



Consignment Terms & Conditions

Streamline your gear. Fuel affordable adventures.

The Switchback Gear Exchange helps adventurers streamline and upgrade their gear and technical apparel while making outdoor exploration accessible and affordable for our community.

Consignee The Approach Trading Post ("The Approach")

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GENERAL PROVISIONS

The Approach Trading Post ("The Approach") accepts items for sale on consignment through the Switchback Gear Exchange program. These Terms & Conditions and the accompanying item list constitute the agreement between The Approach and the person consigning items ("Client"). While reasonable care is exercised, The Approach is not liable for loss, damage, or destruction of items caused by theft, fire, water, customer handling, routine handling and preparation, or other unforeseen events.

GOODS ACCEPTANCE

Items are accepted during shop hours and recorded on an intake form. Inspection, pricing, and tier assignment occur after drop-off, and the Client will be notified once complete.

Item Quality

Only recent, functional, undamaged, clean, and odor-free gear and apparel is accepted. Items must be appropriate for current outdoor use; outdated, fast fashion, or discount store items are not accepted.

Pricing

Selling prices and program tier assignments are set by The Approach, based on market knowledge and condition of the item.

- If the Client objects to the price or tier, the item must be retrieved within 7 days. Items not retrieved within 7 days will be deemed accepted and placed for sale.
- If the Client does not respond to the pricing notification within 7 days, the item will be deemed accepted and placed for sale.
- Once accepted, pricing is final and subject to the consignment schedule.

Price Review

By default, all items receive a price review before listing.

- The Approach will email the Client the suggested selling price and tier assignment. The Client has 7 days to approve, object, or retrieve the item.
- If the Client does not respond within 7 days, the price is deemed accepted and the item will be placed for sale.
- The Client may opt out of the price review at drop-off by selecting "Skip Review" on the intake form. Items marked Skip Review will be priced using the Client's selected Price Strategy and listed immediately.

Consignment Terms & Conditions

Price Strategies

At drop-off, the Client selects one of three pricing strategies on the intake form to indicate their motivation:

- **Price to Move:** The Client prioritizes likelihood of sale over maximum return.
- **Balanced:** The Client values a balance between sale speed and return.
- **Top Dollar:** The Client prioritizes maximum return and is willing to wait longer for a sale.

Price Strategies inform but do not dictate pricing decisions. All pricing remains at The Approach's discretion, and all items are subject to the consignment schedule regardless of strategy selected.

Rejected Items

Items that fail inspection will not be accepted into the program. Items may also be removed from the program after acceptance if authenticity or condition concerns arise. Items not accepted or later removed must be picked up within 7 days of notification. Items not collected within 7 days will be considered abandoned and become the property of The Approach, which may then donate, liquidate, or dispose of them.

Ownership & Verification

By consigning items, the Client confirms ownership and authenticity. A valid state-issued photo ID is required at drop-off; The Approach may record the ID number in its consignment records.

COMPENSATION

Each item is assigned a program tier by The Approach during inspection based on condition, brand, and program fit.

Premium Tier

70% client payout — Items in excellent condition that are a strong program fit. The Client receives 70% of the final selling price in store credit.

Standard Tier

60% client payout — All other accepted items. The Client receives 60% of the final selling price in store credit.

- **Credit Issuance:** Store credit is issued 8 days after sale to allow the buyer's 7-day return window.
- **Cash Conversion:** Store credit may be exchanged for cash at the rate of \$1.00 Store Credit = \$0.80 Cash. Cash payouts over \$40 are issued by check, mailed within 3 business days.
- **Sales Tax:** The Approach is responsible for remitting applicable sales tax on the full sales price.
- The Approach, at its discretion, may accept items requiring additional preparation and adjust the payout.

DONATE PAYOUT

The Client may elect to direct their payout to a qualifying nonprofit organization by indicating this on the intake form.

- The cash equivalent of the Client's store credit payout — calculated using the standard cash conversion rate (\$1.00 Store Credit = \$0.80 Cash) — will be accumulated and remitted quarterly to the named organization.
- The Client receives no store credit or cash for items designated as Donate Payout.
- Donation receipts are the responsibility of the receiving nonprofit organization.
- The Approach acts as a Commercial Co-Venturer under California law and is not responsible for the nonprofit's tax-exempt status or the deductibility of the Client's contribution.

Consignment Terms & Conditions

CONSIGNMENT SCHEDULE

A minimum 12-week consignment term begins when an item is placed on the sales floor. Clients may retrieve unsold items at any time during the consignment term.

First 4 Weeks	Items are listed at the established selling price. No price reductions will occur during this period unless requested by the Client.
After 4 Weeks	The Approach may, at its discretion, reduce the price by up to 20% from the original selling price. This is the only price reduction allowed before Final Mile and does not require Client notification.
After 8 Weeks	<p>The Approach will periodically review unsold items and may, at its discretion, choose to:</p> <ul style="list-style-type: none"> • Extend the consignment term: If the full 20% price reduction has not been taken, further reductions up to that maximum may still be applied. • Assign 'Final Mile' status: The item may be reduced by up to 40% from the original selling price and assigned a 4-week end-of-term date. <ul style="list-style-type: none"> ◦ The Client will be notified when an item is placed in Final Mile and reminded to pick up the item within 4 weeks. ◦ Items not retrieved within 4 weeks of Final Mile notification automatically become the property of The Approach, which may then donate, liquidate, or dispose of them.

Retrieve Unsold

At drop-off, the Client may mark individual items as "Retrieve Unsold" on the intake form, indicating their intention to retrieve those items if they reach Final Mile status.

- Items marked Retrieve Unsold follow the same consignment schedule and Final Mile process described above.
- Items not marked Retrieve Unsold that reach Final Mile and are not retrieved within the 4-week deadline automatically become the property of The Approach, which may then donate, liquidate, or dispose of them.

NOTIFICATIONS

The Approach will notify the Client by email when:

- A price review is ready for approval (unless the Client opted out via Skip Review). Price review notifications include a 7-day response window; non-response is treated as approval.
- Store credit is issued (8 days after an item sells).
- An item is placed in Final Mile status.

Price reductions totaling 20% or less off the original established price do not require notification. Failure to receive or respond to any notification does not delay price changes or contract completion.

DATA PROTECTION

The Client agrees that their data will be stored electronically and used solely for consignment administration.