EXPLANATION OF SERVICES

Overview

Empty Shelves exists to help libraries, schools, individuals, and thrift stores maximize the value of their 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 Arkansas 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, tablet, or phone 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 Arkansas office. Books are expected to be in good condition and free of water damage or extensive damage. Ex-library books are gladly accepted!
- 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.
- Around the 15th of every month, if you have made a profit, we'll provide detailed sales reports and write you a commission check for the books that sold two months prior. 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 emptyshelves.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.

- For our larger clients, we offer additional sorting options to help you monetize up to 40% of your book collection. Please inquire about our “bulk program” if you regularly process more than a thousand books each month. You’ll need to be able to ship out pallets of books to gain access to this program. A dock isn’t required, but room to store books on pallets is necessary.

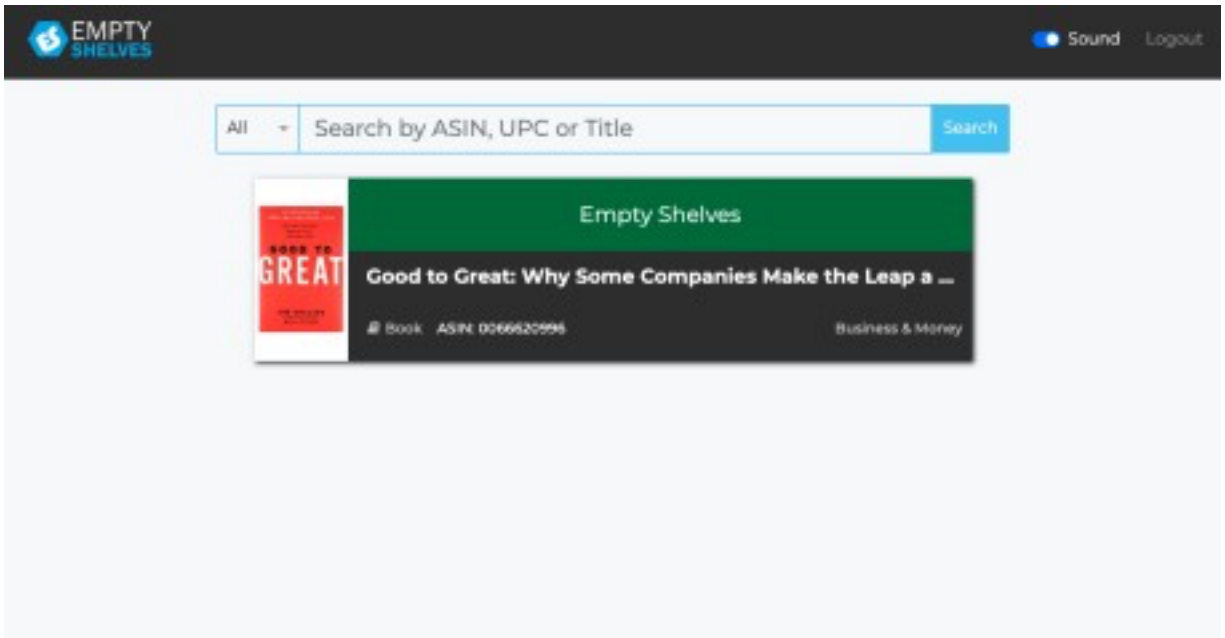
Software Demo

Here’s what the Empty Shelves software looks like when you first log in:

Computer view

Phone view

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 you any fees to use our services. As we like to say, money only flows in one direction in this arrangement! 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 Arkansas office. With this payment model, clients will not receive any commissions from the book sales 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 around the 15th of each month. Our consignment model is a 50/50 split of profits, defined as total sales minus shipping costs and marketplace fees. 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 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.

Contact Us

Selling books online is what we love to do! 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 the Empty Shelves software:

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Or call or text: 819-640-2411