



You have an **excess**  
**INVENTORY**  
PROBLEM



**WE HAVE A  
SOLUTION!**

**Up to twice cost Federal tax deduction!**

**Protect your brand!**

**Clear out costly warehouse space!**

**Avoid liquidation nightmares!**

**Support charities, schools & churches!**

**Keep unsold product out of landfills!**

# WHO ARE WE?



**We're the National Association for the Exchange of Industrial Resources, but you can call us NAEIR.**  
(It rhymes with "share")

**We're in the business of EMPOWERING GENEROSITY.**

We are a 501(c)(3) non-profit association that collects donations of excess inventory from manufacturers, wholesale distributors, and retailers and redistributes it to schools, churches and other 501(c)(3) non-profit organizations around America.



## EMPOWERING GENEROSITY...

**What does that mean? Where do we start?**

We're EMPOWERING the GENEROSITY of businesses by facilitating the donation process.



We're EMPOWERING the GENEROSITY of schools and non-profits by supplying them with free products and resources.

Our members' GENEROSITY is EMPOWERING the communities and individuals that they serve.



And all this GENEROSITY is EMPOWERING us because we know how good it feels to lend a helping hand.

# HOW DOES IT WORK?



Since 1977 we've helped over 8,000 businesses like yours eliminate excess inventory quickly, safely and easily. **AND**, many of our donors have been able to deduct up to twice the cost of their donations from their Federal income taxes!

You have **excess inventory** in your warehouse, .....  
so you decide to **call NAEIR**.



Once your list has been approved and you receive confirmation, you pack it up and **ship it** out to .....  
NAEIR in Galesburg, Illinois.



NAEIR receives your donation, along with a packing list and issues the proper tax documentation. ....



NAEIR sorts, organizes and photographs your merchandise and gives it **to non-profits for free** via catalogs and our website!\*

\* Donated products cannot be bartered, traded, sold or exchanged for services and must be used for the care of the ill, needy or minors.



Churches



Non-Profits



Schools

You can receive an enhanced **tax deduction** and the satisfaction of knowing that your excess merchandise is helping worthy causes and making other people's lives a little better.

## “Why Should I donate to NAEIR?” Here's why:

- 1 Tax Deduction**—You can receive a tax deduction worth up to **two times the cost of your donation**. For regular C corporations, your deduction is equal to the cost of the inventory donated, plus half the difference between the cost and fair market-selling price, not to exceed twice the cost. Please consult with your accountant for tax advice.  
*Example: Cost = \$10  
Selling price = \$30  
Half the difference = \$10  
Deduction = \$20*
- 2 Avoid Liquidators**—Haggling with liquidators can be frustrating and time-consuming. Most offer only pennies on the dollar and deals often fall through last minute. Plus you'll likely find your merchandise out on the free market **competing with your current product line**.
- 3 Brand Protection**—You don't have to worry about brand devaluation or damage to your normal suggested retail price. **You won't find your products in discount stores or on online auctions**. NAEIR's distribution system is tightly controlled and we can track who benefited from your donation. Our proprietary tracking system ensures that your products are distributed thinly across a closed market.
- 4 Quick & Easy**—As soon as your donation is approved, typically within 24 hours or less, you can clear out your excess inventory immediately. You don't have to hold it or manage any distribution. Once you've shipped it to NAEIR, you're done. **NAEIR makes philanthropy simple because we handle all the details.**
- 5 Flexible**—We pride ourselves on **being problem solvers**. We accept all sorts of merchandise and we'll bend over backward to make our system work for your company's situation.

# INVENTORY MANAGEMENT JUST GOT EASIER.



## SAVE TIME AND MONEY WITH CUSTOMIZED INVENTORY MANAGEMENT SOLUTIONS FROM NAEIR FOR RETURNS, BUY-BACKS AND DONATIONS

We will work with you to create customized inventory management programs to suit the unique needs of your company. We manage the logistics for inventory returns or buy-backs at the retail level, facilitate charitable donations and handle all the paperwork.

NAEIR is able to:

- ❖ Receive multiple trailer loads of product throughout the year from hundreds of shipping points across the country and store it in our 450,000 square foot Central Illinois warehouse.
- ❖ Segregate products according to mutually agreed upon, pre-determined criteria. This may include sorting salable from non-salable products and managing the return of certain products to a facility of your choosing.
- ❖ Redistribute this product to NAEIR's membership base of non-profits and schools or to a mutually agreed upon market.
- ❖ Provide you with the IRS required donee tax paperwork for deduction purposes.
- ❖ Structure compensation for services rendered in order to include in-kind payment while allowing for the recovery of unusual labor costs.

Due to the potentially sensitive nature of your particular situation, please call or e-mail :

**Gary C. Smith, President/CEO**

**800-562-0955, ext. 201**

**[gcs@naeir.org](mailto:gcs@naeir.org)**

or

**Paula R. DeJaynes, Vice President of Corporate Relations**

**800-562-0955, ext. 338**

**[prd@naeir.org](mailto:prd@naeir.org)**

# DONATION FORM



**Are you ready to eliminate excess inventory quickly and easily?  
Save money on your taxes and protect your brand? Great!  
We're ready to help! Start donating to NAEIR and join us in  
supporting communities all over America!**



**1 Tell us what you want to donate**  
List your merchandise on the form below or on your own form. Please include complete contact information, quantities, a brief description of the products and retail dollar values. If possible, send descriptive information such as catalogs, brochures or tear sheets. Samples are also very helpful. You can send all your information to us via:

Email: [donor@naeir.org](mailto:donor@naeir.org)      Mail: NAEIR Corporate Relations  
Fax: (309)343-0862      560 McClure St., Galesburg, IL 61401

**2 Let us review and approve your merchandise**  
We'll contact you to confirm receipt of your list and samples, and we'll review your proposed donation. Once approved, we'll fax or email you a confirmation letter, along with detailed information on processing your donation.  
**IMPORTANT:** Please DO NOT SHIP until you have received our approval letter!

**3 Ship it out!**  
Ship your merchandise prepaid to our Galesburg, Illinois warehouse (freight costs may be deductible—consult your tax adviser). If you prefer, our Traffic Department can coordinate your shipment at economical rates. Collect shipments are accepted only when NAEIR manages your shipment. **Please remember to email or fax us a packing list prior to shipping.**

**4 Receive your Federal income tax deduction**  
We will send you the paperwork required by the IRS for income tax reporting purposes within 14 days of receiving your merchandise.

Name/Title: \_\_\_\_\_  
 Company: \_\_\_\_\_  
 Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
 Telephone: \_\_\_\_\_ Email: \_\_\_\_\_

Quantity	Brief Description	Retail Value Per Item	Extended Retail (Quantity x Retail value per item)
<p><b>Feel free to email an Excel spreadsheet to <a href="mailto:donor@naeir.org">donor@naeir.org</a></b></p>			<p>Grand Total</p>



560 McClure Street, Galesburg, IL 61401 • 1.800.562.0955 • [www.naeir.org](http://www.naeir.org)

May 7, 2012

Mr. Joe Anybody  
President  
GENEROUS CORPORATION, INC.  
123 Any Street  
Anywhere, ST 12345

Dear Mr. Anybody:

On behalf of the Board of Directors of NAEIR, I want to thank you for your contribution of 21 pallets of office products, weighing 12,345 lbs., shipped from Anywhere, ST, received 04-30-12. As required by the Internal Revenue Code, we hereby acknowledge your contribution in writing and state that we provided no goods or services in return for your contribution.

NAEIR is pleased to make the following representations to your company in accordance with IRS regulations regarding this type of donation.

- 1) The property will be used in compliance with IRC Section 170 (e)(3). NAEIR will use the property in a manner related to its exempt purpose and solely for the care of the ill, the needy or infants. NAEIR will not transfer the property in exchange for money, other property, or services.
- 2) NAEIR is a U.S. nonprofit, public charity; it is not a private foundation. NAEIR is a tax-exempt, 501 (c)(3) charitable corporation which, as described in Section 170 (c) of the U.S. Internal Revenue Code, is qualified to receive tax deductible contributions.
- 3) NAEIR will maintain adequate books and records to show the disposition of the property, which will be made available to the Internal Revenue Service upon request.

We appreciate your cooperation and support for the worthy purposes of your contribution.

Sincerely,

Gary C. Smith  
President/Chief Executive Officer

Attachments

Donation Number 00-00-000