

EMPTY SHELVES EXPLANATION OF SERVICES

For Libraries, Schools, and Thrift Stores



OVERVIEW

Empty Shelves exists to help libraries, schools, and thrift stores maximize the value of their used book collections. We've developed proprietary software to help our clients quickly identify profitable books that we can resell online on a consignment basis. Our clients scan their book collections and ship the selected books to our Denver office where we receive, inspect, price, and manage the entire sales process. We provide sales updates and issue monthly commission checks as the books sell. Our clients enjoy peace of mind as we handle the complex aspects of running an online book business, and we are thrilled to help them generate additional funds for their organizations.

The Opportunity

- Libraries, schools, and thrift stores often have valuable books on their shelves, but lack the knowledge or resources to effectively manage an online bookstore.
- Community book donations often exceed the available shelf space, and organizations simply discard or recycle a large percentage of their inventory as a result.
- Empty Shelves simplifies the process of identifying valuable books with our web-based software, and provides a full-service consignment solution for our business partners.

The Process

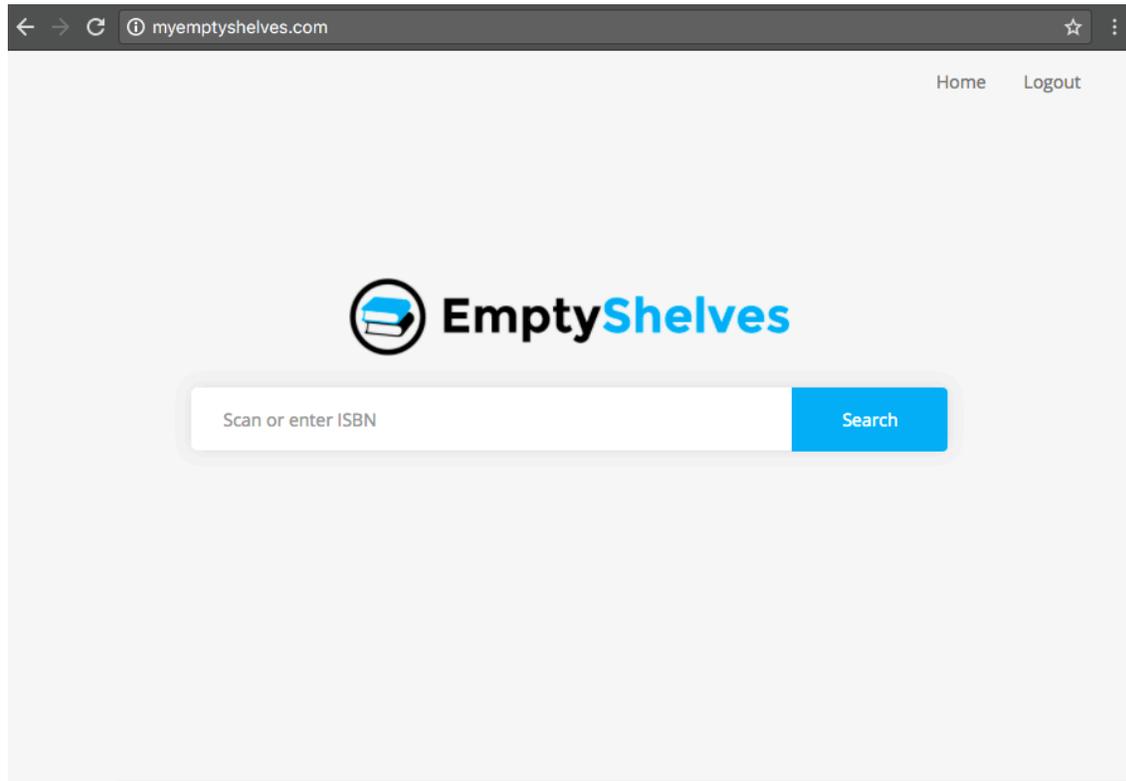
- All you need is a computer with a barcode scanner, and a volunteer or staff member who can scan book barcodes into our Empty Shelves software. When the book shows up as "ACCEPT", fill a box and we'll provide a prepaid shipping label to send it to our Denver office. Books are expected to be in good condition, free of water damage and extensive markings.
- We'll handle the rest of the process from there! We will receive, inspect, list and price your books, and then handle order fulfillment, shipping, and customer service as the books sell.
- On the first of every month, we'll provide detailed sales reports and write you a commission check for the books that sold during the previous month. As you continue to send books our way, we'll continue to manage the entire sales process on your behalf!

Empty Shelves Software

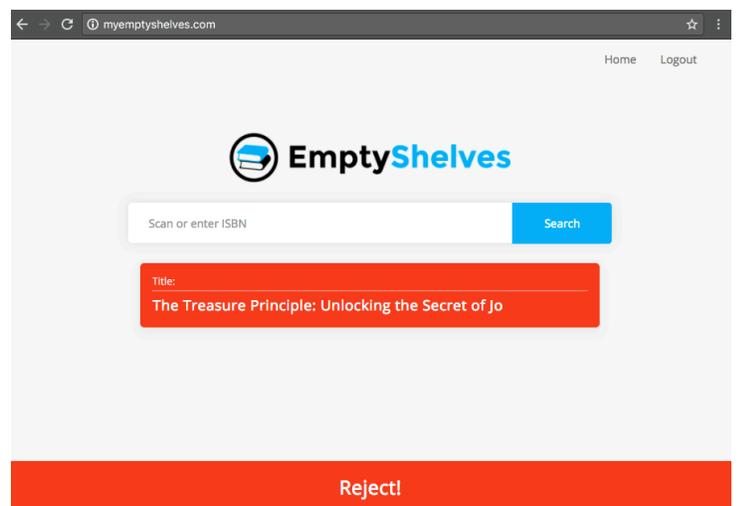
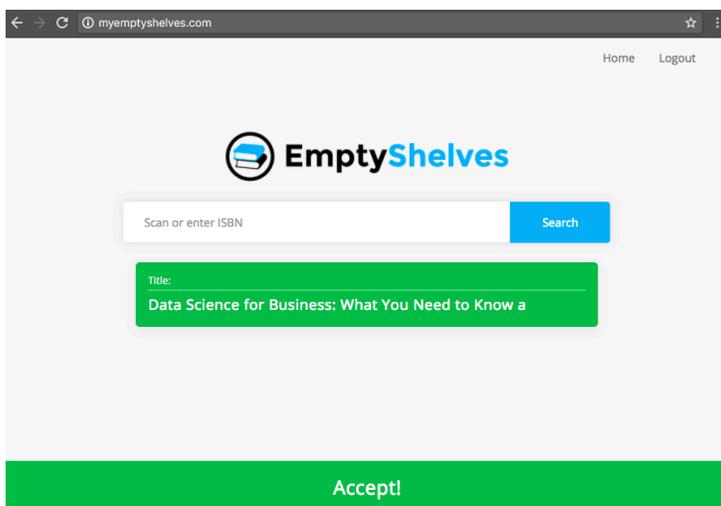
- We'll set you up with a free account to our web-based software at MyEmptyShelves.com.
- Our software factors in historical sales and pricing data to ensure that we select only the best books that are likely to sell online. From a typical collection of donated books, we generally accept about 10% of them to sell through our consignment system. Of those accepted books, we'll usually sell about 70% of them within 6 months.

SOFTWARE DEMO

Here's what the Empty Shelves software looks like:



Results from scanned (or hand-typed) ISBNs are returned almost instantly to the computer screen. It's extremely easy to identify that you've scanned the correct book as we return the book's title as well as an ACCEPT or REJECT color-coded message, as shown below:



PAYMENT OPTIONS

We do not charge any one-time or monthly fees to use our services. We offer our clients two unique payment options:

- **Option 1 – Upfront Model** - We will pay \$2.00 up front for every book that our software accepts, and pay for shipping to send those books to our Denver office. With this payment model, client will not receive any commissions as the books sell, but will receive a one-time check as the books are checked in by our staff. Organizations prefer this option when they need money quickly.
- **Option 2 – Consignment Model** - We do not pay for the books initially, but still provide prepaid shipping labels. As the books sell, we'll provide detailed reports and send you a check on the first of every month. Our consignment model is a 50/50 split of profits, defined as total sales minus shipping costs and marketplace commissions. Organizations that select this model can expect a higher payout over the course of a few months.

Typical consignment models in this industry pay out 5% - 20% of net profits. We are able to pay out 50% of net profits thanks to your help in pre-screening the books with our software. This pre-screening step allows us to run an efficient operation as we avoid expensive transportation costs associated with large shipments of books.

SAMPLE SALES REPORT

We constantly analyze our sales data to fine-tune our operations and ensure we are maximizing the value of your books. We provide detailed monthly reports so you have full visibility into our operation. You will be able to see how many books we have listed, how many have sold, a breakdown of the fees, how many books are currently in inventory, and your commissions earned to date. Here's a sample report from one of our clients:

Commission Structure		Source	Date Range	
	50%	Gavin	7/1/17	7/31/17
Gross Sales	Net Profit		Start	End

Income			Expenses	
	Units	Dollars		Dollars
Sales	337	\$ 16,052.74	Inbound Shipping	\$ -
Reimbursements	7	\$ 232.38	Amazon's Fees	\$ 4,394.15
Refunds	23	\$ (1,121.75)	Inventory Removal/Disposal	\$ -
Gross Sales		\$ 15,163.37	Inventory Costs Plus Prep	\$ -
Net Profit		\$ 10,769.22	Total Expenses	\$ 4,394.15

\$5,384.61
Consignment Fees This Period
\$5,384.61
Commissions Earned This Period

\$47,651.41	\$32,387.45	\$16,193.72	\$10,809.11	\$5,384.61
Sales to Date	Profits to Date	Earnings to Date	Payments to Date	Amount Owed

Inventory Snapshot:								
2,322	-	1,012	-	(16)	-	0	=	1,326
Units Listed		Units Sold		Adjustments		Disposals		Still in Stock

Reports powered by:
 Empty Shelves Collect cash, not dust

CONTACT US

Selling books online has been our primary business for the past few years. We look forward to leveraging our expertise to help you maximize the value of your book collections.

Contact us anytime for more information or to schedule a demo of our Empty Shelves software:

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