

## **Minutes of FLS Connections! Topic: Book Sale Leftovers**

February 16, 2022 2:00-3:15 p.m.

The session had 48 participants which included 26 Friends of the Library groups from all across the state.

Lisa C. Wemett, FLS First Vice President and Coordinator for Professional Development, welcomed everyone to the 4<sup>th</sup> FLS Connections! **Book Sale Leftovers**. Terry Mulee, FLS Second Vice President, asked everyone to put their name and Friends group/library in the chat. Marie Bindeman, FLS Member At Large, monitored the chat for comments and questions.

Lisa introduced the first presenters from the Friends of Clifton Park-Halfmoon Public Library (CPHL). **Wilma Jozwiak and Lanna Langlois** are co-chairs of their Used Book Sale Team. Please contact them through email at: [cphfriends@nycap.rr.com](mailto:cphfriends@nycap.rr.com), and visit their website: <https://www.friendsofcphlibrary.org/>

[**Editorial note:** learn more about Wilma Jozwiak and the other "Quads," the CPHL Friends presidential leadership team by watching her webinar, "Administrative Teams: A New Approach for Friends Leadership." All webinar sessions are recorded and posted on the FLS webpage to watch any time, free of charge. Go to [www.nyla.org/friends](http://www.nyla.org/friends) > Events > FLS Webinars.

Space is limited at CPHL. With many boxes of leftover books at the end of the sale and no room to store them, Wilma and Lanna have tried many methods to reduce the amount of the remainders.

### **Solutions**

- Sunday Bag Sale [see explanation below]
- Mini sales between their one Annual Book Sale
- Free Book Kiosk in the library – filled up every day
- Book Warehouse in Rotterdam
- Donate to used bookstore in the community
- Better World Books bin in the library's parking lot
- Recycling (requires breaking hardbacks down – difficult and time consuming)

### **Origin of Nonprofit and Teacher Free Book Grab**

- Had requests for free or discounted books
- Unfair to loyal customers to allow free book picking during or prior to the sale
- Concerns over legitimacy of some nonprofits
- Desire to support educators

Timing – Held on Sunday after the bag sale (3-4:30)  
Loyal customers deserve first dibs on books for purchase  
Turnout was okay and timing worked for teachers

Challenges – No central repository for nonprofit contact information  
No listing or outdated contact information for local nonprofits  
No easy way to easily vet nonprofits

Difficult to check credentials of person(s) representing a nonprofit (i.e., teachers were asked to show school IDs; nonprofits were to bring a letter on the organization's letterhead to state this individual could take books). This was moderately successful.

Response – Attendance numbers were disappointing  
Those attending were universally happy  
Only held once due to COVID; plan to continue this once things return to "normal"

### **Members Only Sale**

Held the first hour of the first day of the sale  
Friends Members, who are teachers, were not able to participate as they were working  
Solution – Teachers who are also Friends of the Library have one hour at the end of set up, before the sale is open, when they could purchase 50 books

### **Impact on Book Sale from COVID**

Lockdown came just prior to annual book sale in 2020; prior to pandemic, held three sales per year (fall, winter, spring); CPHL does not have a bookstore  
Donations were closed for 18 months  
Two years between book sales, so inundated with donations, beginning in July 2021!  
Sorting used to be held 3 days per week; they sorted 5-6 days a week until mid-2021  
Volunteers for book sale work recruited through posters in the library, social media, postings on Nextdoor, Constant Contact messages to members, notices in local community advertising circular. They regularly recruit a fair number of student volunteers through National Honor Society, as students need volunteer service hours.

### **Changes to Book Sale**

Sorting of books by genre – mystery books were placed in a separate area of the library; held a one-day sale of just mysteries and DVDs  
Added a day – from 3 days to 4 days for the sale  
Restocked tables/shelves while the sale was in progress  
Advertised the restocking to generate repeat customers, which was successful  
When dropping the price per bag for **Bag Day** from \$5, to \$3, to \$1, still didn't move out enough inventory, Bag Day became BOGO Bag Day (Buy one bag of books and get a second bag of books for FREE!)

### **Still had 200 boxes after the sale closed! What we did –**

Revisited "the rules" (see Friends website for "Book Sale Donation Guidelines") for assigning unsold books for recycling or discarding; need to become more hardhearted!  
Re-evaluated duplicate titles and dubious donations  
Aggressively filled the Free Book Kiosk  
Local shelters and other agencies were no longer accepting donations of used books per usual  
Refugee and immigration services took all the children's books (pictures and limited vocabulary are helpful in teaching English, even to adults)

The City Mission took all the Bibles (multiple boxes)  
The Mohawk Reservation took some adult fiction and nonfiction  
Smaller local libraries took some adult fiction and nonfiction  
Retirement homes took all the DVDs  
One couple took 200 books to make a wedding arch!

### **The Friends of CPHL work on their book sale all year**

Sorting and organizing

“The Rules” for accepting donations are posted for workers

Pricing of books – primarily 50 cents and \$1; use Amazon for specials (\$5 max.)

Book Sale Team consists of folks to set up and take down, floaters, counters, cashiers, and baggers

They do not accept credit cards

Have about 24 tables and some books on shelves

### Question about **holding books for sale from year to year**

Use color coded dots to denote books to be held for the next sale

If books with dots are left after a second sale, consider discarding

Use a different colored dot each year

The Friends of the Parma Public Library stated “we dot the books when we place them on our bookstore shelves. After 6 months, they are pulled from the shelves and boxed for our library book sale. Keeps inventory moving. We have very limited storage in the store.”

To start our discussion with the participants, two questions were posed:

- What do you do with the book stock that does not sell at your sales or store?
- What charities have you partnered with in your community to share your surplus donations?

In going around the table, there were both verbal comments and suggestions put into the chat feature. Here are some **additional options for book sale leftovers**:

1. Literacy Volunteers
2. Baker & Taylor’s Sustainable Shelves program
3. eBay – Friends of the Hampton Bays Public Library’s “eBay Ladies,” a team of volunteers, realize ~\$500 per month from their sale listings
4. Antique/Antiquarian book sellers. The Friends of the East Greenbush Public Library check with local antique dealers and look at ViaLibri to see possible values. Jamie Hurst stated the ThriftBooks also has a rare/collectible book program.
5. Little Free Libraries (LFL) – some Friends stock these regularly (see note on page 6). The Friends of the Cortland Public Library is in the process of building and registering a couple LFLs. They just recently got clearance to put some LFLs in some local parks. The Friends of the William K. Sanford Library in Colonie gave donations to the Little Free Libraries in the area and had a Free Book Day the weekend after their large book sale.

6. monthly thematic sales in the ongoing in-library book sale area, e.g., Valentine's Day in February, focused on romances; in January, health books. (suggestions from Friends of the East Greenbush Public Library)

One group asked about **accepting credit cards**, which is something CPHL does not do. The Friends of Hampton Bays Public Library has started accepting PayPal with some success. Stephanie Toomey, a staff member from the Wood Library in Canandaigua, provided the following in the chat about taking credit card payments: "We've begun accepting credit cards in the last year via Square. At first, book sale patrons were directed to the library's circulation desk with a sticky note that a Friend had written their total on, and we ran it through the library's Square. Then within the last year, our Friends group opened their own basic Square account and going forward will be accepting credit card payments of their own, right at the book sale checkout counter. They use that little card reader that will plug into an iPad (equipped with the Square app). If you have ANY questions about any of that, please let me know!" Stephanie gave us permission to share her e-mail address: [stoomey@pls-net.org](mailto:stoomey@pls-net.org). Please contact her if you have questions.

Lisa thanked Wilma and Lanna and all those with questions, suggestions, and comments.

Next up was **Jamie Hurst of ThriftBooks**. Jamie is the Library Account Manager at ThriftBooks and was the ThriftBooks representative at the NYLA Annual Conference last November in Syracuse. Their booth was right next to FLS's booth. *[While this FLS Connections! provided an opportunity for Jamie to present information to Friends and library staff members, FLS is not endorsing them or suggesting that any Friends group or library should do business with them.]* **Kimberlee Petersen**, Senior Director of Procurement at ThriftBooks, also spoke briefly.

**ThriftBooks – Website:** <https://www.thriftbooks.com/library/>

**Mission:** To get books into the hands of readers and keep books out of landfills  
Started in 2003 with a pick-up truckload of used books in a storage unit  
Listed books only on Amazon.com. Now the world's largest online independent used book seller. Their largest processing center in Arizona is a 190,000 sq. ft. warehouse.  
Able to purchase, grade, and distribute used and rare/collectible books  
ThriftBooks continue to sell on Amazon, also eBay, Abe, and other commerce sites;  
their site visits by potential customers are huge in comparison to their competitors.  
Allows libraries to repurpose books they no longer want on their shelves  
Libraries send us books, make money, and create space for new material. ThriftBooks receives good quality, used books, lists them for sale, and finds new readers worldwide, extending the life of books. We put quality, affordable books into the hands of those who love to read by distributing books to a wide number of charities.

**Library Program –**

No out-of-pocket costs; if the group wants to invest in a barcode scanner, ThriftBooks will pay a higher price to the Friends for books that are pre-screened  
No up-front costs

Easy to set up an account  
Books packed in boxes and shipped via Fed Ex or on a pallet, shrink-wrapped

Marie Bindeman related questions and comments from the chat which have been incorporated into the minutes.

Question about **shrink wrapping books on a pallet** for shipping –  
Preferred method, as it is less expensive than shipping boxes  
No shrink wrap machine is necessary; several retail outlets carry the wrapping materials (e.g., Lowe's, Home Depot, Staples)  
Not difficult to do by hand

ThriftBooks will customize logistics for shipping: Arrange for a pickup, ThriftBooks pays for shipping on the front end; cost is then split with the library or Friends, deducted from profits as books sell.

They will ship you gaylords, very large cartons (40" x 48" x 40") to hold remainders at end of a sale; the truck driver sent for the scheduled pick-up loads the truck. Gaylords do not need to be shrink wrapped. Pick-ups are generally M-F; sometimes they can be scheduled for a weekend.

ThriftBooks processes and lists your books for sale online  
You can track your sales through access to their online reporting partner portal  
Payout monthly as your books sell

### **To get started –**

Set up an account at <https://www.thriftbooks.com/library/>

Can email Jamie Hurst directly at [Jhurst@thriftbooks.com](mailto:Jhurst@thriftbooks.com)

Find Tools for Friends on website

Follow ThriftBook's Materials Guidelines, to review what they take and things they do not accept (e.g., no music CDs, but will take DVDs)

Lisa thanked Jamie for explaining how the library program at ThriftBooks works and for everyone's input that made this session so informative.

### **Announcements from our sponsor – Friends of Libraries Section**

**Webinar – "Fishing for Friends: How to Reel in Midlife Adults with Programs,"** presented by Dr. Renee K. Bennet-Kapusniak, a librarian at the Saratoga Springs Public Library. She is the author of *Public Library Programs and Services for Midlife and Beyond: Expanding Opportunities for a Growing Population* (Libraries Unlimited, 2018). This webinar will be held on Wednesday, April 6 at 2:00 to 3:00 p.m.

Registration is open on the NYLA website at <https://www.nyla.org/nyla-webinar-fishing-for-friends-how-to-reel-in-midlife-adults-with-programs/?menukey=career>

The primary contact person and group volunteers of Friends Group organizational members of FLS/NYLA who are listed on the Friends Group Volunteer Leader Registration Form on file with NYLA and personal FLS members may participate at no cost. Non-members pay a fee.

**Join FLS** – We encourage your Friends group to join us with an organizational membership in the New York Library Association. We're Friendly! The more members we have the more we can do for our members. FLS works to create a network to connect and inspire Friends groups in all types of libraries to support the New York library community. Learn more about FLS at [www.nyla.org/friends](http://www.nyla.org/friends). Join at [www.nyla.org/join](http://www.nyla.org/join).

**FLS 30<sup>th</sup> Anniversary** –

Founded in 1992 as Empire Friends Round Table, FLS became a Section of NYLA in 2014. Watch the FLS webpage: [www.nyla.org/friends](http://www.nyla.org/friends) for details of events and announcements of our celebratory projects this year.

**FLS In-Person Meet-Up** – Save the date: Thursday, July 14 in Utica. Depending on pandemic, we hope to continue our past meet-up successes with a gathering of Friends groups to chat with the FLS Executive Board about common interests and concerns. Please join us for this popular event.

**NYLA Annual Conference** – Saratoga Springs is November 2-5, 2022. Save the date and watch NYLA's webpage and the FLS "Friends News and Notes" newsletter for program details.

Lisa stated that there are no additional FLS Connections! meetings scheduled at this time. Please send us suggestions of topics you would like to discuss in 2022: [FLS.NYLA@yahoo.com](mailto:FLS.NYLA@yahoo.com)

At 3:20 p.m., Lisa closed the meeting.

*Many thanks to Karen Sperrazza, Immediate Past President, FLS/NYLA, for taking minutes for this gathering!*

**Attachments:**

Handout: Book Sales: Donations and Remainders

**Note:** A **Little Free Library** is a covered weather-proof bookshelf, often constructed to look like a miniature house. It is a free book exchange that does not require the use of a library card. Anyone can "take a book, leave a book"—borrowing a book they find in the Little Free Library and donating one or more gently used books of their own.