

W3FT BARC Father's Day Hamfest EXPO (June 21st)!

# The "Empty the Shack" Seller's Guide

🔧 Got Gear? Get a Spot! The W3FT BARC Vendor & Tailgate Guide

<https://w3ft.com/hamfest-drone-rc-plane-robotics-demo/>

Is your workbench buried under projects you'll "get to eventually"? Is your closet full of coax and "tested-good" HTs? Are you downsizing or moving? Has someone become a silent key?

It's time for some **Spring Cleaning** before the **W3FT BARC Father's Day Hamfest EXPO (June 21st)**! Here is everything you need to know to be a successful salesperson this year:

## 1. The "Tailgate" Layout 🚗

- Spots are [First Come, First Served].
- Arrive early! Gates open for sellers at [Time, e.g., 6:00 AM].
- Bring your own tables and chairs (and maybe an umbrella—Maryland June sun is no joke!). A pop-up canopy works well.

**GREEN AREA is the HAMFEST Setup.**

**Under cover is the Pole Barn**



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### 2. What Sells Best? 💰

- **Connectors & Cables:** Everyone needs 'em.
- **Power Supplies:** Linear or Switching, they always move fast.
- **Project Radios:** Be honest about the "smoke" factor! Label it "As-Is" or "Works Great."
- **The "Dollar Box":** Put a box on the edge of your table labeled "\$5 Each"—it's the best way to draw a crowd.

### 3. Pro-Tips for a Fast Sell:

- **Label Everything:** Use masking tape and a Sharpie. Include the Price and the Model.
- **Clean Gently:** Dirty Dusty reduces value
- **Power Up:** If you can bring a small battery to show a rig "lights up," you'll sell it twice as fast.
- **The "Bundle":** "Take the radio, the mic, and the manual for [Price]."

### 4. Common Items:

#### Core Amateur Radio Equipment>

**Radios & Transceivers:** A mix of modern HF, VHF, and UHF base stations, mobile rigs, and handheld transceivers (HTs).

**Antennas & Accessories:** Bulk coaxial cable, vertical antennas, wire antennas, rotators, and antenna tuners.

**Power & Signal:** DC power supplies, Anderson PowerPoles, dummy loads, and SWR/watt meters.

**"Boat Anchors":** Heavy, vintage tube-based equipment from the mid-20th century, often sought by restorers.

#### Components & Tools>

**Small Parts:** Vacuum tubes, variable capacitors, resistors, transistors, and ferrite snap-on cores.

**Test Gear:** Oscilloscopes, multimeters, signal generators, and frequency counters.

**Cables & Connectors:** PL-259 connectors, barrel adapters, and various interface cables.

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### **Specialized & Miscellaneous Items>**

**Computing:** Vintage computers, Laptops, Raspberry Pi kits, Arduino clones, and obsolete "beige box" PCs.

#### **Custom Merchandise:**

Callsign badges, personalized mugs, and ham radio-themed apparel.

#### **Literature:**

ARRL handbooks, license study guides, and back issues of magazines like CQ.

**These Vids are from the last few W3FT BARC HAMFEST EXPO to see what others sell.**

2025 - [https://youtu.be/3C4KhL0\\_o4I?si=zpMOEn\\_JFBK4hKnU](https://youtu.be/3C4KhL0_o4I?si=zpMOEn_JFBK4hKnU)

2024 - <https://youtu.be/0xNdPH3BaJc?si=GT7DLNGonnq99RgT>