

# YOUR GUIDE TO

# Selling

with JBF Mercer County, NJ

**JUST BETWEEN FRIENDS**

**2025**

## SPRING & SUMMER

April 11-13 @ Mercer County Skating Center

### Let's do this together!

You'll find everything you need to know —right here in this Guide—to help you turn your outgrown kid items into CA\$H.

# How to Sign Up:

## First Things First: REGISTER

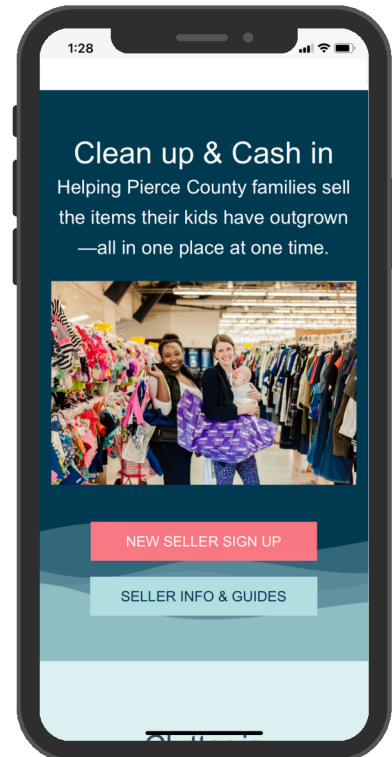
Save your spot by registering as a Consignor for our **Mercer County** Event. This step allows us to add your items to our system



### NEXT STEP:

## Consignor Waiver & Appointments

Complete your waiver. Schedule your Drop Off time.



[www.mercercounty.jbfsale.com](http://www.mercercounty.jbfsale.com)

**Questions?** Join our Facebook Group for quick Q&A. <https://jbfmercer.com/Group>

# STEP #1

# Gather



## Kids Grow Fast!

Each child cycles through a wardrobe every 6 months. If you're feeling like you have lots of outgrown clothes in your home, you're not alone! Plus, you can also sell items you have around your home!

### Furniture

- toddler beds
- dressers
- bassinets
- swings
- rockers
- changing tables

### Outdoor Toys

- bikes & trikes
- scooters & skates
- ride-on toys
- playhouses

Be sure to check the garage!



### Bedrooms

- clothing & shoes
- lamps & rugs
- gliders & rockers
- boppies & monitors

### Closets

- sheets & towels
- diapers
- step stools
- pillows & blankets

### Playrooms

- puzzles & games
- dress up
- crafts & supplies
- music toys
- video games

### Large toys

- exersaucers
- bouncers
- play kitchen sets
- play tool bench sets
- train table

### Misc.

- new pacifiers
- safety items



### Kitchen

- dishes
- lunch boxes
- sippy cups
- highchairs
- safety items

### Bathrooms

- diaper disposals
- bath toys
- infant tubs

## SPRING 2025 ITEM LIMITS

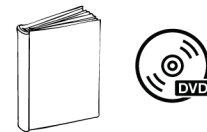
Please Note: WOMEN'S CLOTHING is not sold at JBF

**MATERNITY CLOTHING**



**15**  
TAGS

**BOOKS + DVDS**



**100**  
TAGS Combined

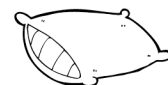
**MOMMY MART**

\*Like NEW\*



**15**  
TAGS

**BEDDING (CRIB TO FULL)**



**5**  
TAGS

**EASTER HOLIDAY**



**10**  
non-clothing TAGS

**PLUSH ANIMALS**



**5**  
TAGS



## Keep | Toss | Sell

### KEEP

It's okay to **KEEP** the items that you just aren't ready to part with yet! We have all been there and it's okay to hold onto those special items.

### TOSS

**TOSS** the items that are too well-loved (stains, missing pieces, or are not working). Shoppers are wanting to buy pre-loved items with life still in them for their families to love.

### SELL

Your "**SELL**" pile is your extra cash!!! You can start gathering for our sale anytime! **Pro Consignor Tip:** Keep an empty box or tote in your child's closet or play room to gather your "sell" items as they outgrow them.





**Inspect**

## The 4 C's: Our Quality & Safety Standard for Consigning

It is very important that each consignor carefully **inspects each item utilizing these four standards**. We will inspect your clothing and shoes on the racks, after you drop off. If we pull more than 5 items with stains, rips or excessive wear, you will be charged .25 cents per item over 5. **Please bring your best!** It's our mission to provide quality and safe items for our shoppers.



## SELL the items that meet these 4 C's:

### CLEAN

The newer it looks, the better it sells. Check carefully for stains and holes in clothing. Clean all clothing and non-clothing items thoroughly.

### CURRENT

- Sell warm weather clothing and shoes at our Spring/Summer sale.
- Sell cold weather items at our Fall/Winter sale.
- **Shoppers love current styles that are in fashion.**

### COMPLETE

Be sure all parts & pieces are present before you tag items. Working batteries must be included. Shoppers want to open their items when they get home and find everything in working order.

### COMPLIANT

Important Safety Guidelines apply to car seats, cribs, infant equipment & toys. All of the Recalls & Safety Standards are listed at **jbfsale.com** for you to check each of your items before you sell.



#### **Safety Waivers Required**

For all Cribs & Car Seats

#### **Crib Checklist**

[CLICK HERE](#)



#### **Car Seat Waiver**

[CLICK HERE](#)



# STEP #3

# Inspect: Clean



## Wash & Clean ALL Items

**The newer it looks, the better it sells.** A quick wash, or wipe down might be all it takes to get your items sale ready! Shoppers want to buy items in great condition for their family to use and enjoy!

**Wash all clothing, bedding, and cloth items on equipment. Wipe down all non clothing items and clean shoes thoroughly. Magic Erasers work really well on shoes!**



## ITEMS TO DOUBLE CHECK:

- ALL SHOES
- BOTTOMS & SOCKS
- OUTDOOR TOYS
- BABY/INFANT TOYS
- PACK & PLAYS
- HIGH CHAIRS & BOOSTERS
- STROLLERS
- CARSEATS & BOOSTERS
- POTTY CHAIRS
- SIT IN BOUNCERS
- BABY WALKERS



# STEP #3

*Inspect:*

# WHAT TO SELL CURRENT CLOTHING

# SPRING

Short-sleeved items:  
onesies, shirts, dresses



Shorts, skirts, capris  
summer dresses  
jeans



Lightweight summer  
pajamas and sleepwear

\*Fleece PJs accepted, but  
rec. for the Fall sale



Sandals, rain boots  
shoes, Crocs, flip flops  
water/swim shoes



Sweatshirts  
lightweight jackets  
summer accessories



Swimsuits and  
accessories



Fan gear  
dress-up/play outfits  
4th of July attire



Easter Holiday attire

## NO THANK YOU ITEMS

- X USED underwear
- X stained clothing
- X holes in clothing
- X adult accessories
- X adult clothing
- X adult shoes

## Save these items for our Fall/Winter Sale:

- X fleece pants
- X winter pajamas
- X snow boots
- X winter jackets
- X gloves
- X winter gear
- X Fall Holiday clothing
- X Christmas clothing
- X Halloween costumes



## SPECIALTY CLOTHING

### Hanging & Tagging Clothing

These items will go on a separate rack. Tag all items and sort separately. They will be placed together on a designated rack.



### Sports



Sports Gear, Dance & Gymnastics

### Dress Up & Costumes



Halloween, Princess, Characters, Hometown Heroes, etc.

### Maternity



**15 tag limit**

# STEP #3

## Inspect:

# WHAT TO SELL NON- CLOTHING

# ALL YEAR

Plates, cups, utensils



NEW nipples/pacifiers  
bottles with nipples  
removed



Character or  
animated stuffed  
animals



Soft infant toys WITH  
sound/rattle



Cribs, toddler-twin beds  
bed rails, co-sleepers  
bassinets



BOOKS: Soft, board  
picture, chapter  
educational, tween



DVDs: Rated  
G, PG, PG-13 only



## NO THANK YOU ITEMS

There are some items we cannot sell, no matter what the season, due to safety concerns.

- X Opened/samples of formula
- X Food
- X Medicine
- X Opened lotions, ointments, etc
- X USED open-system breast pumps
- X USED pump tubing
  
- X USED nipples
- X USED pacifiers
  
- X Infant sleep products that are not compliant with safe sleep (pg 10)
- X Boppy loungers
- X Drop-side cribs
- X ALL crib bumpers
- X Baby wedges/sleep positioners
  
- X Queen, King+ size beds
- X Queen, King+ size bedding
  
- X Adult content books
  
- X R-rated DVDs
- X Adult content DVDs
- X VHS tapes
- X CDs



# STEP #3 *Inspect:*

# WHAT TO SELL NON- CLOTHING

# ALL YEAR

## MOMMY MART

Bring your best!  
\*NEW/Like NEW Req.\*

15  
TAGS



**Kitchen:** New/Like New Items

## KID'S ROOM DECOR

Current & Complete



**Storage:** Baskets & Organizers



**Decor:** Like New, Current & Trendy



**Decor:** Like New, Current & Trendy



**Gifts:** New & Unused Beauty, Bath, Hair Items, & Candles



**Gifts:** New/Like New Baby Shower Gifts

# STEP #3

*Inspect:*

# WHAT TO SELL NON- CLOTHING

# ALL YEAR

**These items are a "YES!" at any of our sales (and they usually sell well)!**

**Safety First:** All items must meet safety standards. Please check for recalls and be sure all safety straps are included.



**Safety Waivers Required**

For all Cribs & Car Seats

**Crib Checklist**

[CLICK HERE](#)



**Car Seat Waiver**

[CLICK HERE](#)



# STEP #3

# Inspect: Complete



## Check all Items are Complete

Go through items to make sure all pieces are together. Check all toys and games and **replace any batteries** to prevent battery supply fees (\$1/battery required). IF you have an item that is missing a piece and can still be used without that piece, please make sure you note it very clearly on the item and tag for shoppers to see. **Items that are missing crucial pieces will be pulled off the sales floor.**

## TOYS & GEAR TO DOUBLE CHECK:

**PUZZLES  
GAMES  
CRAFTS**

**FEEDING SUPPLIES  
TECHNOLOGY TOYS  
BABY EQUIPMENT**

**TOYS  
FLASH CARDS  
EDUCATIONAL ITEMS**



# STEP #3

# Inspect: Compliant

JUST BETWEEN FRIENDS



## Safety Matters

Just Between Friends is dedicated to keeping families safe. That's why we want you to have up-to-date information on safety and recalls for items you're still using and for items you want to sell at JBF.

As a Seller, it is your responsibility to check all of your items for recalls. If an item is recalled, it cannot be sold at JBF. If you've installed the recall repair, it is safe to use and sell at JBF.

For the most up to date recall information, visit <https://www.cpsc.gov/Recalls>

## TOP 10 SAFETY ALERTS

These items have safety alerts or recalls that might impact your ability to sell them.

Visit the JBF website for full safety guide: [safety.jbfsale.com](https://safety.jbfsale.com)



Bumbo Seats



Chico Polly High Chairs



4moms MomaRoo & RochaRoo



Summer Infant Baby Bather



Boppy Lounger



Infantino Infant Carriers



All Crib Bumpers



All Incline Sleepers



Maclaren Strollers



B.O.B. Strollers

For the most up to date recall information, visit <https://www.cpsc.gov/Recalls>

# STEP #3

# Inspect: Compliant



**Car Seat & Crib Waivers are required**



## CAR SEATS: WAIVER REQUIRED

All Car Seats must be checked for recalls before selling at JBF. [www.cpsc.gov/Recalls](http://www.cpsc.gov/Recalls)

A completed **Car Seat Waiver is required** for all car seats, booster seats, and bases.

Car Seat Waiver

**CLICK HERE**

## CRIBS: WAIVER REQUIRED

All Cribs made before **June 28, 2011** are no longer considered safe for infants.

For cribs manufactured on or after this date: a completed **Crib Waiver is Required.**



Crib Checklist

**CLICK HERE**

## INFANT SLEEP PRODUCTS



**JBF accepts cribs, bassinets, cradles, bedside sleepers, and play yards** that meet current Safety Standards set by the Consumer Product Safety Commission and JBF quality/condition standards.

For all other items marketed or intended to provide a sleeping accommodation for an infant up to 5 months of age, the product must have a stand, meet stability requirements, and have a side height of at least 7.5 inches.

**All other infant sleep products are not accepted for resale at JBF.**

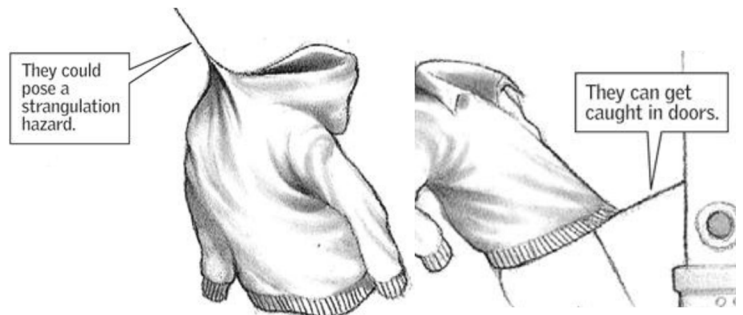
## HELP STOP TIP OVERS



All furniture over 27-inches will be sold with safety straps to anchor furniture to the wall safely.

We will provide safety straps for your items when you drop it off at the JBF sale.

## DRAWSTRING SAFETY



**Upper Outerwear WAIST Drawstrings** should be 3-inches or shorter and sewn to garment at mid-point so string cannot be pulled to one side.

**Upper Outerwear NECK Drawstrings** should be removed completely.

# STEP #4

# Pricing Guide



## Shopper-Focused Pricing

Ask yourself, "What price would make me buy this item without hesitation...and brag about my bargain to my friends?" We want you to have the **highest sell through rate!** If you have questions about pricing, reach out to our consignors on our Community FB Group!

Retail Price	JBF Clothing Price	Pricing Non-Clothing Items	
less than <b>\$10</b>	<b>\$1-2</b> <b>Value Brands:</b> Cherokee, Circo, Cat & Jack, Garanimals	Toys Books Baby Gear Furniture Electronics Strollers + Joggers Sporting Goods	 Price a little higher for: <ul style="list-style-type: none"> <li>• new with tags</li> <li>• hot selling</li> <li>• like-new</li> <li>• large toys</li> <li>• dressy items</li> </ul>
less than <b>\$20</b>	<b>\$3-6</b> <b>Standard Brands:</b> Carter's, Old Navy, Children's Place, Nike	<b>60-80% off retail</b>	Price a little lower for: <ul style="list-style-type: none"> <li>• infant clothing</li> <li>• play clothes</li> <li>• good condition</li> <li>• maternity</li> </ul>
more than <b>\$20</b>	<b>65-75% off retail</b> <b>Boutique Brands:</b> Janie & Jack, Mud Pie, Matilda Jane	<b>Want to SELL Even MORE?</b> Choose to REDUCE, which allows your items to sell at 50% off during discount sale days	



### Bundle Items to Save Time

As you are thinking about prices, consider creating sets or bundles. Put an outfit together, or a set of same-size onesies. Bundle 6 pair of socks together, or several superhero figures. Shoppers love it, and you only have to create one tag!



### Donate Items to Save Money

Mark all of your items (100+) reduce and donate to save! Not only will your unsold items support families in our community through our charity partner Children's Futures, but your consignor fee will be refunded (or waived) \$\$\$

# STEP #5

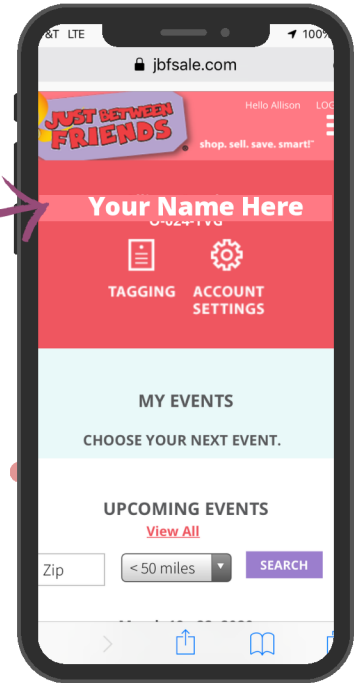
# Prep: Tags



## Where to Create Your Tags

Now that your items are inspected and bundled, it's time to log in to your JBF Profile and enter your tag data.

1. [www.mercercounty.jbfsale.com](http://www.mercercounty.jbfsale.com)
2. consignor login
3. click on TAGGING



## Creating Tags

Include brand, colors, number of pieces included

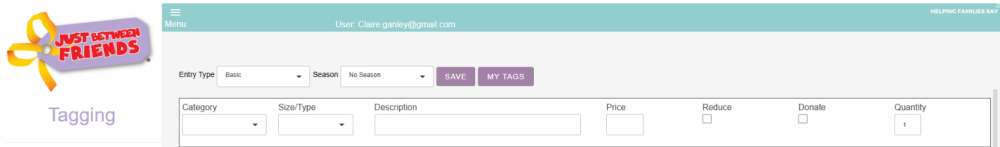
You choose the price (refer to our pricing guide above)

Choose the category that fits best (leave blank if you can't decide)

Indicate size for clothing and shoes

Check **reduce** to allow your item to sell at 50% off on Half Price Day

Check **donate** to allow your item to be donated if unsold



## TIP! Talk-to-Text

If you are entering tags on your mobile device, use talk-to-text to go even faster.



## Print Your Tags

Print tags on 8.5"x11" **white cardstock**. Tags print 9 per page.

# STEP #5

# Prep: Supplies



## Tagging Supplies



### Preparing Your Items & Attaching Tags

Now that your JBF tags are printed, cut them apart and sort them by categories to make your next step smoother.



Supply Sales  
Announced  
on Facebook  
and via Email

### Gather these supplies to make your prep faster:

- hangers
- clear self-sealing bags (zip-loc)
- ribbon/string
- zip-ties
- clear tape & painter's tape
- clear (saran) wrap
- scissors
- safety pins or tagging gun
- hole-punch

## TOYS & GEAR

### Two Essentials:

- Tag is attached securely (won't fall off and won't damage item) &
- All pieces secured together (won't separate; tape bags closed)







## CLOTHING

### Hanging & Tagging Clothing

Put all clothing on hangers. We will hang all clothes organized by gender, then size, and finally into categories (tops, bottoms, pajamas, outfits, etc.) for easy shopping.



**Set hanger direction for all clothing like a question mark**



**Creating Outfits and pin to hanger or zip tie hangers together**



**Attach tags on clothing tag or inseam with pin or tagging gun**



**All hangers need to face the correct direction**



**Items will be damaged if you attach outfits with tagging gun**



**Fabric will be damaged if tagging gun is used incorrectly**



# STEP #5

# Prep



## Accessories

Use clear bags to bundle sets of socks, hair accessories, infant mittens and hats. Display neatly so shopper can see well. Place JBF tag inside and tape bag closed.



## Hats

Simply attach JBF tag to hats using a safety pin or tagging gun. No need to use a bag.



## Hanging Multiple Items on a Hanger

Multiple items—that are all the same size— can be hung on a single hanger. Use a safety pin or tagging gun fastener (through a sturdy waistline) to attach pants/skirts to hangers.



## TOYS, BABY SUPPLIES & GEAR

### Tagging Essentials:

- Tag is easily visible and attached securely (won't fall off)
- All pieces secured together (won't separate; tape bags closed)
- **Pro Tip**-Use cardstock for small pieces for easy display in bags.

#### Clearly Visible



#### Pieces Attached



#### Tag is Secured



#### Items are blocked by tag on one side & bag label on other



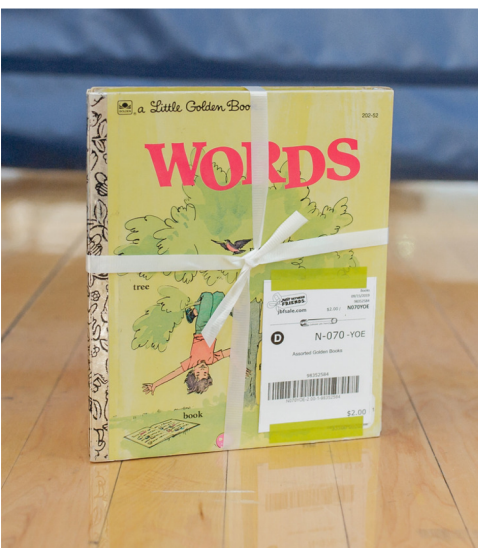
#### Bagged items are not clearly visible inside worn bag





## BOOKS, PUZZLES & GAMES

**Painter's Tape** is strongly encouraged when attaching your tag to books and games/puzzles in boxes. Use tape to secure boxes closed. Clear tape causes damage and can leave residue. Bundle books with string, use bags for games without boxes and saran wrap for loose puzzles.



# STEP #6

# Packing



## Let's Get Your Items Packed Up



### You did it!

Now that your items are tagged, you'll want to pack items **organized by type and size** so that your Drop Off process is easy and fast.

Organize clothing by size and gender for quick drop off. For special merchandising, keep the following categories separate:

- Sports, including Dance
- Dress up
- Maternity





## Consignor Drop Off:

WED. APRIL 9 | 8 AM - 8 PM

MERCER COUNTY SKATING CENTER  
1638 OLD TRENTON ROAD, WEST WINDSOR, NJ  
\*IN MERCER COUNTY PARK\*



1

Drop Off Appointment Required. Pay your consignor fee, sign your waiver, and schedule your Drop Off. Bring any car seat or crib waivers if applicable.

2

Pack your car keeping like items together. This will speed things up for you and make drop off quick and easy. Visit **Check In** when you arrive. Bring a tagged item with you to the desk.

3

You'll be placing your own items out on the sales floor.

- Many sections will have organized DROP ZONES, where you will place your items in the designated area for our team to organize them for the sale.
- Please place clothing and items in the correct size and gender section. Remember to place hangers to the **RIGHT** of your consignor letter in each section
- Attach a yellow ticket to large items

4

We will inspect your items on the racks, after you drop them off. If we pull more than 5 items with stains, rips or excessive wear, you will be charged .25 cents per item over 5. Please bring your best!

5

Don't forget to pick up your shopping pass to join us for early access Seller Shopping! Friday, April 11 at 11:30am and Saturday, April 12 at 2:30pm. Bring a friend!

**Pick Up:** SUN. APRIL 13 | 6:30-8 PM

Appt required.

ALL UNSOLD items not picked up will be donated at 8:01 pm  
No Exceptions!

# During the Sale

**JUST BETWEEN FRIENDS**



Make time to  
**SHOP**

MAKE SURE YOU GET THE BEST DEALS FOR YOUR FAMILY!



## Watch Your Consignor Check Grow

You can view your sold items! Log in to your **JBF Profile**, click on **TAGGING**, then choose **REPORTS**.



## Share Free Tickets

Now is the time to tell everyone to shop! The more you share, the bigger your consignor check will grow. Be sure all the families in your life know about the resource of JBF this week!



## Unsold Items Donated to Charity

Are distributed to help local families through our charity Partner, Children's Futures.



## Wednesday, April 9th

8am-8pm • Drop Off



## Thursday, April 10th

Recall & Safety Inspection  
5pm-7pm • Staff Shopping



## Friday, April 11th

Shopping opens! 9am-8pm.  
Tickets required

11:30am • Consignor + Friend Shopping Pass



## Saturday, April 12th

8am-1:30pm • Public Sale

2:30pm-7pm • Half Off Presale,  
Consignor + Friend Pass



## Sunday, April 13th

8am-1pm • Public Half Price Sale  
1:15pm-2pm • Fill-A-Bag to benefit Children's Futures

6:30-8pm • Unsold Item Pick Up



Consignor checks sent out via email within 2 weeks of the sale.