

Selling Your Best at Farmers' Markets

ABC's OF WHAT A VENDOR NEEDS TO BRING TO THE FARMERS' MARKET

A - Aspirin

B - Bags, Band-Aids

C - Convenient Cash Box, Change, Calculator, Cover, Chair

D - Drapes for your tables

E - Educational materials

F - Family or Friends

G - Gear box or box for the little odds and ends

H - Handmade touch

I - image of yourself and your business

J - Jam pack your vehicle

K - Keep track of your sales

L - Lunch

M - Mail order catalogs

N - New items

O - Open Air market often means wind

P - Produce

Q - Quality Products

R - Respect

S - Shelves, scales and shade tarp

T - Tables, tax card for non-foods, trash bags

U - Unflappable cloths and tarps

V - Value the customer

W - Washed and clean products

X - Xtra paper for addresses & notes

Y - Yawns should be left at home

Z - Zucchini - one woman's compost is another woman's treasure