

Penguin Pit Stop, LLC

Frequently Asked Questions (and answers)

Are you currently accepting new vendors?

We're always willing to talk to business owners who are interested in selling their items at Penguin Pit Stop. A number of factors are involved in selecting new vendors including similarities to products we currently carry, amount of display space required, special display needs, shelf life of the product, fit for the store and customer base, etc.

I/my friend makes/sells _____. What do I/they need to do to be a vendor?

See the "New Vendor Information" document – those are the kinds of things we'll ask to get to know your business. If possible, it's always best to stop in the store and come talk to us, but feel free to call or email with questions.

I am a distributor or home sales consultant – can I sell at Penguin Pit Stop?

At this point, we are not accepting vendors who are consultants or distributors for home-based/party sales companies (i.e. Tastefully Simple, Pampered Chef, Scentsy, etc). There may be an exception if you are a consultant for items made in Nebraska.

Is there a fee to sell at Penguin Pit Stop? If so, what is it?

All new vendors pay a low, one-time administrative fee. This really serves two purposes: it helps offset costs of adding items into our inventory system and it also helps us make sure you have an added interest to be proactive in promoting your items in our store. The amount depends on the number of inventory items you have and how much space you need. Because we don't have a one-size-fits-all approach, we encourage you to talk to us and tell us more about your business and products. We can provide more details after knowing what you have.

What are the selling arrangements? Do you do consignment, on commission, wholesale?

All businesses are different, so we have a few selling options to best suit your needs. We try to work with each vendor to make arrangements that are mutually beneficial to the vendor and Penguin Pit Stop.

How much space to I get to display my products?

We have a very limited amount of space and we need to use it as effectively as possible. When you meet with us to tell us about your items, we can get an idea of your needs and work with you to try to get the space you need to display your products.

Are there specific kinds of products you looking for?

As long as businesses are Nebraska-based and their products are legal for sale, we may be interested. There are certain kinds of products such as jewelry that we currently have a lot of, but it doesn't automatically mean we wouldn't want to see what you have.

The only things we absolutely can't take are alcohol, tobacco, and firearms/weapons. Certain other items such as oversized products or those that require specialized displays would require additional details to determine if arrangements can be made.

How well will my items sell? How much can I expect to earn?

We want to be realistic with expectations and hope you are too. None of our vendors have made millions (yet) selling at Penguin Pit Stop. We want every vendor to be very successful and have great sales numbers. After all, we don't make money if your items don't sell. Don't plan on dropping off a box of things and expecting them to sell out in a week. Like other avenues of selling your products, there are steps you can take to help promote your items and increase sales. We can't predict how well your items will be received by customers or what your sales will be, but we're more than happy to

offer feedback to help increase sales. The more you advertise and tell people where your items are available for sale, the more successful you are likely to be.

I make _____ and it looks like you already have some similar items. Should I still come talk to you?

Absolutely! We try to limit the number of vendors who have very similar items, but unless your products are EXACTLY the same as something we already have we can look at what you have and talk through any concerns.

What if I only want to sell things certain months? I only have items for certain seasons of the year...

Obviously we don't want to devote a lot of display space to items that are off season and we switch out items based on seasons/holidays/styles/etc. One concern about only offering items certain parts of the year is that space can fill up and/or you might not have the same amount of room when you bring your items back. Products that are not specific to a season should be kept in the store year round as much as possible.

I have questions and need more information, how do I get in touch with you?

Our phone number is 402-261-3361 – give us a call during normal business hours or leave us a message and we'll return your call.

You can also email contact@PenguinPitStop.com and we'll get back with you as soon as possible. Please make sure your email subject is something we'll notice – stuff like "info" tends to look like spam and may be disregarded.

Stop in the store:

Penguin Pit Stop

2800 N 48th St (48th & Madison Ave in University Place)

Lincoln, NE

Find us on Facebook: www.Facebook.com/PenguinPitStop. We try to be active on our Facebook page, so you can see what we're all about there and send us a private message.