

70 YEARS
Michael's
Luxury Consignment
EST. 1954

PRESS KIT 2024



Michael's, the top women's luxury consignment store in NYC, is a hub of designer apparel and luxury goods. From Chanel and Hermes to Prada and Louis Vuitton, Michael's is the go-to shop for Manhattan's most fashion-conscious women. We carry only high-end, authenticated luxury apparel and accessories, including designer clothing, fine and costume jewelry, handbags, belts, shoes, and sunglasses consigned from consignors around the world. A selection of Michael's mint-condition designer merchandise is also available online at michaelsconsignment.com.

SHOP. CONSIGN. REPEAT



ABOUT US

A NEW YORK FASHION INSTITUTION & FAMILY LEGACY.

Michael's Luxury Consignment is a third-generation business that has been carefully nurtured for 70 years by the same committed family. The store has been regarded as an extension of our family, receiving the same level of care in its reputation, financial well-being, and achievements as one of our own. Additionally, we are fortunate to have a dedicated staff, with some members having been part of our team for more than 30 years

Michael Kosof, the founder, was a visionary in recognizing the importance of sustainability early on. The business was founded out of a passion for fashion and a mission to make it accessible to everyone. The success of Michael's hinges on the team's ability to adapt the business and its messaging as society and the industry evolve. We can swiftly adjust our direction to meet the changing needs of our customers and consignors. In the consignment business, there's no need to predict future trends.



Our dedication to excellence and traditional customer service has fostered a welcoming environment for both our team, customers, and consignors. Even our online customers feel empowered to shape their fashion journey with us. We will continue doing what we do best which is delivering exceptional service and product at a fraction of the retail price.

All the best,

Tamara Fluhr-Gates





AUTHENTICITY GUARANTEED

For 70 years, we've specialized in selling only authentic luxury apparel and accessories. As a family owned and operated business since 1954, our experience in the luxury apparel industry is unparalleled making us experts in authenticating luxury merchandise. Every item that comes into our store is handpicked and thoroughly inspected to ensure its authenticity. We stand behind each and every piece of merchandise that makes it online and into our brick and mortar store. The sale of counterfeit merchandise is a federal crime and carries with it severe penalties. At Michael's, our business is built on its outstanding reputation of integrity and honesty. We will never knowingly sell any counterfeit merchandise.

OUR DESIGNERS

For many years, we've been offering a range of designers for a very diverse clientele. In addition to luxury brands, we always have a wide selection of emerging contemporary designers that enhance our selection and keep our customers coming back.

LUXURY



CONTEMPORARY



OUR HISTORY



70 years ago, Michael's set out to help every woman look like a million without spending a million. As the third generation of a resale minded family, Michael already had the consignment concept down. After securing a Madison Avenue address, where we are still located today, Michael's vision of outfitting all women in the very best came to light. Today, Michael's continues to help New York's style elite by providing luxury curated and hand picked clothing and accessories at a fraction of the retail price, while giving consignors the opportunity to monetize luxury items they no longer use - all through a personal and hands-on approach.

- 1902 Simon Kosofsky opens "Cast Off Clothing and Furs" on the Lower East Side Manhattan.
- 1934 Ritz Thrift Shop was opened on 57th Street. Carrying fine furs for the most discerning woman, Aaron Kaye (Kosof) coined the now famous quote ... *"Every woman can look like a million without spending a million"*
- ★ 1954 Michael's Luxury Consignment is opened on Madison Avenue at 79th Street. Aaron's son Michael Kosof was quoted saying: *"I, Michael, need more Chanel, Hermes, Prada, Louis Vuitton and other treasures. My clients value these exquisite things and so do I."*
- 1986 Michael's daughter Laura joins the family business, expands to a second floor and propels consignment to new heights.
- 2006 Laura's daughter, Tammy, joins the business, adds a newly designed website, creates all things digital and brings Michael's to the global world.
- 2018 After almost 65 years on the second-floor space, Michael's moves to a beautiful ground-floor space at 1125 Madison Avenue at 84th street.
- 2024 Michael's celebrates its 70th birthday solidifying its place as the leader in luxury consignment and opens a second location in Katonah, NY.

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Michael's has always had one eye on the future while drawing inspiration from our past. We cherish traditional customer service and understand the significance of cultivating strong connections with our customers and consignors. Even as we focus on expansion, preserving our personal touch is paramount. It has been the key to our success over 70 years and will always be a core value we uphold. -Tamara Gates



THE ARCHIVES

Notes from Michael and newspaper advertising.

I, Michael,
would never tell
the names of the women I serve. They are
important names, of cultured and
gracious women whose taste in clothes is only a
symbol of their fastidiousness in everything.
I buy their frocks and furs by the closetful,
I fill their purses with unexpected gold.

Assuming that I am a pleasant person with whom
to do business, isn't this very idea a really
good one? Well then, DO something!

MICHAEL of RESALE ASSOCIATES
1041 Madison Ave.—north of 79th, N. Y.
REgent 7-7273

I, MICHAEL, PREFER TO WHISPER

My shop is filled with the finest de-
signer clothes, gently used, immaculate
and very low in price. This I whisper.
It is the resale shop for fastidious
women.

MICHAEL of RESALE ASSOCIATES
1041 Madison Ave. at 79th St.
RE 7-7273

I have a
broker's wife

who certainly doesn't need to sell anyone her
last year's wardrobe. For her favorite charity,
however, this practical idea has meant a ver-
itable windfall of unexpected dollars.

I have a
dateable debutante

who just isn't seen too often with the same
gown or the same beau, no matter how breath-
taking. Every three months we go through her
closets together, eliminating last year's
"oh's" to make room for this year's "ah's".

I, MICHAEL, WRITE A POEM

If you have a passion to cash-in on
fashion, I, Michael, do strongly advise
That the Paths and Triggers that a
smart woman wears are the wares that a
smart buyer buys. So I beg and implore
that you come to my door with your Troys
your Dior, your Rose Lash. Used clothes
that are fine are a passion of mine,
and I pay for my lust in hard cash!

MICHAEL of RESALE ASSOCIATES
LORE WATSON, North of 79th
Regent 7 7273

I, MICHAEL, FILL A REAL NEED!

I have a shop where women of taste
buy fine apparel that other discrim-
inating women want to resell. I make
cious things available for so very
Gently used, fresh, immaculate. I he
THE resale shop. It is truly unique

MICHAEL of RESALE ASSOCIATES
1041 Madison Av. at 79th St.
RE 7 7273 Open Thurs to 9PM

I, MICHAEL, HAVE A COUNTESS!

a real countess with castles full of
fashion, Dior, Balenciagas, etcetera, etcetera.
Diors, Balenciagas, etcetera, etcetera.
They are hardly worn, etcetera,
etcetera. She sells them to me! Won't
you, etcetera?

MICHAEL of RESALE ASSOCIATES
1041 Madison Ave. at 79th St.
RE 7-7273



We will pay you
to empty
your closets!!!

Since 1954 Michael's has helped
the most elegant women from the
most gracious homes resell their
ALMOST NEW treasures.

If you have DESIGNER
clothing and accessories that you
no longer adore, call and let us
know how we can help you.

Michael's
The Consignment Shop for Women

1041 Madison Ave.
New York, NY 10021
212-737-7273

www.michaelsconsignment.com

MICHAEL'S
THE CONSIGNMENT SHOP FOR WOMEN

**HIGH FASHION WITHOUT
HIGH PRICES**

For over 35 years,
savvy women have come to Michael's to buy and sell
Designer clothing. Almost new,
Gently priced.

We also consign and
sell outstanding wedding attire.

1041 MADISON
NEW YORK, NY
(212) 737-7273

**WE WILL PAY YOU TO
EMPTY YOUR CLOSETS!**

For over 30 years, Michael's has been
helping the most elegant women from the
most gracious homes resell their
ALMOST NEW treasures.

If you have DESIGNER clothing or
accessories you no longer adore,
call and let us know how we can help.

MICHAEL'S
THE CONSIGNMENT SHOP
FOR WOMEN AND BRIDES
1041 Madison Avenue
(212) 737-7273

Happy Holidays From
MICHAEL'S

Come celebrate the season with
Chanel, Armani,
Valentino, Hermes,
De la Renta, Ungaro
and Lauren.

For that special occasion,
select from our fabulous
collection of pre-owned
evening wear and
accessories.

MICHAEL'S
1041 Madison Ave.
(212) 737-7273

Now open Sundays from 12 to 6 for shopping!

8 • OUR TOWN • NOVEMBER 12, 1988

WHO CAN YOU
FIND HANGING
OUT AT MICHAEL'S?

ARMANI
CALVIN KLEIN
CHANEL
GUCCI
HERMES
MOSCHINO
PRADA
RALPH LAUREN
VALENTINO
YSL

Michael's
THE CONSIGNMENT SHOP FOR WOMEN

1041 MADISON AVENUE (29th) 2ND FLOOR • NEW YORK 212 737-7273
www.michaelsconsignment.com



MEET THE TEAM



Tamara Gates, Co-owner and CEO

Tammy Gates is the CEO and Co-owner of Michael's Luxury Consignment. She is the third generation to join Michael's and the fifth to join the family consignment dynasty businesses in NYC. The first of them was started by her great-great grandfather on the lower east side of Manhattan in the late 1800's. Needless to say, consignment is in her blood.

Tammy, armed with a background in PR and marketing, joined the family business in 2006. In 2018, she took over and focused on expanding the business to street level and the digital world with a larger ecommerce and social media presence. Tammy values customer service, ethics, loyalty, and keeping her word, as emphasized by her mother and grandfather in building the business. She is also forward-thinking, recognizing the need to evolve with the changing economic and social environment. Tammy looks forward to exploring opportunities in sustainability and shared circular economic opportunities.



The Management Team

Damona has extensive fashion industry experience, and is the Sales Floor Manager/Visual Merchandiser/Stand-in Buyer at Michael's, overseeing all sales floor activities.

Yani has been part of the team since 2006, is the Store Supervisor handling various tasks with ease, from assisting customers to fixing racks. Reliable and calm, she is a valued leader within the team.

Rosie joined Michael's as a college student and rose to Chief Consignment Manager. She is known for being organized, hardworking, reliable, honest, and trustworthy. Rosie is a dedicated and valuable member of the Michael's team.



Andrea Fellman, Ecommerce Marketing Director

Andrea joined the Micheals' team last September. She comes to us with over 15 years of experience in digital marketing and publishing. Andrea has been integral in revamping and upgrading our digital marketing campaigns, ecommerce strategies, and online and social media experiences. She is a visionary and analytical; the perfect blend of clever and creative.



NO FAST FASHION HERE NO FAST FASHION HERE NO FAST FASHION HERE NO FAST FASHION HERE

REASONS TO CONSIGN

Reduce Waste

Consignment and resale extend the lifecycle of clothing and accessories, reducing the amount of fashion waste ending up in landfills.

Unique Style

Shopping for consigned or pre-owned fashion allows you to discover unique and one-of-a-kind pieces that may not be available in mainstream stores.

WORTH REPEATING OUTFITS WORTH REPEATING OUTFITS WORTH REPEATING OUTFITS WORTH REPEATING

Quality

Trends come and go, but quality always stays. Opting for high-end designer fashion is an investment in both style and longevity.

Cost Effective

You can score high-end designer pieces at a fraction of their original cost, enabling you to maintain a stylish wardrobe without breaking the bank.

Sustainable

Wearing consigned or pre-owned fashion is a statement of your commitment to sustainability and responsible consumption.

SUSTAINABILITY WITH STYLE SUSTAINABILITY WITH STYLE SUSTAINABILITY WITH STYLE SUSTAINABILITY WITH STYLE



HOW IT WORKS

IT'S SIMPLE

Consignors can visit us in the city, ship their items to us or if they live in the local NY area we can schedule a pick up. For specific inquiries it is best to contact us.

AUTHENTICITY ENSURED

Every item that comes into our store is handpicked and thoroughly inspected to ensure its authenticity. We stand behind each and every piece of merchandise that makes it online and into our brick and mortar store.

WHAT WE ACCEPT

Michael's offers high-quality, luxury bags, accessories, shoes, watches, jewelry, and clothes. Guidelines for consignment items, popular labels, accepted brands list, and tips to how to maximize the resale value are provided on our website.

PAYMENT

The majority of items sell within four weeks of arrival. Once an item sells the consignor is paid the following month or has the option to use their earnings +10% as store credit to shop with us.

EXCEPTIONAL CUSTOMER SERVICES

We add a personalized touch and take pride in our high standards and reputation.



CIRCULAR ECONOMY

In the fight against waste and the preservation of our natural resources, the circular economy has emerged as a real hero. Its approach is straightforward: rather than discarding products and materials, give them a new lease of life by reusing, refurbishing, regenerating, recycling, or reselling! This stands in stark contrast to the old "take, make, dispose" way of doing things.

Shopping for luxury consignment and designer pieces is not only fashionable and more affordable, but it's also a sustainable practice that promotes the principles of the circular economy and encourages the extension of product lifespans.

Our team at Michael's Consignment is committed to fulfilling our role by serving those who are interested in making more informed, eco-friendly fashion choices.



- Reduces Waste
- Extends product lifespans
- Lowers carbon footprints
- Support circular business models
- Supports sustainable fashion practices



IN THE PRESS

**The
New York
Times**

"Consumers benefit from consignment shops in two ways. People with clothes to discard earn back some of the original investment, while budget-conscious shoppers gain access to designer clothing at low cost... On a recent visit to Michael's, the racks included clothing with Chanel and Armani names at less than half their retail cost."

W

"...at Michael's, a women's consignment shop on Manhattan's Upper East Side ...a trim bouclé Chanel suit or an eye-popping Pucci caftan can each fetch hundreds of dollars at the neighborhood resale store, where that Yves Saint Laurent Mombasa bag you coveted a few years back can be nabbed for a quarter of its original price..."

THE NEW YORKER

"(At Michael's) Designer handbags from recent seasons abound, some, like a feather-and-calfskin clutch from Bottega Veneta still with their tags." - The New Yorker

NEW YORK POST

"...Michael's is your best bet for spectacular secondhand duds. Since 1954, the consignment shop has outfitted fashion-forward New Yorkers on a budget." - The New York Post

ZAGAT

"STILL THE Upper East Side's best resource for gently used Chanel, Hermes, etc." confide consignment acolytes about this vet (est. 1954), whose "helpful staff" supplies ladies with "designer merch at a discount"

RR
rachaelray

OBSERVER

TimeOut
New York

RACKED

VANITY FAIR

GOTHAM

CRAIN'S
NEW YORK BUSINESS

ELLE
MAGAZINE

Lucky
magazine



WHAT PEOPLE ARE SAYING

”

I have been going to Michael's for more than 20 yrs. and they are like family to me. People have been working there since I started going, that should tell you something. They love being there and helping people look good. I have never had a bad experience.

Afsaneh L

★★★★★

”

Shopping here is like shopping on Rodeo Drive. The prices of their designer clothes can't be beat. All items are in excellent condition and curated by type. I've gotten Chanel, St.John and Hermes designers at half of what I would have paid.

Susan F

★★★★★

”

This is a luxury consignment shop with the best selection and terrific staff. I have both bought and sold here for several years. The selection is awesome and the staff is so knowledgeable and they will even help you style an outfit.

Hope L

★★★★★

”

As a consignor, Michael's has priced my items fairly, and always been punctual mailing checks every month. They are selective about what they will accept, but you are assured pieces that are almost like new when you shop.

Elizabeth C

★★★★★

”

What an AMAZING online shopping experience. I have purchased from Michael's before, and will continue doing so in the future. Their website is beautifully done and they have a fantastic variety of merchandise.

Ellinke R

★★★★★

”

I can't say enough wonderful things about Michael's, from the designer pieces to the staff that make you feel like you're shopping with your best girlfriends. I have shopped here on a few occasions and always make it a point to stop in when I'm in NYC.

Elizabeth N

★★★★★





CONTACT US

contact info

Phone number: 212-737-7273

Flagship store: 1125 Madison Ave.

New York, NY 10028

Email address:

online@michaelsconsignment.com

Website: michaelsconsignment.com

social media

Instagram: @michaelsconsign

Facebook: [michaelsconsignment](https://www.facebook.com/michaelsconsignment)

Pinterest: [michaelsconsign](https://www.pinterest.com/michaelsconsign)

[#shopconsignrepeat](https://www.instagram.com/michaelsconsign)

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Michael's
Luxury Consignment
EST. 1954

