

MMAWG Holiday Sale

Information

- The MMAWG is having a Holiday Sale on 17 –18 Nov 2021.
- Friday, 17 Nov 2023, Set tables, walls, etc.: noon to 2 pm. We will be setting up first before any inventory can be displayed. Please leave your items outside until we are all set up.
- Friday, 17 Nov 2023, check in and arrange sales items: 2 pm. To 5 pm.
- Friday, 17 Nov 2023, sale from 5 pm – 8 pm
- Saturday, 18 Nov 2023 sale from 10 am to 5 pm
- Saturday, 18 Nov 2023, check out and take down from 5 pm to 7 pm
- Location: South Valley Unitarian Universalist Church, 6876 South Highland Drive, Salt Lake City UT

What Can Be Sold: Any handmade item made by the person selling the item can be sold, except for food. Examples include handwoven, knit, crocheted, quilted, pottery, wall art, ornaments, jewelry, and rugs.

We need as much participation as possible in order to be successful. Even if you have never sold anything before or only have one or two items, please participate in the sale. Having lots of items at the sale brings in lots of customers. Also, attend the sale and purchase something!

Commission: The Guild will collect 20% of the selling price as commission for Guild members, and 30% for non-Guild members. Your check will be mailed to you a few weeks after the sale.

Pricing: Pricing is always interesting. Keep track of the cost to produce (Wholesale - cost of yarn, finishing, etc.). Add the cost of doing business (commission, labels, tags). Then double that amount. Also look at what the market will bear and you may adjust your pricing. You need to cover at least your expenses. For many people, this is just a hobby, but our products have a perceived value. Pricing too low can affect how people see our products. We want to provide high quality items at a fair price but not undercut other weavers.

Make your price an exact dollar amount unless the cost is under one dollar.

Labels: According to the law all clothing must have a care and content label. For the sale, any item that is washed or dry cleaned must have a care label. You can print your own or purchase labels. There is a lot of information on the web on what to put on the care labels. You do not need to use the symbols but you need to specify how it is cleaned, including wash and dry instructions. An example of the type of information you need on the label can be found here:

<https://www.persil.com/uk/laundry/laundry-tips/fabrics/wash-care-symbols.html>

Tags: It is a service to our customers to include as much information on our items as we can. We are selling what we do as much as the item. Care and content is the minimum. Let people know how it was made. i.e. Hand dyed – natural or chemical. Is it hand spun, from your own sheep, own pattern. This is the perceived value. What makes this different from other similar products, why this item is special. This connects people to the maker and hopefully makes the sale. Separate from the care label is the price tag, not smaller than 1”X3/4”. (We will have extras at the November meeting.) This will be removed when the item is sold. It should have your initials, inventory number and the price, all on the same side of the tag.

Inventory sheet: Put your initials in the upper right corner. You can use the inventory sheet provided or make your own on your computer. At the top place your name, address, email, phone number. Columns are inventory number, description, price and sold.

What to Bring

- 2 copies of the inventory sheets. Each item must have its own number and line on the sheet.
- Tagged items for sale. Include a hang tag that has your initials, inventory number, and price. (No sticker tags.)
- Props - mannequins, hat stands, racks, an artificial Christmas tree, black tablecloths/sheets, lights, any item that would make an interesting display. We especially need lights as the sanctuary is dark.

Contact

Catherine Marchant, 801.216.4722 (don't text) or fibernbeads@gmail.com