

Vendor	Library Category	Hardcover Trade A,J,Y	Softcover Trade A,J,Y	Mass Market A,J,Y	Single Editions	Library Binding
Baker & Taylor	Public	45.5%	33-41.5%*	33-41.5%*	25%	25%
Baker & Taylor	School	43%	33%	33%	28%	24%
Baker & Taylor	Academic	43.5%	35%	35%	20%	20%
Baker & Taylor	Special	43.5%	35%	35%	20%	20%
Barnes & Noble	Public	22%	22%	22%	N/A	N/A
Barnes & Noble	School	22%	22%	22%	N/A	N/A
Barnes & Noble	Academic	22%	22%	22%	N/A	N/A
Barnes & Noble	Special	22%	22%	22%	N/A	N/A
Brodart	Public	45%	40%	40%	35%	22%
Brodart	School	45%	40%	40%	35%	22%
Brodart	Academic	45%	40%	40%	35%	22%
Brodart	Special	45%	40%	40%	35%	22%
BWI	Public	40-42%	35-42%	35-42%	N/A	15%
BWI	School	N/A	N/A	N/A	N/A	N/A
BWI	Academic	N/A	N/A	N/A	N/A	N/A
BWI	Special	N/A	N/A	N/A	N/A	N/A
Emery-Pratt	Public	42%	42%	0-12%	12-42%	0-12%
Emery-Pratt	School	40%	40%	0-10%	10-40%	0-10%
Emery-Pratt	Academic	38%	38%	4%	14-38%	14%
Emery-Pratt	Special	38%	38%	0%	10-38%	0-10%
Follett	Public	N/A	N/A	N/A	N/A	N/A
Follett	School	Up to 45%	Up to 45%	Up to 45%	Up to 45%	Up to 30%
Follett	Academic	N/A	N/A	N/A	N/A	N/A
Follett	Special	N/A	N/A	N/A	N/A	N/A
Ingram	Public	42.5-44.5%*	40-43%*	40-43%*	42.5-44.5%	20%
Ingram	School	35%	35%	35%	35%	20%
Ingram	Academic	42.5-44.5%*	40-43%*	40-43%*	42.5-44.5%	20%
Ingram	Special	35%	35%	35%	35%	20%

University Press	Text, Tech Reference	Vendor	Library Category	Kits	Continuations	Large Print
10%	0-5%	Baker & Taylor	Public	0-45.5%	0-41.5%	0-45.5%
10%	0-5%	Baker & Taylor	School	0-43%	0-41.5%	0-43%
15%	0-15%	Baker & Taylor	Academic	0-43.5%	0-41%	0-43.5%
15%	0-15%	Baker & Taylor	Special	0-43.5%	0-41%	0-43.5%
22%	5%	Barnes & Noble	Public	0-22%	N/A	N/A
22%	5%	Barnes & Noble	School	0-22%	N/A	N/A
22%	5%	Barnes & Noble	Academic	0-22%	N/A	N/A
22%	5%	Barnes & Noble	Special	0-22%	N/A	N/A
12%	12%	Brodart	Public	0-45%	10-40%	0-45%
12%	12%	Brodart	School	0-45%	10-40%	0-45%
12%	12%	Brodart	Academic	0-45%	10-40%	0-45%
12%	12%	Brodart	Special	0-45%	10-40%	0-45%
0-15%	0-15%	BWI	Public	25%	N/A	0-42%
N/A	N/A	BWI	School	N/A	N/A	N/A
N/A	N/A	BWI	Academic	N/A	N/A	N/A
N/A	N/A	BWI	Special	N/A	N/A	N/A
12-42%	12%	Emery-Pratt	Public	0-12%	0%	0-42%
10-40%	10%	Emery-Pratt	School	0-10%	0%	0-40%
14%	14%	Emery-Pratt	Academic	4%	4%	4-38%
10%	10%	Emery-Pratt	Special	0%	0%	0-38%
N/A	N/A	Follett	Public	N/A	N/A	N/A
Up to 45%	N/A	Follett	School	Cat Price	N/A	Up to 45%
N/A	N/A	Follett	Academic	N/A	N/A	N/A
N/A	N/A	Follett	Special	N/A	N/A	N/A
13%	0-44.5%	Ingram	Public	0-45.2%	5-44.5%	0-44.5%
13%	0-35%	Ingram	School	0-35%	0-35%	0-35%
13%	0-44.5%	Ingram	Academic	0-45.2%	5-44.5%	0-44.5%
13%	0-35%	Ingram	Special	0-35%	0-35%	0-35%

PlayAway	Spoken Word	VHS	DVD	Music	Free Shipping?	Fuel Surcharge?	Vendor
25.1%	45.5%	N/A	30.2%	27.6%	YES	NO	Baker & Taylor
N/A	43%	N/A	20%	15-20%	YES*	NO	Baker & Taylor
N/A	43.5%	N/A	20%	15-30%	YES	NO	Baker & Taylor
N/A	43.5%	N/A	20%	15-30%	YES	NO	Baker & Taylor
N/A	22%	N/A	N/A	5%	N/A	N/A	Barnes & Noble
N/A	22%	N/A	N/A	5%	N/A	N/A	Barnes & Noble
N/A	22%	N/A	N/A	5%	N/A	N/A	Barnes & Noble
N/A	22%	N/A	N/A	5%	N/A	N/A	Barnes & Noble
18%	42%	N/A	25%	21%	YES	NO	Brodart
18%	42%	N/A	25%	21%	YES	NO	Brodart
18%	42%	N/A	25%	21%	YES	NO	Brodart
18%	42%	N/A	25%	21%	YES	NO	Brodart
15%	30-40%	N/A	25%	25%	YES	NO	BWI
N/A	N/A	N/A	N/A	N/A	N/A	N/A	BWI
N/A	N/A	N/A	N/A	N/A	N/A	N/A	BWI
N/A	N/A	N/A	N/A	N/A	N/A	N/A	BWI
0-12%	0-12%	0-12%	0-12%	0-12%	YES	NO	Emery-Pratt
0-10%	0-10%	0-10%	0-10%	0-10%	YES	NO	Emery-Pratt
4-14%	4-14%	4-14%	4-14%	4-14%	YES	NO	Emery-Pratt
0-10%	0-10%	0-10%	0-10%	0-10%	YES	NO	Emery-Pratt
N/A	N/A	N/A	N/A	N/A	N/A	N/A	Follett
Cat Price	Cat Price	Cat Price	Cat Price	Cat Price	YES	NO	Follett
N/A	N/A	N/A	N/A	N/A	N/A	N/A	Follett
N/A	N/A	N/A	N/A	N/A	N/A	N/A	Follett
0-20%	0-45.2%	N/A	0-35%	0-45.2%	YES	NO	Ingram
0-20%	0-35%	N/A	0-35%	0-45.2%	YES	NO	Ingram
0-20%	0-45.2%	N/A	0-35%	0-45.2%	YES	NO	Ingram
0-20%	0-35%	N/A	0-35%	0-45.2%	YES	NO	Ingram

Library Category	Minimum Order?	Service Charge on Net Titles?	Staff Account?
Public	NO	\$4.95	YES
School	NO	\$4.95	YES
Academic	NO	\$4.95	YES
Special	NO	\$4.95	YES
Public	N/A	NO	N/A
School	N/A	NO	N/A
Academic	N/A	NO	N/A
Special	N/A	NO	N/A
Public	NO	\$3.95*	YES
School	NO	\$3.95*	YES
Academic	NO	\$3.95*	YES
Special	NO	\$3.95*	YES
Public	NO	\$5.95*	YES
School	N/A	N/A	N/A
Academic	N/A	N/A	N/A
Special	N/A	N/A	N/A
Public	NO	\$2.50-\$20.00*	YES
School	NO	\$2.50-\$20.00*	YES
Academic	NO	\$2.50-\$20.00*	YES
Special	NO	\$2.50-\$20.00*	YES
Public	N/A	N/A	N/A
School	NO	NO	YES
Academic	N/A	N/A	N/A
Special	N/A	N/A	N/A
Public	NO	NO/SEE NOTE	YES
School	NO	NO/SEE NOTE	YES
Academic	NO	NO/SEE NOTE	YES
Special	NO	NO/SEE NOTE	YES

Notes (Notations in quotes are taken verbatim from bids)

*Public Library: Softcover Trd&MM: 1 copy/title=33%; 2+copies/title=41.5%

*Schools: pay shipping on AV orders of less than \$250.00

ALL Libraries: B&T's response included 1% fuel surcharge. TLN asked B&T to remove fuel surcharge. B&T agreed to remove fuel surcharge on 2-2-09

Orders > \$5,000 receive 28-30% discount (not incl cd's and textbooks)

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*"Hardcover, paperback and audio titles in which Brodart receives minimal or no discount and/or the publisher requires prepayment may be discounted at the non-trade discount (10% or 12%) or invoiced at publisher's list price plus a service charge of \$3.95."

*"BWI is 100% dedicated to the Public Library Market."

"Should the library purchase items that require a service fee, these titles will incur a special acquisitions cost of \$5.95 (one copy); \$8.95 (two copies); or \$10.95 (three or more copies) per title.

*"Materials received from the publisher at little or no discount are readjusted to reflect our actual costs--including shipping and handling charges from the publisher. Emery-Pratt's readjusted price includes a 20% adjustment (minimum of \$2.50/maximum of \$20.00)"

"Follett online catalog prices reflect up to 45% discount for trade and paperback bindings, up to 30% for library bindings, up to 40% for general reference and a 30% discount from published list price for FollettBound books."

Public/Acad: Hardcover Trade 1 copy/title=42.5%; 2-5 c/title=43.0%; 6-9 c/title=43.5%; 10+c/title=44.5%; Softcover trade & mm 1-3 c/title=40.0%; 4-6 c/title=41.0%; 7-9 c/title=42.0%; 10+ c/title=43.0%. Shipping free from primary/secondary dist center; other dist ctr shipping= 3-7% of invoice, paid by library. Ingram can adjust ship cost on any account when act has freight cost exceeding 2% of total expenditures. Ingram reserves the right to apply service charges in the future (with prior notice to customer)