

Fall 2009 Sales
September 23-26
Greater Reading Expo Center
2525 N. 12th St, 19605
And
October 29—November 1
Greater Philadelphia Expo Center
100 Station Ave, Oaks 19456



JBF 101...Back to the Basics!

Beginning... Consignors drop off sale items and receive a Presale Pass. During **Drop-Off**, items will be inspected and then YOU put them in their appropriate places on the sales floor. **Presales** open for Volunteers and Consignors (the more you volunteer, the earlier you shop).

New Parents / Grandparents are also invited to shop first if registered. Pre-sale passes are mailed one week prior to the event.

Middle...Public Sale opens. See pages 3-4 for complete schedules. Our Reading event will feature a **25% off sale** on Friday, Sept. 25th.

The last day of both sales is our **Half Price Sale**. Items without a red star are discounted 50%. **End...**After the sale, we sort unsold items by

Consignor Number and give donated items to our Charity Partner (s).

We're Not Stingy with FREE JBF Passes!

Email BethMcIntyre@jbfsale.com to request FREE Admission Passes for your friends, family, child care, school, church, moms group, play group, etc.

In this issue:

- JBF 101 - P1
- FREE Passes! - P1
- Barter Options - P1
- No Stress Prep - P2
- Hangers - P2
- Tagging Kit - P2
- Reading Schedule- P3
- Shopping Tips- P3
- Western Mainline Schedule - P4
- FREE Admission Pass - P4



New Volunteer/Barter Opportunities Available On-Line

Want to earn 70% of the sale price on your consigned items but can't join us to volunteer during the event? There are now additional options to increase your earnings and obtain a pre-sale passes to the upcoming JBF events! Barter opportunities are open on the [Reading JBF Volunteer Scheduler](#). The same will be available on the [Western Mainline schedule](#) after September 1st.

Examples of Bartering Options

- Distribution of postcards or posters
- Drop off cases of water or meals to the Expo Center
- Provide trash bags
- Helpful husbands to assist with set up or breakdown.
- And more—check it out !

NO-STRESS PREP:

1 Hour at a Time, 5 Hours Total = \$\$\$ in Your Pocket

Hour #1 STOCK-UP! You'll need:

- White Cardstock (25 sheets will take care of 100 items)
- Tagging Gun and Fasteners (preferred)
- Hangers (dollar stores carry child size)
- Safety Pins (lots if not using tagging gun)
- Gallon and Quart Size Clear Ziplock Bags
- Clear Packing Tape
- Ribbon or String and Scissors
- Cleaning Supplies (for toys)
- Stain Remover and Wrinkle Releaser (for clothing)

- Or, order a "Starter Kit" for the basics (see insert)

Order Your JBF Starter Kit TODAY!

Tagging Gun
400 Attachers
100 Hangers

25 pieces White Cardstock
ONLY \$25 + shipping Email
BethMcIntyre@jbfale.com

Hour #2 CLEAN IT OUT! Go through every closet, under each bed, dig in the garage, open the storage bins and look in every drawer. Separate JBF items from non-sellable items (damage or stained, missing pieces, broken zippers, toys that don't work, outdated, etc.) Take your non-sellable items to the donation drop-off or dump. Review our "[What Sells](#)" webpage.

Hour #3 HANG IT! First claim a space for all your quality JBF merchandise: somewhere that is somewhat protected and clean. Review our [Tagging & Hanging](#) webpage. Place all your clothing items on hangers (hook facing left). Pin together outfits, check for little stains (bleach pen or Spray 'n Wash with Oxy!!). Items that are wrinkled can be ironed or try the Downy wrinkle release (a gift from Heaven!) Pin items that might get bumped off the hangers. Hang or stack clothing sorted by size. Clean and organize toys and equipment.

Hour #4 PRICE IT! Log onto www.myjbfags.com and price to sell! If your items are near your computer, this goes fast, otherwise bring a small stack to your computer at a time. Review our [Pricing Suggestions webpage](#) if you are unsure how to price your items. Remember, **save tags often!** Once all your tags are entered, print! You can print up to 100 tags at a time.

Hour #5 TAG IT! Pull out your nicely organized stack of tags and your nicely organized items and start tagging. Review our [Tagging & Hanging](#) webpage so that your items are ready to go. Keep your items sorted by size and type for quick Drop-Off!

What About Hangers?

Clothing is sold with the hanger at the JBF sale so you will not get them back on your SOLD items. Any unsold, non-donated items, will be returned on its original hanger.

It is a good idea to collect hangers year-round by asking for them with all clothing purchases and asking stores if they will give you extras. Several local retailers like

OshKosh B'Gosh will give you hangers free of charge; just ask!

READING SALE EVENT SCHEDULE

Monday September 21st	Tuesday September 22nd	Wed. & Thurs. Sept. 23rd— 24th	Friday Sept. 25th	Saturday Sept. 26th	Sunday Sept. 27th
<p>8:00am— 3:00pm</p> <p>Set Up</p> <p>3:00pm- 9:00pm</p> <p>Consignor Drop Off</p> <p>Please allow 30-60 minutes for drop-off. To expedite the process, please have your items grouped by size and by gender.</p>	<p>8:00am-Noon</p> <p>Consignor Drop Off Continues</p> <p>Pre-Sales</p> <p>4:00pm</p> <p>9-Hour Volunteers</p> <p>4:30pm</p> <p>6-Hour Volunteers</p> <p>5:00pm</p> <p>3-Hour Volunteers</p> <p>5:30pm</p> <p>Consignors</p> <p>6:00pm-9:00pm</p> <p>First Time Parents & Grandparents</p>	<p>9:00am- 7:00pm</p> <p>Public Sale</p> <p>\$3 Admission</p> <p><i>Admission charged on 1st day only. All other days are free to the public.</i></p>	<p>8:00am- 7:00pm</p> <p>25% Off Sale</p> <p>Free Admission</p> <p>7:30pm</p> <p>50% Off Pre-Sale for Volunteers</p> <p>8:00pm</p> <p>50% Off Pre-Sale for Consignors</p>	<p>8:00am— 8:00pm</p> <p>50% Off Sale ALL DAY!!</p> <p>Free Admission</p>	<p>Sale Closed to Public</p> <p>9:00am— 1:00 pm</p> <p>Break Down</p> <p>1:00pm— 3:00 pm</p> <p>Consignor Pick Up</p> <p>Any items not picked up will be donated to charity!</p>

Smart Shopping Tips



We will have large bags available for your use while shopping the JBF sales event. You can also bring a laundry basket with a belt or rope as a handle or wagon to cart your finds around while you shop.

Due to the volume of shoppers, we do not allow children at our pre-sale events. Children are welcome for all public sale days.

Forms of payment include cash, VISA, M/C and Discover. *We are unable to take personal checks.* An ATM is available at both Expo Centers.

WESTERN MAINLINE SALE EVENT SCHEDULE

Tuesday Oct. 27th	Wednesday Oct. 28th	Thurs. & Fri Oct. 29th— 30th	Sat. Oct. 31st	Sunday Nov. 1st
<p>8:00am— 3:00pm</p> <p>Set Up</p> <p>3:00pm-9:00pm</p> <p>Consignor Drop Off</p> <p>Please allow 30-60 minutes for drop-off. To expedite the process, please have your items grouped by size and by gender.</p>	<p>8:00am-Noon</p> <p>Consignor Drop Off Continues</p> <p><u>Pre-Sales</u></p> <p>4:00pm 9-Hour Volunteers</p> <p>4:30pm 6-Hour Volunteers</p> <p>5:00pm 3-Hour Volunteers</p> <p>5:30pm Consignors</p> <p>6:00pm-9:00pm First Time Parents & Grandparents</p>	<p>9:00am- 7:00pm</p> <p>Public Sale</p> <p>\$3 Admission</p> <p><i>Admission charged on 1st day only. All other days are free to the public.</i></p> <hr/> <p><i>Oct. 30th</i></p> <p>7:30pm</p> <p>50% Off Pre-Sale for Volunteers</p> <p>8:00pm</p> <p>50% Off Pre-Sale for Consignors</p>	<p>8:00am- 5:00pm</p> <p>50% Off Sale ALL DAY!!</p> <p>Free Admission</p>	<p>8:00am— 12:00 pm</p> <p>50% Off Sale continues</p> <p>12:00pm— 4:00pm</p> <p>Break Down</p> <p>4:00pm— 6:00 pm</p> <p>Consignor Pick Up</p> <p>Any items not picked up will be donated to charity!</p>

