

1998 InULA BOOK SALE COMMITTEE ANNUAL REPORT



1998 InULA Book Sale Co-Chairs, Maryann Hight and Suzanne Mudge, were joined by committee members Emma Dederick-Colón, Lois Heiser, Jon Hansen, and Jane Van Auken. Six book sale Subcommittees and Chairs were established as follows:

Maryann Hight - Donations
Emma Dederick-Colón & Jon Hansen-- Publicity
Maryann Hight - Volunteer Coordination
Suzanne Mudge - Sorting
Lois Heiser - Set-up
Jane Van Auken - Clean-up

The annual InULA Book Sale is the primary fund-raising event for the organization. The total profit from the 1998 Book Sale was \$4,331.10. InULA members, SLIS students, UGL staff, outside friends, and family members were very generous in volunteering their time and energy to make the 1998 sale a success.

The InULA Executive Board provided \$350.00 to sponsor the sale. Expenses for the sale included \$125.40 for publicity and \$40.10 for refreshments, for a total of \$165.50. The Co-Chairs also requested \$132.00 in seed money for the opening day of the sale.

The 1998 Book Sale was held on Sunday, April 19, with a preview sale from 1:00-4:00 PM and free public sale from 4:00-7:00 PM. The Sale continued on Monday, April 20 from 9:00 AM to 8:00 PM. The half price sale began at 4:00 and the \$2.00/bag sale ran from 6:00-8:00 PM. Buyer turnout was good on Sunday. The sale made over \$3000.00 the first day. Turnout dropped significantly the following day, until the half price sale began. The Book Sale Committee retained 1997 sale pricing. The Library's General Services Crew delivered additional tables and helped move furniture as needed. John Benham, the agent who generally fills this role, picked up unsold and unwanted materials.

Suzanne Mudge and Maryann Hight revised the 2nd edition of the InULA Book Sale Committee Handbook and provided several copies (and computer disc) to the InULA Board to give to next year's Committee Co-Chairs.

Recommendations:

- 1) The 1998 InULA Book Sale Committee recommends the continuation of the Co-Chair system.
- 2) Since the organization is now receiving a large number of new books, notably Main Library MPS gift discards, we feel the pricing structure should be reviewed (i.e., consider increasing the price of hardbacks to \$4.00 and new softcover paperbacks to \$3.00).
- 3) Sorting will need to begin in September since there is already a very large volume of books (primarily from MPS) in the UGL 5th floor storage area.
- 4) The Committee suggests that the half price sale should begin on Monday morning as a way to encourage shoppers to purchase items at half price.

Most appear to wait for the \$2.00 bag sale.

5) Some donations may be rare and/or quite valuable. This year's Co-Chairs felt it was important to let Joel Silver, librarian at the Lilly Library, check the rare materials to help price them and to have a chance to select them for the Lilly Library, if he felt they would be valuable additions to that IU collection. We believe this is in accordance with InULA's mission to maintain collegiality and encourage communication among InULA members and libraries. *Submitted by Maryann Hight and Suzanne Mudge, co-chairs*

1998 Book Sale Committee

June 5, 1998