

WAUSAU SKI SWAP FAQs

September 2015

We are happy you have decided to join us! This event has been proven to be the best run and most power-packed ski swaps in Wisconsin! The Wausau Nordic Club, Inc. and the Rib Mountain Ski Club, Inc. have joined forces with the Wausau Ski Swap to provide you with a premier venue for selling and buying nordic and alpine equipment. Here is a list of some frequently asked questions [FAQs] to help you.

EQUIPMENT DROP OFF

1. When can I bring in my equipment for consignment?

Please bring your equipment in on Friday, November 6, 2015 between 5:00 pm to 7:00 pm
Saturday, November 7, 2015 between 7:30 am to 10:00 am.

2. What does “consignment” mean?

Consignment means that you are asking another to hold onto your property for sale. With the Wausau Ski Swap you are asking the Wausau Ski Swap to sell your equipment for you.

3. Am I going to have to sign a contract or something?

Yes, please read and familiarize yourself with the terms of the Wausau Ski Swap Agreement before you come in to SELL your equipment. Only sellers have to sign the contract. We will need your name, address (mailing) and full telephone number. The person who signs the contract MUST be 18 years of age or older.

4. What can I do to my equipment before hand to make it get the best price?

Clean it! Clean it! Clean it! If it is broken or really old then it will not sell. The Wausau Ski Swap has very little space and heavily worn or broken equipment does not sell. A list of equipment we accept is listed further down. Sell it the way you would like to buy it!

5. What equipment will not be allowed in the Swap?

NORDIC: Three pin bindings, cable bindings except on “bush / wilderness” skis, poles without baskets, skis that have been “re-glued”, torn / well used clothing.

ALPINE: Straight skis, rear entry boots (older models), poles that have no baskets or are bent, anything with rust (except edges), torn / well used clothing, helmets w/o labels,

WARNING to DOWNHILL EQUIPMENT SELLERS: Some downhill equipment is no longer serviced or recommended for continued use by its manufacturer or by local sellers, we will NOT allow the sale of equipment we know that presents a danger to another.

6. What equipment sells the best?

Clean, well cared for skis, boots, poles, binding, boards. Ski and boot bags, helmets, gently used and clean clothing, winter coats, bibs, ski pants, roof top carriers (with all of the parts) and so on. Snow shoes (new and classic), ski wax benches, waxing gear, ski & speed suits.

These items we have found do not sell well: Ski gloves, used scarves and face masks (just think why), very dirty equipment, anything broken severely scratched, clothing with stains or tears.

7. **What if I have lots of equipment or I am a commercial vendor?**

If you are a commercial vendor please read the **“Commercial Vendor’s Addendum”** [need hyperlink] here on our web site. You must follow those terms and conditions exactly to get the commercial vendor discount.

If you have 10 items or more use the **Wausau Ski Swap Spread Sheet** (see end of this web page) AND follow the instructions in paragraph 12 below to help speed check in of your gear. Complete the form legibly and bring with you on Friday or Saturday of the Ski Swap.

HOW TO SELL YOUR GEAR

8. **So what is done at “check-in”?**

We will need your name, address and phone numbers for our computerized sales consignment software if you want to SELL any equipment.

9. **Will I get some sort of receipt when I drop off my equipment?**

Yes you will. Along with a copy of the Wausau Ski Swap Contract, you will also get a print out of your inventory spread sheet. Please verify it against your own records.

10. **Is there a contract I have to sign?**

Yes, you will have to sign the Wausau Ski Swap Agreement [add hyperlink] permitting Wausau Ski Swap to sell your equipment.

11. **Is there a charge for Wausau Ski Swap services?**

Yes, the Wausau Ski Swap charges private consignees twenty-five percent (25%) of the sales price as commission.

12. **Can I exchange my equipment for equipment at the sale?**

Unfortunately that is not possible. You must pay for the equipment you purchase with cash, good check or credit card. You will get a check for your equipment sold after the sale.

13. **What if I have a large amount of equipment to sell?**

Thank you for thinking of this. If you are a private seller (i.e., not a commercial seller) you can help us by preparing in advance. If you have over 15 items you wish to sell this will save a huge amount of time for you and for us. Here is how:

- A. Go to the end of this web page and find a copy of a form you can use to help.
- B. Please follow the instructions on how to complete each column.
- C. If you hand write the form bring it with you on Friday or Saturday. Please write legibly!
- D. If you use Excel, then you may submit your list via e-mail to our Ski Swap Data Coordinator **but you must follow these instructions:**

- i. You must use Excel 2003 or newer;
- ii. You must use your Initials PLUS a 4-digit number to create your own SKU#;
- iii. You are to write Steve Heller in advance BEFORE you do this so he can approve your format.
- iv. Steve Heller RIBSPYDRMN@juno.com.

14. What if some one walks off with my stuff?

Wausau Ski Swap will not be responsible for lost, stolen or damaged equipment. You are selling your gear at your own risk. We will have security at the doors and we do our best to control loss, but ultimately we are unable to control all risks.

15. So what happens if someone buys a pair of my skis?

When your gear sells our software will keep track of the sale. When you come in at the end of the day you will get a print out of what has been sold and what has not been sold. Wausau Ski Swap will then give you a check for your gear sold less our commission.

16. Can I buy gear on Friday night or Saturday morning before the Wausau Ski Swap is open to the public?

Sorry! You will have to wait until 11:00 am on Saturday morning for the Wausau Ski Swap to open. Members of the Wausau Nordic Club and the Rib Mountain Ski Club who are working the Wausau Ski Swap will be allowed to purchase equipment early (each club will have their own rules). Hey they are members and this is one of the perks of member participation at the Wausau Ski Swap! So join and participate!

HOW TO BUY STUFF

17. When can I get in to purchase?

The doors will open to the public at 11:00 am for the public sale. While there may still be people inside checking in their gear, the line for the sale starts outside. We will let in folks in single file and in an orderly manner to prevent injury and damages to property.

18. Does Wausau Ski Swap will accept credit cards?

Yes we will! The Wausau Ski Swap will accept cash (duh!), good checks as well as Visa, MasterCard and Discover Card. This year there will be separate credit card transaction fees.

19. Can I try out the equipment before I buy it?

Well you can try it on, but no equipment leaves the building without it being purchased! If you are buying boots please wear 'winter socks' to get the proper fit. We will have boot size charts up on the racks to help with the weird sizing charts that exist for alpine boots!

WARNING: Please understand that the Wausau Ski Swap does not own this equipment therefore there are NO REFUNDS! NO RETURNS! NO WARRANTIES!

20. Are there any other promotions?

Some of our commercial vendors such as Wausau's Shepard and Schaller will be having coupons and other promotions. Please ask for them if you do not see any!

If you join either the Rib Mountain Ski Club or the Wausau Nordic Club and you help out at the swap you may get a benefit offered by the club. In the case of this writer, he got the privilege of cleaning up after the last swap!

PICKING UP MY CHECK and EQUIPMENT

Example: Technica	Sz 31.5 DH boot Orange	Alpine	RMN4321	60.00

Column A – BRAND.

Please give us the brand name of the item being sold. If there is not brand name leave blank.

Column B – DESCRIPTION.

In 25 characters or less describe the item. Spaces count as a character. Be creative with your abbreviations: Size = sz WMN = women's KDS = kid's MNS = men's GRL = Girl's BOY = Boy's cm/mm centi/milli – meter XC = cross-country DH = downhill

SAMPLES: Mns Nordica Growler sz29.5. - - Bys Rossignol XC ski 145cm

Column C - CATEGORY.

There are only two entries available: “ALPINE” and “NORDIC”. Alpine for downhill equipment and Nordic for X-country equipment. It is easier for us to enter your equipment if you have all of one category on separate sheets.

Column D – SKU #. ONLY for those PRESUBMITTING via Excel to the Wausau Ski Swap Data Coordinator. Use your initials PLUS a four digit number. (Example: Richard M. Nixon would be RMN2376.)

Column E – PRICE. Please give us an idea for price. The newer and better in shape it is the higher the resale price you can ask.