

# HIGHLANDS TRAILBLAZERS DUST EM OFF SKI SWAP NOTES

## **Selling Equipment**

- 1) There is no cost to put equipment into the ski swap, however 15% of all sales goes to the **Highlands Trailblazers Ski Club**. All sales are processed through the **Highlands Trailblazer Race Society**, then cheques are mailed out.
- 2) Any unsold items not picked up by **5:00pm on Sunday November 3<sup>rd</sup>, 2019** (unless otherwise arranged) will automatically be considered a donation to Highlands Trailblazers.

**Note to retailers and suppliers:** The intent of the swap is to provide a venue for used, demo or cosmetically older inventory. **Current cosmetic equipment should be priced using suggested retail values as a benchmark.** We reserve the right to refuse equipment which we consider unsafe, not suitable or inappropriately priced. It is helpful to have equipment tied or taped together for ease of handling. Sales reps are welcome during the swap to help with public. If a retailer or supplier representative is not present for end of day reconciling and packing up, you will be charged an additional 5% swap fee (for a total of 20%). Security is provided during the swap at exits to prevent loss of equipment. Inventory discrepancies are at the retailer/supplier's risk.

## **How to Prepare Your Equipment**

- 1) Fill out Ski Swap File. Create a code to represent your business, then combine the code and an individual number for each item. Include the size of the item in the description.
- 2) Write out tag each item like the attached picture. Make sure to include your code, size, description, and price. Repeat the same information twice on the tag.
- 3) Tag each item. Fasten the tag securely to the item.
- 4) Keep equipment together! Use an elastic to keep skis together (tape around skis will have to be cut for ski testing). Use tape to keep poles together. Use string to tie boots together, please make sure string is at least 24 inch's long so that boots can easily be tried on without cutting.

