



## Wholesale With The Trainyard: A Few Things You Should Know

We are excited you are interested in wholesaling your goods with The Trainyard. We've compiled this information to help Makers make the transition from consignment to wholesale, and to provide Makers new to The Trainyard with information on what to expect when working with us!

**Sales & Order Expectations:** Though our customer base is growing each month, our capacity and sales are still quite small in comparison with more established businesses and shopping districts. We are seeing steady progress, but cannot guarantee repeat orders will come in quick succession. As well, we know that many of our Makers are growing their capacity as well and understand that smaller orders may be the best fit.

**Line Sheet or Catalog:** We don't need a line sheet or order form, though if you have one that's great. As long as you can direct us to your most recent offerings (your website or social media works!) so we can see what's available we can make it work!

**New Products:** We love hearing about new designs & new products! With limited capacity we can't always bring them in right away but we will make note of those we feel would be a good fit to be brought in when placing future orders.

**Seasonal Products:** We have had limited success with seasonal items so we order these in small quantities. To have seasonal items considered, please send the details to us a minimum of two months in advance of the season or holiday, four months in advance for the Christmas season. We finish our Christmas season buying by October 31 each year.

**Pricing & Order Minimums:** Typical wholesale discounts range between 40-50% off the retail price. Some Makers chose to offer one discount across their line, others vary discounts depending on the product. It is up to you whether you'd like to set order minimums (either number of units or minimum order value) or offer greater discounts for larger orders.

**Packaging & Display:** We ask that all goods be tagged or labelled with your brand and any necessary care instructions, prior to drop off. In addition to item tags, we will take a maximum of 15 business cards (should you have them) to be shared upon request. No additional signage is required, with such a variety of unique makers and goods we have created uniform display cards for each product line. Displays are changed often to ensure stock is rotated regularly.

**Quantity & Delivery:** We understand many of the businesses we work with are small, and offer limited capacity for orders, we can be flexible on both quantities and delivery timelines. We do ask that if a delivery is going to be delayed that you let us know as soon as possible so we can plan accordingly. In the event that an order is delayed by more than three months (without contact with us) we reserve the right to cancel that order. Please keep in touch!



**When Goods Don't Sell:** Occasionally products we're excited about don't have the sales needed to garner a repeat order, or may need to be included in End Of Season sales to ensure we have the space and capacity to bring in new products in the future. We will make every effort to streamline future orders to focus on the products that sell best with our customers.

**Online Sales:** We don't currently offer an online storefront, but it is on our list of goals for 2019. When this happens wholesale goods may be listed online- amongst an assortment of goods from other makers. Your work will never be the only line offered on our website.

**Questions:** Send us an email [hello@trainyardstore.com](mailto:hello@trainyardstore.com) anytime and we're happy to help you out as best we can.

Looking forward to working with you this year!

Kimberley & Jason