

Becky Adams

Merchandise Report

May 15, 2017

Sales year to date are down so far. Total income is \$2336.80 as of today. I will continue to try to add new items to encourage sales.

All the old clothing merchandise has been liquidated. We still have a significant amount of Best of Memos in stock. So far we have only sold 1 set, last year we sold 3 sets of 1-3 and 4 copies of #4. We have been selling 1-3 for \$25 (\$8.33 each our cost \$2.90) and 1-4 for \$32.00 (8.00 each and our cost of \$2.90 for 1-3 and \$8.66 for 4). We only have 9 left of #4. What if we dropped 1-3 to \$20.00 and 1-4 to \$25.00 until they are sold out. I think the weight will be too much for our shipping price breakdown (priority mail) so I will have to ship them at media mail so we don't lose money. At the end of the year we can re-evaluate.

Our Amazon sales/royalties from January thru March 2017 are \$52.97. Last year, September thru December was \$44.47 in royalties. I published the Basic Owner's Manual as an experiment. It cost us nothing to do it and we receive royalties off of sales and of course carry no additional inventory. It is for Kindle only... the only problem is it is not formatted to read properly. Looking into it, there are professional companies we can pay \$40-45 per book to have them properly formatted. With offering a kindle version this has opened up an additional market to overseas buyers who have problems with the mail or it makes it something someone can take with them easily to read whenever. Perhaps the board can consider the cost of publishing a couple of our manuals professionally to reach a larger market.

I am hoping to send a box of prepaid merchandise to convention if anyone wants merchandise.