

Consignment Trunk Shows – HeartStrings Knitting Patterns

HeartStrings FiberArts offers Consignment Trunk Shows as a service to established HeartStrings dealers whose account is in good standing. If your shop is planning a special event, a Trunk Show is a great way to create even more excitement about HeartStrings patterns and to enhance the total customer experience in selecting got-to-have knitting projects.

Qualifications

- Established dealer account in good standing and having purchased a minimum of \$200 net in the previous 60 days prior to acceptance of Trunk Show reservation.
- Trunk Shows have limited availability. Priority will be given to accounts according to length of ongoing participation in HeartStrings' Auto-Ship Program.
- Current valid credit card on file as security payment against loss, damage or late arrival of Trunk Show at next destination.

Duration/Schedule

Trunk Show is scheduled to arrive at dealer's location by 10th of month. Dealer ships models to next location by end of month using an insured guaranteed delivery method so as to arrive at destination location no later than 10th of following month (dealer penalties apply if failure to ship as scheduled).

To Reserve a Trunk Show

- Inquire for availability of your desired dates and Trunk Show with Jackie E-S at HeartStrings.
- Acceptance of Trunk Show reservation is made when dealer signs contract and pays the performance deposit.

Dealer Responsibilities

- Dealer signs contract and pre-pays a performance deposit of 10% of the wholesale value of ALL patterns to be shipped with the Trunk Show. The 10% deposit will usually be applied against consignment patterns that have subsequently been purchased and/or against future orders after the Trunk Show event has passed. However, in the event of cancellation by dealer before Trunk Show is shipped by HeartStrings, or late arrival of Trunk Show from the dealer to next destination, the 10% deposit will be forfeited.
- Just prior to shipment of Trunk Show, dealer pays for a minimum of 6 pieces of each of 10 pattern titles included in Trunk Show. An equal quantity of each pattern title is sent with the Trunk Show on consignment, for which the dealer either pays for at conclusion of show or returns in original saleable condition. (The pattern titles will be those for which sample models are loaned for the duration of the Trunk Show.) Pricing is at normal discount (100/50 for patterns, 100/40 for books).
- Purchased portion of the patterns is prepaid either by credit/debit card or check/money order. Credit/debit card is processed when Trunk Show is shipped by HeartStrings to dealer. If payment is made by check or money order, then payment must be received by HeartStrings with time allowed for check to clear before Trunk Show is shipped.

Consignment Trunk Shows – HeartStrings Knitting Patterns (continued)

- Dealer is responsible for security and condition of sample models in the Trunk Show. Dealer agrees to notify HeartStrings of any missing or damaged models immediately upon the receipt of Trunk Show. If dealer does not notify HeartStrings within 48 hours of receipt, it is understood that all models listed in the contract were received in good condition. After this 48 hour period, a fee of up to the estimated replacement cost of any lost, stolen or damaged models will be assessed and charged to the credit card on file.
- Dealer is responsible for shipping and insurance cost of the **sample models to next location** (either another dealer or return to HeartStrings) according to the contracted schedule date. If the Trunk Show sample models do not arrive at the next destination by the contracted schedule date, the 10% deposit will be forfeited and the credit card charged for the estimated replacement value of the sample models.
- Dealer is responsible for shipping and insurance cost of any returned consignment patterns to HeartStrings within 5 business days of contracted close of Trunk Show, along with payment for consigned patterns not returned and any additional patterns ordered as a result of the show.

HeartStrings' Responsibilities

- Ship the Trunk Show to dealer at no cost so as to arrive by contracted date.
- What dealer receives with the Trunk Show
 - Loan of sample models for 10 pattern designs. (Items will be detailed in the contract with estimated replacement value.)
 - 12 pieces (or more at your option) of each of the pattern publication titles for these designs (you prepay for half of each of these publication titles with the others on consignment).
 - Catalog binder of thumbnail pattern cover pages to assist in promoting and taking orders of other patterns in the HeartStrings collections. No prices are displayed in the catalog binder so customers can view the patterns while you separately price in accordance with your necessary markup. This catalog is dealer's to keep as a thank you for hosting the Trunk Show. I hope it will help you sell even more HeartStrings patterns now and in the future!
 - Separate pattern listing with current prices that dealer can use to take orders from customers and return to HeartStrings for order fulfillment per usual wholesale terms and conditions.

Contact for more information and to reserve a Consignment Trunk Show

Jackie Erickson-Schweitzer
HeartStrings FiberArts
53 Parlange Dr
Destrehan, LA 70047 USA
985-764-8094 or toll-free at 888-955-8094
jackie@heartstringsfiberarts.com
<http://www.heartstringsfiberarts.com>