected from the store by the consignment customer. Items left past 254 days without a new consignment contract in place become store property.
- **Location of Consigned Items:** All consignment items are typically located on the 3rd floor of the store. The store may choose to move consignment items to other locations in the store at any time to encourage a sale. Small items may be placed in display cases but item location is determined solely by store employees.
- **Advertising:** The store may advertise specific consignment items online or through other outlets to encourage a sale.

How do I get my item into the store on consignment?

- 1) **Item Approval:** Please EMAIL us pictures of your items with any background info and your preferred starting price so that we can review them and let you know if it is something we can accept for sale in our store. Please do not bring items to the store without prior approval.
- 2) **Item Delivery to Store:** At this time RRSA does not offer moving services. Please hire moving assistance if needed. Deliveries to the store are preferred on Sunday, Monday, Tuesday, or Wednesday. A loading dock is available at the back of the store and a freight elevator is used to move items to floors 2 and 3.
- 3) **Complete Your Paperwork:** Work with an RRSA employee to review and complete the consignment contract and fill out the details and initial pricing for your item inventory.
- 4) **Pay Your Storage Fee:** Please pay your \$50 fee by cash or check made out to Railroad Station Antiques.

How do I get paid when my item sells?

Consignment payout checks are generally mailed by the 20th of each month. Please let us know if your address changes during the term of your contract so we can be sure to send your check to the correct place. Please also let us know if your phone number changes so we can contact you if customers have questions about your item.

EXAMPLES: How much can I make by selling my item on consignment?

- **\$100** Final Sale Price (\$200 item marked down by 50%)
 - Commission Flat Fee of \$50
 - Prepaid \$50; No Additional Commission to be Collected
 - Payout of \$100
 - Customer Balance for the Sale of the Item = **\$50**
- **\$150** Final Sale Price (\$300 item marked down by 50%)
 - Commission at 40% = \$60
 - Prepaid \$50; Remaining Commission to be Collected: \$10
 - Payout of \$150 – \$10 = \$140
 - Customer Balance for the Sale of the Item = **\$90**
- **\$300** Final Sale Price
 - Commission at 40% = \$120
 - Prepaid \$50; Remaining Commission to be Collected: \$70
 - Payout of \$300 – \$70 = \$230
 - Customer Balance for the Sale of the Item = **\$180**
- **\$1200** Final Sale Price
 - Commission at 40% = \$480
 - Prepaid \$50; Remaining Commission to be Collected: \$430
 - Payout of \$1200 – \$430 = \$770
 - Customer Balance for the Sale of the Item = **\$720**
- Item Doesn't Sell During the Term of the Consignment Contract
 - Prepaid \$50
 - No Additional Commission or Fees Collected
 - Customer has paid \$50 for Climate Controlled Storage for 8 Months