

*Prints Make
Profits*



In Action

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Making money on eBay is simple!

On the face of it, making money on eBay is simple, all you need to do is find out what sells well, negotiate a deal with a wholesaler to obtain inventory, list it and collect your money!

Of course it isn't quite this simple, if it was we'd all be selling high end electronic goods and be making tens of thousands of dollars profit!

The reason why it isn't this simple can be summed up in one word'**competition**'.

Competition drives down the prices of these consumer goods meaning that unless you can negotiate the very best deals with the manufacturers it is impossible to make a profit.

Most of the top selling niches on eBay are dominated by a few big players who make a profit despite selling at rock bottom prices because they leverage their huge buying power to negotiate the best deals directly with the manufacturers.

It is impossible for the little guy to break into this business because even if he could obtain a supply of inventory (which often he cannot) he can't hope to beat or even match the prices paid by the big players.

This presents you with a dilemma.....

Do you join the masses trying to eke out a meager living as your profit margins are squeezed ever thinner or do you go against the herd and focus your efforts where you won't be wiped out by the competition?

My advice is to focus on vintage collectible items, their rarity means that you don't have the mass competition problem. Although there are hundreds of successful sellers on eBay selling vintage collectibles, it is extremely unlikely that the exact same item is being sold by more than one seller at any one time.



Since there is no mass competition, profit margins are a lot healthier—I'm talking 200%, 300%, 400% and often more!

But where to find an ongoing source of inventory?

You could spend all of your spare time visiting charity shops, thrift stores and boot sales but this strategy will waste many hours of your valuable time and is only likely to turn up the occasional profitable item.

No, to make a living on eBay your time needs to be focused on listing and selling **not** scavenging through piles of worthless rubbish.

I have created a short video to demonstrate how I obtain my eBay inventory:

[CLICK HERE & THEN SCROLL TO VIEW VIDEO](#)





My business is based on arbitrage which simply means exploiting the price differences of identical items in different markets.

I research eBay for completed auctions of vintage prints where there is a demonstrable demand. I then locate similar items for sale elsewhere on the internet, buy them and prepare them for resale. Finally, I list them for maximum exposure on eBay and sell them at a profit.

How and why does this work?

Imagine you are a talented but hungry artist in the late nineteenth century, you need to sell as much of your work as possible to keep a roof over your head and put food on your table and one of the best ways to gain exposure for your artwork is to allow it to be reproduced and published in books.

Now fast forward to today and a century or so later those very same books are available to a whole new audience thanks to the magic of the internet.

Today's book collector can search the inventory lists of thousands of individual booksellers from all over the world to find books to add to their collections.

Book collectors are very particular when it comes to the condition of the books they purchase and because of this the values of vintage books can vary widely. Books with broken, stained or damaged covers and bindings can often be obtained for a fraction of the prices commanded by copies in fine condition.

More often than not the contents of these damaged bindings are in good, clean condition which means that if we know where to look we can buy these broken old books containing many beautiful and sought after prints very cheaply.

All we have to do then is remove the prints from the old books, list them for sale on eBay and watch the profits roll in!

Ready for some more real life examples?



Rare 1884 Antique Fish Print ~ The Paddlefish

Item condition: --

Sold For: **US \$29.99**

[Add to list](#)

Shipping: **\$9.60** USPS First Class Mail International | [See all details](#)

Delivery: Estimated delivery time varies for items shipped from an international location. [?](#)

Returns: 7 day money back, buyer pays return shipping | [Read details](#)

 **eBay Buyer Protection**
Covers your purchase price plus original shipping.
[Learn more](#)

Top-rated seller
troutattack (1822 ★)

100% Positive feedback

- Consistently receives highest buyers' ratings
- Ships items quickly
- Has earned a track record of excellent service

Save this seller
[See other items](#)

Visit store:  Troutattack Antique Prints

Other item info

Item number: 200612634919

Item location: Northern CA, United States

Here is an antique fish print that sold recently on eBay for \$29.99!

That's right, nearly thirty bucks for **one** page out of an old book!!





In this example the seller has combined 2 similar plates and listed them as "2 for 1" again successfully selling at \$29.99!



THE COMMON STURGEON
Illustration of the Common Sturgeon, Sturgeon, 1884.

THE SHORT NOSED STURGEON
Illustration of the Short Nosed Sturgeon, Sturgeon, 1884.

Rare 1884 Antique Fish Print ~ The Sturgeon 2 for 1

Item condition: --

Sold For: **US \$29.99**

[Add to list](#)

Shipping: **\$9.60** USPS First Class Mail International | [See all details](#)

Delivery: Estimated delivery time varies for items shipped from an international location. ⓘ

Returns: 7 day money back, buyer pays return shipping | [Read details](#)



eBay Buyer Protection
Covers your purchase price plus original shipping.
[Learn more](#)

Top-rated seller
troutattack (1822 ★)

100% Positive feedback

- ✓ Consistently receives highest buyers' ratings
- ✓ Ships items quickly
- ✓ Has earned a track record of excellent service

Save this seller
[See other items](#)

Visit store:  Troutattack Antique Prints

Other item info

Item number: 200601448247

Item location: Northern CA, United States

Ships to: Worldwide

This one sold for \$9.99



THE TRIGGER-FISH
Illustration of the Trigger-fish, Trigger-fish, 1884.

Rare 1884 Antique Fish Print ~ The Trigger-fish

Item condition: --

Sold For: **US \$9.99**

[Add to list](#)

Shipping: **\$9.60** USPS First Class Mail International | [See all details](#)

Delivery: Estimated delivery time varies for items shipped from an international location. ⓘ

Returns: 7 day money back, buyer pays return shipping | [Read details](#)



eBay Buyer Protection
Covers your purchase price plus original shipping.
[Learn more](#)

Top-rated seller
troutattack (1822 ★)

100% Positive feedback

- ✓ Consistently receives highest buyers' ratings
- ✓ Ships items quickly
- ✓ Has earned a track record of excellent service

Save this seller
[See other items](#)

Visit store:  Troutattack Antique Prints

Other item info

Item number: 110640634960

Item location: Northern CA, United States

And here is the seller's description:

Rare 1884 Fish Print

The Paddle-Fish

Beautiful original and scarce black and white plates from a very rare 125+year-old book, *The Fisheries and Fisheries Industries of the United States, 1884*. These plates are greatly detailed. I will be selling the plates from this collection in the next few weeks/months. I have only seen these plates a few times before, and I was the lucky one to have acquired them. There is a very, very low minimum and no reserve so you may have a chance to pick up one or more of these beauties for next to nothing. The plates are very good to excellent condition. These large single-sided plates with no text on the verso, measures approximately 9" wide by 11 1/2". (my scanner did not pick up the entire paper size and focused on the actual image - there is a nice ~ 1" to 2" on sides and 2" to 3" even margin around each fish for framing. In addition, if the ebay listing pictures looks like a funny blue color, rest assured the color in the actual original you will receive is a nice off white/yellow patina). The plates show some yellow toning that is typical of plates this old which add a nice patina.





So now we know exactly where to find these valuable fish prints. A book entitled: *"The Fisheries and Fishery Industries of the United States"* published in 1884.

The next step is to search on Addall.com for the book title and here is the result:

| | | | | | |
|---|-----------------------------|---------------|-------------------------|-----------------------------------|---|
| <p>21. The Fisheries and Fishery Industries of the United States. Section I: Natural History of useful Aquatic Animals. Plates. [Buy it!]</p> <p>[show this book only]</p> | <p>Goode, George Brown:</p> | <p>182.86</p> | <p>Choosebooks/ZVAB</p> | <p>Antiquariat Die Bücherpost</p> | <p>GERMANY XX S., 277 Tafeln, einige gefaltet, hierin 2 Weltkarten mit Verbreitungsgebieten, eine Wanderungskarte und eine Temperaturtabelle. 4°, Olwd., bestaubt, Schrift unkenntlich, Vordergelenk etwas gelockert, Vorsätze mit kleinen Randläsuren. Sonst gutes, fleckenfreies Exemplar. Standardwerk mit ganzseitigen Stichen der Nutzfische, Robben und Wale. Washington, Government Printing Office, 1884. Bem.: Fischindustrie, Fischfang, Ichthyologie, Fische, Meerestiere, Robben Wale</p> |
|---|-----------------------------|---------------|-------------------------|-----------------------------------|---|

Addall.com comprises of book sellers from around the world so you will often find descriptions in languages other than English. Don't be put off by this as you will often find that particular artists and genres have their following in particular countries. This presents us with the opportunity to buy where the item is less sought after and bring it to the market where it is more popular.

I use Google Translate (do a Google search for "translate") and simply copy the description from the Addall.com listing and paste it into the left hand pane of the tool. The tool automatically detects the source language and translates it to your own.

Google translate

from: German - detected To: English Translate

German - detected to English translation

| | |
|--|---|
| <p>1884. XX S., 277 Tafeln, einige gefaltet, hierin 2 Weltkarten mit Verbreitungsgebieten, eine Wanderungskarte und eine Temperaturtabelle. 4°, Olwd., bestaubt, Schrift unkenntlich, Vordergelenk etwas gelockert, Vorsätze mit kleinen Randläsuren. Sonst gutes, fleckenfreies Exemplar. Standardwerk mit ganzseitigen Stichen der Nutzfische, Robben und Wale. Bem.: Fischindustrie, Fischfang, Ichthyologie, Fische, Meerestiere, Robben Wale [Hamburg, HH, Germany]</p> | <p>1884th XX p., 277 plates, some folded, herein two world maps of distribution areas, a walking tour map and a temperature table. 4°, Olwd. dusty, obscure magazine, front hinge a little loose, with small resolutions Randläsuren. Otherwise good and spot-free copy. Standard work with full-page engravings of food fishes, seals and whales. Note: fishing industry, fisheries, ichthyology, fish, marine animals, seals, whales [Hamburg, HH, Germany]</p> |
|--|---|

This is a perfect example of what you can discover. This book contains 277 "full page engravings" of fish and is priced at \$182.86. That works out at 66c per plate!

The lowest price this seller sold the individual plates for was \$9.99 (I saw several \$9.99 sales when I completed my research although I have only shown one in this example)

The minimum profit per plate after deducting eBay and PayPal fees and the cost of the plate is around \$7.63

This dusty and obscure old book, represents a potential profit of over \$2,000!!

This calculation is based on every plate in the book selling at \$9.99, realistically some will sell for less or not at all but there will also be some that will fetch considerably higher prices as in the examples I highlighted.





In this next set of examples the valuable plates feature birds nests & eggs!



ROBIN REDBREAST NEST BIRDS EGG COLOR ANTIQUE ART PRINT

Item condition: --

Sold For: **US \$50.00**

[Add to list](#)

Shipping: **\$7.50** USPS First Class Mail International | [See all details](#)

Delivery: Varies for items shipped from an international location [?](#)
Seller ships within 3 days after receiving cleared payment .

Returns: 7 day money back, buyer pays return shipping | [Read details](#)

 **eBay Buyer Protection**
Covers your purchase price plus original shipping.
[Learn more](#)



WHINECHAT NEST & BIRDS EGG COLOR OLD ANTIQUE ART PRINT

Item condition: --

Sold For: **US \$48.00**

[Add to list](#)

Shipping: **\$7.50** USPS First Class Mail International | [See all details](#)

Delivery: Varies for items shipped from an international location [?](#)
Seller ships within 3 days after receiving cleared payment .

Returns: 7 day money back, buyer pays return shipping | [Read details](#)

 **eBay Buyer Protection**
Covers your purchase price plus original shipping.
[Learn more](#)



WOOD WARBLER NEST & BIRDS EGG COLOR ANTIQUE ART PRINT

Item condition: --

Sold For: **US \$41.00**

[Add to list](#)

Shipping: **\$7.50** USPS First Class Mail International | [See all details](#)

Delivery: Varies for items shipped from an international location [?](#)
Seller ships within 3 days after receiving cleared payment .

Returns: 7 day money back, buyer pays return shipping | [Read details](#)

 **eBay Buyer Protection**
Covers your purchase price plus original shipping.
[Learn more](#)

That's an average price of **\$46.33** per plate!





And here is the seller's description which again reveals everything we need to know about the source publication:

Year: 1875

Size: sheet size is about 6" x 10". Scanned at .85. .

Condition and Comments: Condition of this antique print is FINE AND WILL BE A GEM WHEN MATTED AND FRAMED. Am listing a nice number of the engravings from this series . . This art print is in highly collectible condition and frameworthy.

NOTE: This art print was produced by Bell & Sons, New York in 1875 for the quarto folio of nests and eggs by Morris. UNLIKE MOST EUROPEAN WOOD ENGRAVINGS, THIS IS NOT ONLY A GENUINE WOOD ENGRAVING BUT IS SIMILAR TO EARLY JAPANESE WOODBLOCK ENGRAVINGS IN THAT THE COLORS WERE CREATED USING SEPERATE WOOD PLATES AND HAND TINTING. COLORS ARE BRILLIANT AND FRESH. THIS SCARCE ENGRAVING VERY NICE CONDITION (SEE SCAN)...AND OF COURSE SATISFACTION IS GUARANTEED..

CUSTOM, PROFESSIONAL MATTING IS AVAILABLE -- SEE MY EBAY STORE FOR DETAILS (100% READY TO FRAME!)

My Addall.com search provides a perfect illustration of the impact of condition on price.

In the next screenshot you can see that the publication is actually a three volume set:

| | | | | | |
|--|------------------------|---------|------------|-------------------------------------|--|
| 12 A NATURAL HISTORY OF THE NESTS AND EGGS OF BRITISH BIRDS [Buy it!] | Morris (Francis Orpen) | 1253.61 | AbebooksUK | Old Hall Bookshop, ABA ILAB PBFA BA | [publisher: George Bell & Sons, London] Second edition. 3 volumes, 232 chromolithographed colour plates, edges foxed with some foxing in text, original blind stamped and gilt cloth ALTHOUGH THERE IS SOME FOXING THE FRESH AND CLEAN ORIGINAL BINDING MAKE THIS THIS A VERY NICE COPY [Northamptonshire, - , United Kingdom] |
|--|------------------------|---------|------------|-------------------------------------|--|

The price of \$1253.61 reflects the "fresh and clean original binding" and the fact that it is a complete set.

Contrast that with this "ink splattered" single volume with "library binding":

| | | | | | |
|---|-------------|--------|------------|-----------|--|
| 27 Nests and Eggs [Buy it!] [show this | Morris F,O, | 150.43 | AbebooksUK | gpbrookes | 2nd. edn. of volume 3 only. One text page ink splattered, else 75 clean, coloured egg plates Library binding, stamps to end papers only. [presteigne, .. United Kingdom] |
|---|-------------|--------|------------|-----------|--|

Certainly not as attractive to the book collector but perfect for the print seller as it contains 75 "clean colored egg plates" at a cost of just \$2 per plate!!





Do you think you could make a profit selling these plates on eBay?

I KNOW I could!

Before we move onto my next example I want to draw your attention to the "custom professional matting" service that this seller is offering (check out the bottom of the description) to add an additional income stream to his business. This is a great idea and in [Prints Make Profits](#) I provide a comprehensive, illustrated guide to matting that will help you achieve professional quality results!

My final set of examples:



FREE shipping

Zoom Enlarge

GRANDVILLE PRINT FUNNY PORTRAIT KATYDID TURTLE SNAIL

Item condition: --

Ended: Jun 04, 2011 08:03:06 PDT

Sold For: **US \$24.50**

[Add to list](#)

Shipping: **FREE** Expedited Int'l Shipping [See discounts](#) | [See all details](#)

Delivery: Varies for items shipped from an international location [?](#)
Seller ships within 3 days after receiving cleared payment.

Returns: 7 day money back, buyer pays return shipping | [Read details](#)

 **eBay Buyer Protection**
Covers your purchase price plus original shipping. [Learn more](#)

Top-rated seller
electrody (5305 )

100% Positive feedback

-  Consistently receives highest buyers' ratings
-  Ships items quickly
-  Has earned a track record of excellent service

Save this seller
[See other items](#)

Visit store:  [Antique Prints and Rare Books](#)

Other item info

Item number: 350467970206

Item location: Venice, Italy

Ships to: Worldwide



FREE shipping

Zoom Enlarge

GRANDVILLE PRINT FOLK ART COMIC FUNNY ANIMAL BEAR SEAL

Item condition: --

Ended: Jun 04, 2011 09:44:03 PDT

Sold For: **US \$33.50**

[Add to list](#)

Shipping: **FREE** Expedited Int'l Shipping [See discounts](#) | [See all details](#)

Delivery: Varies for items shipped from an international location [?](#)
Seller ships within 3 days after receiving cleared payment.

Returns: 7 day money back, buyer pays return shipping | [Read details](#)

 **eBay Buyer Protection**
Covers your purchase price plus original shipping. [Learn more](#)

Top-rated seller
electrody (5305 )

100% Positive feedback

-  Consistently receives highest buyers' ratings
-  Ships items quickly
-  Has earned a track record of excellent service

Save this seller
[See other items](#)

Visit store:  [Antique Prints and Rare Books](#)

Other item info

Item number: 250822161420

Item location: Venice, Italy



FREE shipping

Zoom Enlarge

GRANDVILLE PRINT FUNNY COMIC PORTRAIT ANIMAL CROCODILE

Item condition: --

Ended: Jun 04, 2011 09:46:03 PDT

Sold For: **US \$19.50**

[Add to list](#)

Shipping: **FREE** Expedited Int'l Shipping [See discounts](#) | [See all details](#)

Delivery: Varies for items shipped from an international location [?](#)
Seller ships within 3 days after receiving cleared payment.

Returns: 7 day money back, buyer pays return shipping | [Read details](#)

 **eBay Buyer Protection**
Covers your purchase price plus original shipping. [Learn more](#)

Top-rated seller
electrody (5305 )

100% Positive feedback

-  Consistently receives highest buyers' ratings
-  Ships items quickly
-  Has earned a track record of excellent service

Save this seller
[See other items](#)

Visit store:  [Antique Prints and Rare Books](#)

Other item info

Item number: 350464944939

Item location: Venice, Italy





GRANDVILLE PRINT FUNNY COMIC PORTRAIT INSECT BUG BEETLE

Item condition: --
Ended: 04 Jun, 2011 16:19:29 BST

Sold for: **US \$19.50**
Approximately £11.91

[Add to list](#)

Postage: **Free** - Express Int'l Postage [See discounts](#) | [See all details](#)
Item location: Venice, Italy
Post to: Worldwide

Delivery: Varies for items sent from an international location [?](#)
Seller posts within 3 days after receiving cleared payment.

Payments: **PayPal** | [See payment information](#)

eBay Top-rated seller
electrody (5307)

- 100% Positive feedback
- Consistently receives highest buyer ratings
- Dispatches items quickly
- Has earned a track record of excellent service



[Save this seller](#)
[See other items](#)

Visit shop: [Antique Prints and Rare Books](#)



GRANDVILLE PRINT FOLKLORE ART COMIC FUNNY ANIMAL BIRD

Item condition: --
Ended: 04 Jun, 2011 22:32:59 BST

Sold for: **US \$19.50**
Approximately £11.91

[Add to list](#)

Postage: **Free** - Express Int'l Postage [See discounts](#) | [See all details](#)
Item location: Venice, Italy
Post to: Worldwide

Delivery: Varies for items sent from an international location [?](#)
Seller posts within 3 days after receiving cleared payment.

eBay Top-rated seller
electrody (5307)

- 100% Positive feedback
- Consistently receives highest buyer ratings
- Dispatches items quickly
- Has earned a track record of excellent service



[Save this seller](#)
[See other items](#)

Visit shop: [Antique Prints and Rare Books](#)

In this area, we offer original prints from the scenes from the private and public life of animals by J. J. Grandville. Each print is over 160 years old, has original hand coloring and is extremely charming. Perfect for framing!

Scroll down for big photos and more informations. If this page-photo is slow to load click refresh-reload button of your browser. If you can't load the pictures, empty your browser cache.

The work: Scènes de la vie privée et publique des animaux (Scenes from the private and public life of animals), J. Hetzel et Paulin, by J. J. Grandville, Paris, 1842. Jean Ignace Isidore Gérard (September 13, 1803 – March 17, 1847), French caricaturist, generally known by the pseudonym of J.J. Grandville. He was born at Nancy, in northeastern France, to an artistic and theatrical family. The name "Grandville" was his grandparents' professional stage name. The work which first established his fame was Les Métamorphoses du jour (1828–29), a series of seventy scenes in which individuals with the bodies of men and faces of animals are made to play a human comedy. These drawings are remarkable for the extraordinary skill with which human characteristics are represented in animal facial features. The success of this work led to his being engaged as artistic contributor to various periodicals, such as Le Silhouette, L'Artiste, La Caricature, Le Charivari; and his political caricatures which were characterized by marvelous fertility of satirical humour, soon came to enjoy a general popularity. Grandville's fantastic anthropomorphic figures combining human and animal characteristics have been considered among the sources for Sir John Tenniel's illustrations in Lewis Carroll's Alice in Wonderland. This original engraving stands as both a beautiful and scarce example of 1850's caricature art. References: Carteret III, 552-559. Ray II, no. 194. Rebeyrat, Catalogue bibliographique et bibliophilique in: J.-J. Grandville (1985) pp. 289-90.

We offer one fine original hand colored print, Title: Scènes de la vie privée et publique des animaux by J. J. Grandville.....Katydid, Cricket, Snails, Turtle (Animal Party).

Size of the Print: approximately 258mm x 168mm (10 by 6.7 inches)

From the editions of: Scènes de la vie privée et publique des animaux, by J. J. Grandville. Publisher J. Hetzel et Paulin, Paris, 1842

Please note: The prints are in generally very good and clean condition, with slight age toning or occasional spotting mainly in the margins, remnant of previous binding on edge of sheet. Each print is extremely charming. Perfect for framing! Please see the photos carefully.





| | | | | | |
|--|-----------------------|--------|---------------|------------------------|---|
| TT0. <u>Scenes of Private Life and Public Animals.</u> [Original edition] [Buy it!] [show only this book] | GRANDVILLE, STAHL, PJ | 190.17 | LivreRareBook | LLC Cardinal Bookstore | Studies of contemporary mores published under the direction of P.-J. Stahl, in collaboration with Gentleme of Balzac, L. Baude, E. the Bédolliere, P. Bernard J. Janin, Ed Lemoine, Charles Nodier, George Sand, 1 vol. in-4 pain-related half red morocco, J. Hetzel and Paulin, Paris, 1842, 4 ff. (Half-title, title and preface), 386 pp. and 3 ff. n. ch. First edition. State very satisfactory for this copy of the original edition, complete with the 96 engraved plates (first volume alone, a scuff on the back in front, qq. Rouss.). Vicaire VII 405; Brivois, 364 |
|--|-----------------------|--------|---------------|------------------------|---|

The work of 'Grandville' is very popular on eBay with the colored plates fetching the highest prices.

I have focused on the black & white plates in this example because the source books are much cheaper to obtain and consequently the profit potential is much higher.

The average sale price in these examples is \$23.30 & a cost per plate less than \$2!

This gives us a potential profit per plate of \$17.33!
(after deducting eBay/PayPal fees and cost of the plate)

That's a HUGE potential profit for the book of \$1,663!

In [Prints Make Profits](#) I share more real life examples of this great business model in action plus I share the eBay ID's of successful print sellers with many thousands of positive feedbacks.

I could go on and on with many more examples of this exciting business model but I think you have probably seen enough to convince you that this is an idea worth exploring further.

Click the link to visit printsmakeprofits.com and read the case studies and testimonials from real people just like you who are making money and having fun with this great eBay niche business!

