

Friends of the Mississauga Library System Book Sales

There are many benefits obtained from book sales activities besides the potential to raise considerable revenue. These include providing affordable books to the community, developing volunteer skills that can lead to potential jobs and helping with the environment by recycling used books.

The Friends of the Mississauga Library System has our main book sales area in our Central Library with smaller sales set-ups in our 18 branches. Our Central Library has the second largest book circulation in Canada next to the Central Vancouver Library. This provides us with the opportunity to raise a significant overall revenue from our book sales which last year amounted to \$130,000. Almost 50% of the revenue comes from the Central Library and the remaining amount from the smaller sales areas in our 18 branches

We have a book sales area set up just inside the entrance of the Central Library. There are 30 bays containing about 2500 books in about 25 categories. The books are a mixture of donated and withdrawn library books with the withdrawn library books priced at \$1 or \$2 each. A comparison of prices charged by Toronto and Hamilton area Friend's book stores carried out in 2003 indicated similar prices. Our donated books are priced by our volunteers according to our price guide where the prices range from \$2 to \$ 5 each.

Patrons pay for the books at the library check-out counters. The book sales operate the same hours as the library

On occasion we have special week long sales for certain categories, e.g. cook books, art books, computer books. We have a list of persons who have expressed an interest in these subjects and we contact them with information on the sale, mainly by email. These sales will make about \$750 to \$1400 each.

A very special sale we have is a one day sale of children's books for elementary school teachers We generally made about \$1000 for these 3 hour sales. We request schools in the area to put up posters on the teachers bulletin boards and to inform the teachers by email. Mainly withdrawn children's books are sold at 3 for \$2. In addition, excellent quality donated children's books are sold at \$2 each as well as books donated and withdrawn from our regular collections that would be of interest to teachers.

I have several copies available of our book sales procedures and our book pricing guidelines. I recommend two manuals with valuable information on operating books sales that were prepared by American Friends of the Library organizations. This larger manual at \$25 US can be ordered from the publisher in Pennsylvania. I have some order forms available. The smaller 17 page manual is out of print but I can supply Xerox copies.

1. Call for questions from the floor.
2. Prepared questions