

## **KUTZTOWN- FREQUENTLY ASKED QUESTIONS**

### **WHY KUTZTOWN?**

As anyone in the real estate industry can attest, location, location, location! The Renninger's facility is convenient to all the major metropolitan areas on the East Coast, provides the event unlimited growth potential, nearby and onsite attractions to keep non-hobbyists occupied, free parking, camping and a built-in crowd.

### **WHO'S IN CHARGE?**

The Kutztown Radio Meet is a Renningers event: The DVHRC has no financial interest or control of the facility, including the renting and assignment of vendor spaces. The club merely acts as hosts. You will find the Renningers staff to be very friendly and approachable, and are always open to suggestions for improvements at future meets.

### **THE PROMOTIONAL MATERIALS I'VE SEEN ARE SOMEWHAT CONFUSING. WHAT TIME DOES THE MEET ACTUALLY START?**

Vendors are allowed to come in starting at noon on Thursday, the event opens to the general public on Friday morning. Vendors generally begin opening their booths around 7:30-8AM. Friday sales continue in earnest until around 5pm however; many booths remain open until much later in the evening.

### **WHAT ABOUT SATURDAY?**

Saturday opens around 7:30-8AM and goes strong until around noon. Saturday morning is an excellent time to get some good deals, as many sellers are looking to lighten their load before heading out. Many start packing up around 11AM in anticipation of a long ride, however there are some vendors that will remain well into the afternoon hours.

### **WHAT IS THE TYPICAL ATTENDANCE?**

Since there is no registration or admission fee for buyers, an actual headcount is impossible. But a close examination of the parking area can give you a good idea of how far folks come to take part. In recent years, its common to find license plates from over twenty different states and a couple of Canadian provinces. Unlike other similar radio events which are losing steam, Kutztown continues to grow with every subsequent meet.

### **ANY WORDS OF WISDOM FOR A FIRST-TIME SELLER?**

Preparation is the key. A week before the meet, pull your wares together, dust them off and price them. (Hang tags, please! No stickers or masking tape!). Depending upon the caliber of your goods, sometimes it's a good idea to bring something extra nice along for the ride: It'll dress up your table to make your less desirables more attractive. Examine other vendor's tables and ask them for guidance. Finished listings on ebay can be helpful, however condition will cause to prices to vary, as will the sheer number of items at this meet.

**MUCH OF WHAT I'M BRINGING TO SELL IS PRETTY COMMON AND IN 'AS FOUND' CONDITION. HOW SHALL I PRICE IT TO ASSURE I DON'T HAVE TO TAKE IT HOME AGAIN?**

Understand, you may find a dozen or more of a common model radio at this show. So, price yours competitively if you wish to get it sold.

**WHAT ABOUT NON-HOBBY RELATED ITEMS?**

This is an antique radio swap meet. Please leave your Tupperware, baseball cards and small appliances at home.

**BESIDES THE STUFF I'M SELLING, IS THERE ANYTHING ELSE I SHOULD REMEMBER TO BRING?**

Something to sit on, tarps for covering up your tables overnight, a small tool kit, and an assortment of smaller bills for making change. Wear comfortable shoes, too.

**WHAT IF I RUN LOW ON DISPOSABLE INCOME?**

There are ATM's inside the farmers market.

**ANY CLUES TO BAGGING A BARGAIN?**

Get there early, stay late and haggle all the way. Many sellers are anxious to earn some quick spending money right off the bat. Conversely, late Saturdays are a good time to deal since in many cases, sellers don't want to have to take a lot home with them. Excellent buys can also be found at the auction on Friday evening.

**I FAILED TO RESERVE A TABLE IN ADVANCE. CAN I STILL GET ONE?**

Possibly. Contact the Renningers folks ASAP!

**CAN I SHARE A TABLE WITH ANOTHER SELLER?**

Certainly. It's not uncommon for two sellers to split the cost by cohabitating, or one using the space on Friday, the other on Saturday.

**WHAT IF I HAVE TO LEAVE MY TABLE TO EAT, VISIT, OR SHOP?**

If you're flying solo and not sharing a space with a buddy, get to know your neighboring vendors: Let them know where you're going and if they'd mind keeping an eye on your stuff. Or, invest in one of those plastic clocks with the movable hands that say "Closed. Will return at...."

**HOW SHOULD I SECURE MY GOODS OVERNIGHT?**

Vintage radio enthusiasts, for the most part, are a very honest and trustworthy bunch. Possibly more so than other hobbies. However, there's always at least one bad apple in every barrel. Invest in a few inexpensive tarps and some of those big spring loaded clips to cover your tables. If you have any high-end items you're still concerned about, lock them in your vehicle until morning.

**WHAT'S AT THE DVHRC TABLE?**

Raffle radio and ticket sales, auction registration, tube, capacitor, pilot lamp and t-shirt sales. Also, the PA system and the studios, office and transmitter of Radio Free Kutztown as well as help with troubleshooting and possibly even fixing of radios.

**YOU GUYS BURN RADIOS?**

Yes, Friday evening after the auction we hold our traditional radio bonfire until all cabinets are gone (usually around midnight). Empty radio consoles start appearing early on Friday morning and continue through the day. Guests are welcome to drop off consoles at the pile next to the food pavilion. It's not uncommon to find folks with tools harvesting veneer, cutting off trim pieces, or dragging off entire cabinets at this time. Feel free to do this. However; whatever is left once the fire starts, will receive a spectacular sendoff. *"ADIOS RADIOS!"*

**I'M COMING IN FRIDAY AND STAYING OVER BOTH DAYS, BUT TOO CHEAP TO SPRING FOR A HOTEL ROOM.**

Camping and overnight stays are welcomed and encouraged. If you're not a camper, you can bunk out in your car. BEVERAGE CONSUMPTION? Yes!

**WHAT HAPPENS IF IT RAINS?**

The show will go on. If you're a seller around the outer perimeter of the pavilion, bring some tarps and a staple gun along, just in case we experience some of that unusual Berks County horizontal rainfall.

ANY OTHER QUESTIONS? Stop by the DVHRC table. If we can't provide the answer, we'll point you in the direction of someone who can or contact club President Jarret Brown at 610-704-0803.