

# **-Friends of the Palo Alto Library- Section Managers & Sorters Meeting Winter 2015**

**Date: January 28, 2015  
10am MPCL- Midtown Rm.**

**10:20am Welcome & thank you - Janette Herceg- *25 RSVPs & 38 attended.***

**10:20am - Peter Dehlinger, President FOPAL Board of Directors, to introduce himself and acknowledge the FOPAL team of volunteers. *Peter Dehlinger spoke about the recent FOPAL Board retreat and a discussion regarding the future of book donations, how it might be easier if book value look-ups were done by the sorters, this idea he's dismissed. He also touched on Jerry Stone's success with FOPAL's E-commerce operation and encouraging section managers to price their books \$2- for hardbacks and \$1- for paperbacks in the Main Room.***

**10:30am Presentation by Jerry Stone on the future of FOPAL monthly and HV book sales, 10:30-11:25am.**

***Jerry Stone talked about FOPAL being the 2nd largest & best books sale in the area, 2<sup>nd</sup> only to San Francisco, "E-books-vs-print books "why printed books will never die, who's' buying books, the continued up-tick in FOPAL Amazon Sales and the need for more section managers to list their books. Dick Grote, Nigel Jones, Scottie Zimmerman and Nancy Cohen are already doing this. Jerry offered to teach interested section managers this skill. Jerry also said certain sections have been selling higher priced books in the Main Room: Cooking, Home & Craft, Fiction, History. Also, FOPAL should be pricing Main Room hardbacks no less than \$2- & paper back no less than \$1- and books that have been priced higher and marked down, should be sent to HV/on-line sale before being sent to the Bargain Room. Jerry shared a feature he discovered on the Amazon website, demonstrating that this feature scans a book cover, and when recognized in their inventory offers you a sale price. Jerry is happy to teach anyone that's interested in using this for price look-ups, pricing...He also mentioned for older tablets/iPad & phones you can use "Flow by Amazon" Jerry believes once a section manager sells a book for a high price on Amazon they're hooked, finding satisfaction in seeing their work making money***

Articles shared by Scottie Zimmerman on why to read print books, links also on FOPAL Facebook page.

<http://mic.com/articles/99408/science-has-great-news-for-people-who-read-actual-books> & <http://www.bbc.com/news/health-30574260>

**11:25am – Janette Herceg-**

**Book Pricing-** Please price all hard back books being sold in the Main Room \$2- or higher and all paperback 1- . \$1- hard backs should be put on the red-carts for the “Tent Sale”. We are selling all hardback in MPCL bookstore & Downtown gondola with no difficulty and at the recommendation from the PACL Staff. This is a comparable price given that most “Friends” stores sell their hardback for 2-. We asking for you cooperation to create consistent pricing, that all SM can rely on.

*A suggestion was made to have a \$2- book tent sale. Several section managers offered their pricing philosophy...low priced books for customers or higher priced books increasing revenue for the library. FOPAL is asking you to price at bit higher so the public/ customers don't regard FOPAL as the “cheap book sale”.*

**UPS deliveries-** please sign for UPS deliveries that come to the Main Room when you are there. After signing put the box(s) in the back of the sorting room near the mailboxes and call Janette at 494-1266 for pick-up.

*A suggestion was made that we print up (2) signs for delivery drivers... **NO UPS DELIVERIES HERE... UPS DELIVERIES HERE PLEASE!** Janette will make these.*

**Donors dropping off books-** SMs & Sorters acknowledge all donors and accept donations made to the Main Room, remember to be courteous, thank the donor, offer them a receipt and give them a bookmark to remind them of our up-coming book sale. (If appropriate give out Donation timing half-sheet)

*See attached, Donation timing half-sheet-doc. As we fast approach the week before the February Sale make sure you are letting donors know about when it's best to make large donations (5 bags/boxes or more) FYI... it's the week before or the week after the sale, NOT during the sale weekend or the Friday before the sale!*

**Volunteer guests in the Main Room-** If you are sending a guest to the Main Room to shop...please ask them to identify themselves as a guest of... and if greeting a volunteers guest please ask to whom

they are related to? Please welcome them and if need be offer to show them how to pay for books...

***A question was raised about allowing donors to “just look around” the main room. This should be avoided and instead say “if you’d like to see the books before the sale you should volunteer and hand them a...FOPAL WELCOMES NEW VOLUNTEER!!! ...half-sheet for them to fill out....***

**Several sections in need of an assistant:** Health, Business, Sex & Gender and History. Sections Managers needed for Puzzles & Games.

***Health, Business, Puzzle & Games are OK now. Section Managers needed for Professional Psychology & Reference. See Janette if interested-***

**11:40am MPCL tour by Ruth Ann Garcia | Library Services Manager Mitchell Park Library**