

Working with Merchandising to Prepare for Sale
July 21, 2018

Inventory supplies, especially price labels, some with prices, some blank. Order/purchase to restock. Keep labels under Mary's desk so glue won't deteriorate.

Replenish plant sticks, twine, zip ties (2 sizes), zip locks (quarts and gallons) brown paper bags, felt markers, pens, rulers and tape measures.

Suggest number of volunteers needed:

Wed. - 1

Thurs. - 2

Friday - 6

Tips on working with Yard Stuff

Wed. Organization of barn:

Put up signs to organize barn.

Establish a place in back for inappropriate items not for sale. These will be tossed or donated after the sale. E.g. Nursery pots cracked or chipped stuff, broken stuff.

1. Arrange the barn so that heavy stuff is up front. Furniture on the left, large clay pots (in descending size order) on the right is good.
2. Separate pots into categories (plain clay, decorated clay or metal, plain plastic decorator plastic, strawberry or multi-opening pots), each in size order.

Wednesday, Thursday. As stuff arrives:

1. Toss or put in back under free sign all cracked or chipped pots, vases, most baskets, inappropriate items for sale.
2. Pull out and price separately all really nice or unique pieces, clay or plastic.
3. Put aside all chemicals and fertilizers for checking (up front corner works sell; some bags are heavy)
4. Put small pieces into zip lock bags to price as a unit (irrigation, craft items, etc.)
5. Use twine or zip ties to bind large pieces together or to make it easier to move and display (fencing, weed cloth, etc.)
6. Wash any dirty items worth selling.
7. Thurs. around closing, round up a team (Mary, Cathy M. SandD are good) and walk through the barn, pulling out items for special pricing (ask them to suggest prices) and checking standardized prices for appropriateness.

Friday. Pricing and continuing to receive items

1. As things come on Friday, keep separately in front of barn, so as not to interfere with pricers. We'll price include with others later in day.
2. For large special items (composters, bikes, rollers, etc.) check manufacturer's website for new prices and then used price on e-bay to determine selling prices

3. Working in teams of 2, price items by kind using standardized prices, e.g. all plain clay pots. Have standardized prices by kind on cards for teams. Ask them to check for cracks or chips or dirty stuff along the way to set this aside or take to back.
4. When everything is priced, gather team again (Mary, Cathy M. Sandy D) for final checking and prices changes, factoring in quantity and conditions.
5. Set up label kits for shopkeepers in case one falls off. (10 plus kits) and for "price adjuster" for markdowns.

Standardized prices

Pots

Decorative clay or metal pots with or without saucers

15" plus outside diameter, 10

10-15, 8

6-10, 6

3-6, 4

Under 3, .50

Plain clay pots

15+ outside diameter, 6

10-15, 4

6-10, 2

3-6, .50

Under 3, .25

Clay saucers, all sizes, .50

Strawberry pots or other multi-port pots, clay or plastic increase by \$2 the outside diameter price. E.g 15" decorative clay strawberry pot 10 = 2 = 10. .

Decorative plastic pots, in great condition

20" plus outside diameter, 8

14-20, \$5

7-14, 2

Under 7, .25

Plain plastic pots,

all sizes, .25

Plastic saucers,

all sizes, .25

Furniture.

Plant stands and tables

25" high plus, 6

below 25" high, 4

Chairs (bagged or folding), 5
Cushions in plastic, 1
Fountains and large bowls priced specially.

Critter stuff

Bird feeders
Large metal or glass, 6
Small, or plastic, 2
Suet cages, 2

Irrigation

Hoses (zip-tied) all kinds - coiled, soaker, regular 1 (we don't test for leaks), 1
Sprinklers, including oscillating, 2
Hose holders, 5
Walls of water (almost new), 3

Fences, stakes, and cloth

Tomato cages, .50
Rolled plastic fencing, 2-5 depending on size
Weed cloth, 2
Stakes, 1
Railroad ties, 2

Tools

Shovels, rakes, hoes, 1-3 depending on condition
Hand tools, .50
Pruners
Large, 2
Small, 1
Hose holders, 7
Gloves, 3
Tool holders (buckets, aprons, boxes), 5

Books (hard back or paperback same)

Name brand encyclopedia-type (U of A, Sunset, 2
Single focus books or unknown publishers, 1
Single title magazines bound in twine
10 plus issues 1
Under 10 issues .50
Useful pamphlets .25
Free box of good stuff - be sure to label as free for cashiers.

Yard art

Clay, wood, metal animals, 2
Outside Candles, .50
Rain gauges and thermostats, .50
Misc. craft stuff (may be bagged), .50

Plant sticks with names (bagged), .50
Baskets (must be special and very nice), 2

April, 2019

inventory of price stickers. All counts are low estimates

	Handwritten (on cards)	Printed (in rolls)
.25		
.50		
1.00		
2.00		
3.00		
4.00		
5.00		
6.00		
7.00		
8.00		
9.00		
10.00		
Dots with nothing -		

+ remaining "kits" needs to be inventoried.

Misc. sized hold tags

Pens, tape

tapelogic.com for printed labels

Avery labels for plain.

Comments

Color means nothing. This may change.

2018 prices for standard plants

3-4" pots \$1

1/2/gal \$2

1 gal \$3

2 gal \$4

3 gal \$5

5 gal \$10

trees \$20

Seed packets \$0.50

Tubers, roots, bulbs in bag \$4

Exceptional plants or pots are priced separately.