

Garage Sale Gal **THE ARIZONA REPUBLIC**



Garage Sale Gal

Garage Sale For Me ***Lynda Hammond***

Ryan Hegna is looking for a few good shoppers. "If I can get people that want to get into a rhythm it could be a lot of fun. And they could make a lot of money."

Ryan loves going to garage sales but his company keeps him so busy he can't bargain hunt as often as he'd like. His solution? Get others to shop for him. No, he's not looking for rooster collectibles, leather-bound books or iron décor. He wants just one thing and one thing only: television stands.

The Tempe resident owns a discount store that sells mostly, large screen television sets. The TV stands sold with them now are made of plywood and can be an eyesore. Ryan wants to sell a higher quality TV perch---the type he's spotted many times at garage sales. And "used" stands are no problem since the televisions are considered second hand floor models and sell for up to 75 percent off retail. "Our clientele is looking for a bargain in the first place. They're already searching for something under retail price. They understand a TV stand might have a little nick or mark on it."

Ryan admits this is an unconventional way to increase his inventory but doing it this way will help him save money and give his customers a wider selection.

Okay, so here's what Ryan is looking for.

TV Stands from garage sales

****Stands for DLP, LCD and Plasma TVs***

****Must be well-built, stable and able to hold a large flat-screen TV***

****Stands must be at least 46" wide, 14" deep and 16" tall (but bigger would be better)***

Ryan says business is good. He sells about 80 televisions a month and wants a stand to go with each one so, he's looking for as many tables as he can find. He says he'll pay a garage saler between \$40-\$100 depending on the condition, style and quality of the stand they bring him. And it doesn't matter what you paid for it at the garage sale. So, let's say you spend a buck---no problem--and you just might make a nice profit if it fits Ryan's criteria. "If" being the operative word here. "One thing I'm worried about is folks bringing me stuff I don't want and it turning ugly. I'm a little nervous about saying what I'll take." Ryan also stresses he only wants folks that would normally be out garage saling. No special trips. Keep in mind he won't be paying you for your time or gas.

Okay, so if you have a large vehicle, the time, you love garage sales and want to make a little cash on the side, email me Lynda@GarageSaleGal.com and I'll put you in touch with Ryan.



(pic provided by Ryan Hegna) Your mission, should you choose to accept it: Go to garage sales buy big, high-quality television stands and get paid for it. That's what Tempe resident Ryan Hegna, a discount television store owner, wants us to do. "Most people buy stands with their TVs but the kind that come with the TVs are very basic. And I know you can find really nice ones at garage sales at good prices."

MY FAVORITE FIND

Send us a picture of your favorite garage sale find. Include your name, email address and phone number and email it to: Lynda@GarageSaleGal.com. Watch for the story of *your* treasure in this column!

Lynda Hammond is a former television anchor who left the anchor desk for the love of garage sales. Contact her at Lynda@GarageSaleGal.com. Lynda also does garage sale segments on 3-TV's Good Morning Arizona.

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