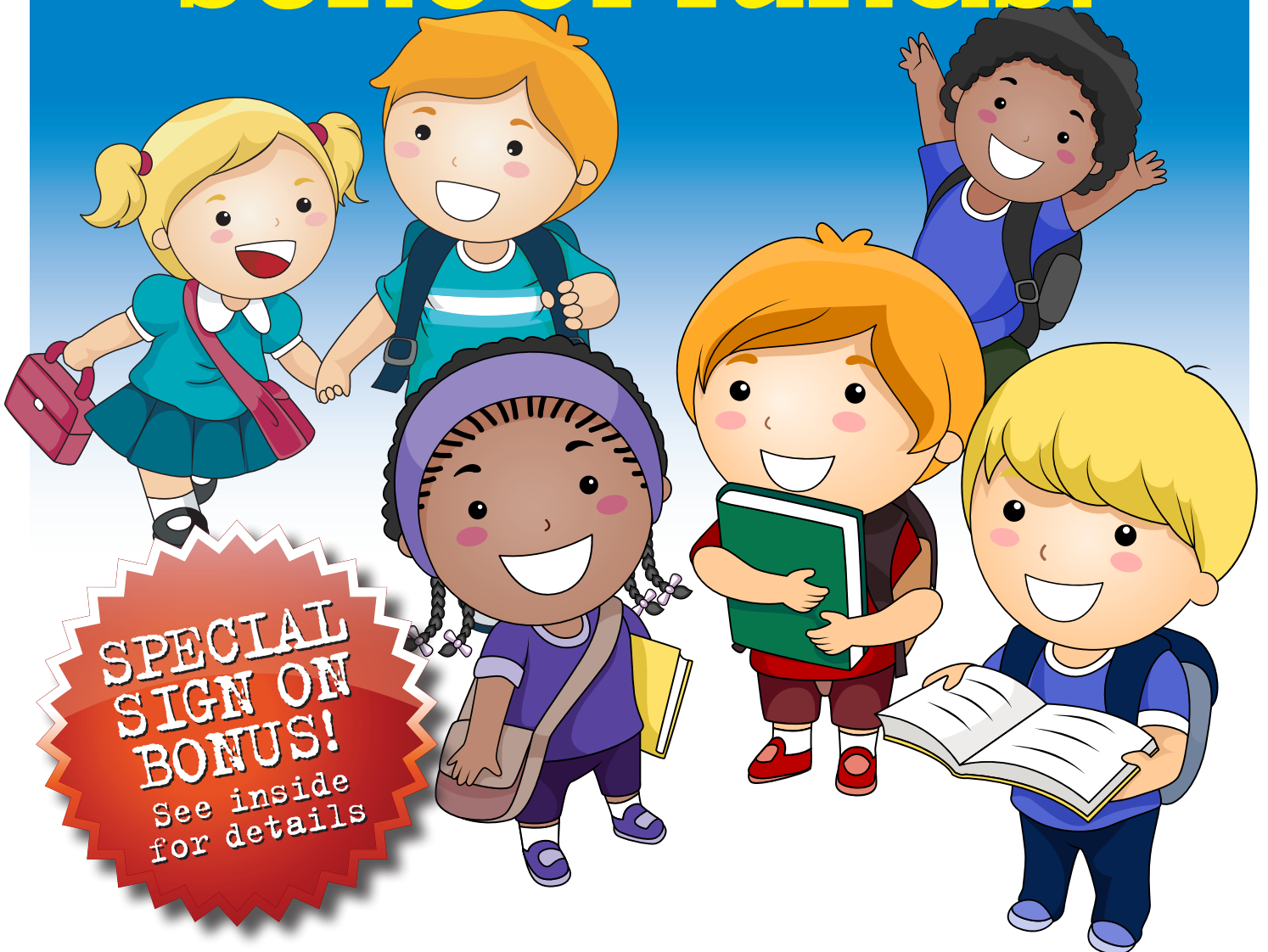


The Book Warehouse

AFFORDABLE BOOKS FOR EVERY CHILD

Bargain Book Fairs

Encourage
reading
while raising
school funds!



SPECIAL
SIGN ON
BONUS!

See inside
for details

It's easy, fun & educational!

Easy to run, hassle free and profitable 'The Book Warehouse Book Fair'



The Book Warehouse has been providing book fairs to schools in Queensland for over ten years. We do not advertise. Our business has grown through word of mouth – not telemarketers. Last year we helped schools run over one hundred book fairs and the overwhelming response from the parents, teachers and children was fantastic.

In fact FANTASTIC was a word we keep hearing. Feedback from the teachers and the parents kept referring to the fantastic range, the fantastic prices and the fantastic service. Of course we don't expect you to believe our biased rantings here. There are a number of librarians we can put you in contact with who would be more than happy to give you an honest appraisal of their book fair experience.



The huge constantly changing range of books we supply are from publishing houses both local and overseas. We are able to source the best quality books at the cheapest prices. The book prices represent genuine savings and bargains not available elsewhere. Prices start from as low as \$3.00. The average price you can expect to pay is around \$5. Of course there are also more expensive titles, but as a rule there are very few titles over \$20. The low prices allow all the children to be able to purchase a book (not a pencil or rubber) at one of our book fairs.

Your school will receive a range of fiction and non fiction titles suitable for primary school readers. We can also supply titles suitable for the parents to purchase – cooking, history, fiction etc. The number of books you receive will depend on the size of the school population and previous experience (if we have run a fair with your school before).

One important difference between The Book Warehouse and our competitors is that we don't discriminate when it comes to commission. Whether your school has 10 or 1000 children the generous commission remains the same. Another difference to your advantage is that we offer a flat commission rate, not a staggered rate dependant on sales. The percentage commission earned is detailed on the last page.

ORDERING AND RUNNING A BOOK FAIR

Fairs can be booked by phone, fax, email and on-line. We will take all your details including school numbers, dates, range of titles previous sales etc. If you would like to visit the warehouse to have a look around and discuss options further that can also be arranged then. An information pack - ' Step-By-Step Guide to Planning and Running your Book Fair' will also be emailed or mailed to you in advance of the fair and will include important forms such as wish lists, daily record sheets, end of fair reconciliation forms, and tips on how to run a successful event.

The books will be delivered either by us personally or by a courier in cartons (not rolling book cases). The delivery date for the stock is entirely up to you, but usually schools organise to have them delivered during the week prior to the fair. Apart from delivering extra copies of fast selling titles during the fair and answering questions relating to availability of titles we do not get involved in the day to day running of the fair. Pick up is also arranged for a time that suits you. We only need a couple of weeks notice to run a fair – so book anytime! Just be aware that the busy times such as Book Week and Christmas book fairs are very popular.

Extra books can be phoned, faxed or emailed in on a daily basis. Being based in Brisbane means we can usually deliver daily within a range of 100kms. Outside of this may take 48 hours. The one disclaimer we must make is that we will do our best to supply and deliver all titles ordered.

Paperwork is kept to a minimum. There is no checklist for stock delivered, no requirement to record each title sold or check books off before repacking at the end of the fair. If requested we can supply you with a mobile eftpos machine. This is an easy to use machine that makes sales a breeze. At the end of the fair all we ask is that you fill in the cash record & book fair summary sheet and attach all copies of eftpos receipts. The summary sheet is important as it is then used to calculate your commission.



1

Extra Incentive - for new schools.
Contact us for details, you wont be disappointed.

2

Existing schools - book your fair and receive a \$50 voucher to spend at the fair or at The Book Warehouse.

3

Book 2 fairs in a calendar year and receive a \$150 voucher to spend at the fair or at The Book Warehouse.



How does your school benefit?



Parents and students have easy access to huge range of discounted quality titles. The school earns a generous commission that can be taken in books, cash or a combination of both. The fair creates a school community event that fosters a love of books and reading.

YOUR COMMISSION

Your commission can be earned in one of three ways - Books, Cash or a Combination.

Books - If you decide to take books the commission is 30%. For example if you raise \$1000 in sales at the fair you can take \$300 worth of books. These books can be taken either from the fair or from our warehouse.

Cash - If you decide to take cash the commission is 25%. Following the same example as above your commission would be \$250 in cash.

Combination - To work out a combination using again the above example, take the value of books selected first, e.g. \$100 - this equates to \$300 of the total sales from the fair. Deduct this \$300 from the total fair sales and you have a balance of \$700. You then calculate 25% of this balance which is \$175. The value of the combined commission is \$275. (This equates to an overall commission of 27.5%.

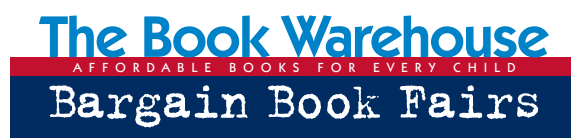
PAYMENTS AND GST

We are happy to work in a way that suits the school policy. Many schools collect and bank all proceeds from the fair; where others may decide to retain the money for The Book Warehouse to bank at the end of the fair. Please discuss this with the schools business manager or alternatively we can discuss this with them. We will on request supply the school with an invoice for the books that are being taken as commission. The school in return needs to supply The Book Warehouse with an invoice for exactly the same amount. This is known as a reciprocal tax invoice and the two invoices essentially cancel each other out.

GET ON BOARD TO RAISE FUNDS FOR YOUR SCHOOL!



For any more details or to book your Book Fair contact Sean Berkeley, or visit our website.



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