

Inklings Book Shoppe Sustainability & Used Books

SIBA March Madness Event, 3/19/2025

Introduction

A brief history of Inklings Book Shoppe: wandering since 1975...

“We puttin’ the OK back in books y’all!”

Group Activity: Would you rather? & Collaborative Story-Telling

Statistics:

- The sheer number of books printed has exploded. 4 million+ total number of new book titles released annually (a ten-fold increase over ten years)
- About 320 million books are thrown away each year rather than recycled or reused, and paper accounts for 26% of landfill waste throughout the world
- More than 160,000 truckloads of unread books are wasted each year and 10 million trees (out of 32 million) are wasted for the production of these unread books
- Big box stores simply destroy or return product. For example, up to 80% of juvenile hardcovers bought by B&N are routinely returned unsold to publishers. Adult fiction is only a little better.
 - Look for the “black dot”

5 E’s of Inklings

Our business values and vision include 5 elements:

Economics – we provide affordable selections for our community

Environment – we promote sustainability through reducing consumption and reusing used goods

Entertainment – we strive to curate a cultural space

Education – we advocate for schools, children, and public service

Enlightenment – we pursue to serve the community holistically

*Today's presentation will focus on the first two E's: Economics and Environment.

Trade Program

Why used books?

- We want to foster a community that promotes accessibility and sustainability.
- A bookstore is for everyone.
- The values of book lovers are often values of smoothing consumption.

What is our trade policy?

We cannot receive books that have:

- Physical damage or missing cover
- Water damage
- Mold or mildew
- Animal, bug, or smoke contamination

Discounts

- Customer Loyalty
- Teachers/Foster Parents receive 10% off their purchase.

Pricing Books

- Mass Markets = half price of cover
- Trade Paper = \$5-8
- Hardback = \$6-9
- New (within past 6 months) = \$10-15
- Remember to mark down prices for condition and ex-library
- In general, \$2-4 should be removed for poor condition
- Tools: BookScouter or Amazon Seller to scan the book and decide. Only take books that either have a seller ranking under 500,000 or a sale value of over \$20.

Antiques

What is an antique book?

- Generalization: at least a century old

Important Considerations:

- First edition

- Signed
- Provenance - If a famous person previously owned the book or the story of the book's history is documented and interesting
- Special interest - Something of special interest or aesthetic importance about the book can make it rare. This can include a notable binding, exceptional artwork, illustrations by artists of importance, a unique/unusual design, fine printing or typography, or specialty material such as leather.
- Unusual physical characteristics - These can include watermarks or a pirated copy and also the use of a special press such as a Easton, Franklin, or Bozart Press.
- Exceptional condition

How do we price antiques?

General Guidelines:

- Begin by adding \$2 per decade (1920s publication = \$20)
- Increase the total value by about \$2 for each of the following criteria:
 - Famous author
 - Leather cover
 - Dust jacket
 - Embellished cover
 - Glossy photos or illustrations
 - Higher quality paper (old but no foxing)
- Decrease the total value by about \$2 for each of the following:
 - Insect damage
 - Water damage
 - Any other general damage, frays, busted corners, etc.
 - Poor quality paper (foxing)
 - Loose or torn pages
 - Incomplete in any way (missing dust jacket, etc.)
- Checking eBay's last two years of "SOLD" prices can be a helpful starting point
- ***Note:** Almost all books published 1890-1940 had dust jackets. The dust jacket is 50-80% of the value of the book.

What is FABAA?

- Florida Antiquarian Book Association
- Since 1981, "This is the largest and longest running antiquarian book fair in the Southeastern United States, and one of the largest in the nation."

Sidenotes

Other book thoughts:

No other industry has so many new-product introductions.

The book publishing world is in a never-ending state of change.

The Problems of Amazon and online marketplaces...

- 30-50% of all transactions are connected to some scam or fraud
- Drop-shipping
- Algorithmic price manipulation
- Loss leader and predatory pricing
- Anti-competitive practices
- Psychological devaluing of books
- Exploitative and unsustainable shipping and return policies

Sources:

- Netflix documentary: *Buy Now! The Shopping Conspiracy*
- *How to Resist Amazon and Why* by Danny Caine
- Answers in Progress
- [Number Of Books Published Per Year – WordsRated](#)
- [U.S. book market - statistics & facts | Statista](#)
- [10 Awful Truths About Publishing](#)
- [Textbook Rental Service Chegg to Upcycle 85 Tons of Recycled Paper](#)
- [A difficult path: How volunteers, waste workers save old books from going to the landfill](#)
- [Book Waste: The Dangers of Publishing and the Ethical Consumption of Books - Chicago Review of Books](#)