

KAPEX Club Sales Table – Tips & Information

Karl & I have compiled a list of information & tips on how to achieve good results on items that are handed in for the Club Sales Tables at KAPEX.

The two main things to consider are 'Price & Presentation'

Price:

Items should be priced at 30% of catalogue value or LESS

The average sale price per item is \$5.00

Buyers are looking for bargains at this table, so consider what is more important to you – having the item sell & you getting some money, or going through all the work to get the items ready, only to take them all home?

At our last club meeting our guest dealer sold items that were priced at 10% of catalogue value, & he sold a very large percentage of the sale items on his tables.

If your item does not sell for the price you had it listed at, don't give it to me to sell at the next KAPEX with the same price; consider why it didn't sell.

Presentation:

Each year we have approx. 425 items for sale on the Club Sales Table – what are you doing to make your item(s) stand out?

Fill out the consignment auction slips neatly & accurately; if you want to design your own slips that's fine

Get a friend or family member to review your items before you hand them in: is the tag hiding some or all of the item? Are some of your stamps upside down? (this happens a lot)!

Highlight the item by putting coloured paper behind it

Consider putting a piece of thin cardboard behind your item, especially if it is 8 1/2 x 11; larger items this size are stacked upright in a box, so some support is good

The following items sell **WELL**:

Good, older Canadian stamps at 1/3 of catalogue

Pretty topicals, especially if on a souvenir sheet or in a full set

Revenues that are priced well

Countries that continue to be popular are Australia, New Zealand, GB, West Indies, & Western Europe

Philatelic supplies, such as vario stock sheets (black vinyl), manila stock sheets, stock books

The following items did **NOT** sell well:

Bags of common junk, especially if still on paper

Bulk USA

Canadian year sets

Covers, including Canadian Airmail covers

Older, outdated catalogues or stamp books

Once again I ask that you use the newer consignment sales forms which include a signature line that you acknowledge the club is not responsible for lost or damaged items.

When handing in your items please give them to me in a type of container, not as loose items (i.e. envelopes, book bags, vinyl or cloth grocery bags with sturdy handles, a box (with a lid), or a plastic tote).

I return all items that did not sell, along with the original consignment sales form, highlighting what sold, the tags from the items that sold, as well as an envelope with your money, which shows a breakdown of the total amount sold, the 10% withheld for the club, & the net amount you received.