#### WELCOME TO



A brief guide on the benefits of listing your products with industrial clearance.com.au and how to use your online portal.



industrialclearance.com.au | sales@industrialclearance.com.au

## ABOUT INDUSTRIAL CLEARANCE.

### What is industrial clearance?

Industrial clearance.com.au is here to help you sell your excess or slow moving stock. Through our online portal you can easily list your products to sell, with full control over your pricing, easy to use and low commissions it's the logical choice for your business. Clear overstocked or obsolete products that maybe taking up precious warehouse space and costing you money.

On the buyer side, anyone who is looking to purchase industrial products of any description can create an account and if the required product is not currently available an automated email will be sent when that product is listed on the site. By connecting you directly to new audiences we can help develop an additional revenue stream for your business.

As the name says it is a platform for buying and selling clearance stock at clearance pricing, possibility at, or even below cost.

### **Additional benefits**

- Using Industrial clearance.com.au you can order more than enough stock for your usual channels to market.
- Stock can be managed at any time utilising sales via Industrialclearance.com.au. Use it as often as you like to help manage your stock levels.
- No more conservative ordering of stock due to sales concerns and no more running out of stock because you have ordered conservatively.
- No more clearance specials through your usual channels (potentially damaging your pricing structure and brand).
- Ore Potential higher GP than your usual channel to market.
- Take advantage of our marketing! Have your products listed on a high traffic market place and let our marketing dollars work for you!

## WHY USE INDUSTRIAL CLEARANCE?

### Why use industrial clearance?

We'll take your online business further – We have a digital marketing strategy that will be extremely aggressive within the market place. It's primarily based on driving highly qualified buyers through Google Adwords and SEO. As the platform grows, our database grows and there will be a huge focus on retention marketing and identifying customer segment by product variations and behavior.

This aggressive digital marketing strategy will be able to cater to all niches. As long as your products are on our website, we will be advertising to anyone pro-actively searching for your excess stock. What do you have to lose?

### What products and industries are right for industrialclearance.com.au?

Anything from automotive, construction and DIY supplies, machinery and workshop tools, electrical, plumbing, pumps, tools, saws, electrical and appliances! If you're unsure whether your products are right for industrial clearance, please call 1300 030 360 or email sales@industrialclearance.com.au

### Freight and product costs? You're in control.

You are in complete control! Specify the areas you ship to and set your delivery rates, when an order is received, you get notified instantly so you can start the fulfilment process right away. When it comes to product pricing, we recommend only listing products that have a significant mark down – as the name suggests, the market place is for clearance products!

## Sell your discounted products, without competing with your existing sales channels. Expand your market.

Industrial clearance allows you to specify whether you display any reference to your brand or association with your business allowing you to list discretely. This flexibility allows your business to list your sale, dead or overstock without competing with your business or jeopardising your brand image!

# **REPORTING & PAYMENTS**

### **Registration fee.**

The registration fee to list your products on industrial clearance.com.au is usually \$100 yearly, but as part of this introductory offer, this fee is waived!

### Easily access your sales reports via your online sales portal.

Accessible 24 hours a day, you have access to your stock levels, shipping information and sales data, where ever you are and at any time. Simply login to your industrial clearance account and have all the details you need right at your finger tips!

### Simple payment cycles, get paid faster.

Get paid simply by adding your paypal (paypal.com), stripe (stripe.com) or bank details to your account and we'll handle the rest. You'll be notified as soon as an order has been made and the funds are in your industrial clearance account so you know when to ship an order then, payments are made at the end of every month and deposited directly to your bank account.

### Low commissions.

At Industrial Clearance, we understand the power of a dollar - that's why we keep our commissions to a minimum. We charge between 7.5-12.5% bases on your total sales. The more you sell, the lower your commission charges are, so load as many products as you can!

### Still have questions? Can't find what you're looking for?

We're here to help, please email sales@industrialclearance.com.au or call 1300 030 360 and talk to a real person. Our friendly support team are standing by to talk to you from 9am-5pm Monday to Friday and email support 24/7.

GO TO INDUSTRIALCLEARANCE.COM.AU/SELLERS AND REGISTER FOR YOUR ACCOUNT TODAY.

Click here to read the terms and conditions.



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