

Attending a book and paper fair.

Advice for people who have never attended a book and paper fair before, and also for those who have.

- 1) Study the web-site for the fair - is this for new books, used books, antiquarian books, all? Paper items - posters, maps, post cards, ephemera ('ephemera' - "paper items (such as posters, broadsides, and tickets) that were originally meant to be discarded after use but have since become collectibles.").
- 2) Check the exhibitor listings on the web-site, read about their specialties.
- 3) If the fair provides a means of letting exhibitors know what you are looking for, be sure to use that feature. RMBPF provides such a feedback form:
www.rmaba.org/rmbpf/tuwywts.html
The information gathered is sent to exhibitors before the fair, albeit without contact information for the attendee. If you send a request, be sure to ask relevant exhibitors if they have such items/materials.
- 4) Take a few moments to review the fair program before you begin browsing the fair - mark those exhibitors that you are especially interested in visiting.
- 5) Know how to properly handle books and paper items. If you aren't sure, ask the exhibitor, they will be glad to show you the proper way to handle their items. As an example, when removing a book from a shelf, don't pull on the top of the 'spine' – reach over the top of the book, to the back, and push the book toward you.
- 6) Tell exhibitors what you are looking for. Stop in the first few booths - ask!! If that exhibitor doesn't have what you want, chances are that they can send you in the right direction. Exhibitors know, generally, what others have to offer.
- 7) Unless you are purchasing a high-dollar item, or you are buying quite a number of items from an exhibitor, don't expect any big discounts. Don't demand a discount, ask politely - don't be insulted if a discount is not given.
- 8) Don't expect to sell your personal collection while at the fair. If you see an exhibitor who has items similar to your collection, mention that you would like to make contact after the fair.
- 9) Have fun! You are going to see things you never knew existed.
- 10) If possible, attend the fair every hour that it is open.

WEAR COMFORTABLE SHOES!!!