

Vendor	Hardcover Trade (A,J,YA)	Paperback Trade (A,J,YA)	Mass Market (A,J,YA)	Single Editions	Library Binding	University Press	Text, Tech, Reference	Kits
Amazon.com	0%-40%	0%-40%	0%-40%	0%-40%	0%-40%	0%-40%	0%-40%	0%-40%
Baker & Taylor: Public Libraries	45.5%	1 copy/title=33.0%	1 copy/title=33.0%	25%	25%	10%	0%-5%	0%-45.5%
		2+copies/title=41.5%	2+copies/title =41.5%					
Baker & Taylor: School Libraries	43%	33%	33%	28%	24%	10%	0%-5%	0%-43%
Borders Group, Inc (Applies to Borders Superstores only; excludes Waldenbooks & Borders Express)	Purchase Orders <\$1,000=22%	Purchase Orders <\$1,000=22%	0%-28%	0%-28%	0%-28%	0%-28%	0%-28%	0%-28%
	Purchase Orders >\$1,000=28%	Purchase Orders >\$1,000=28%						
Brodart: (Public & School Libraries)	45%	40%	40%	35%	22%	12%	12%	0%-45%
BWI (Book Wholesalers, Inc)	Titles <\$24.99=40.0%	Titles <\$10.00=35.0%	Titles <\$10.00=35.0%	20%	15%	0%-15%	0%-15%	25%
	Titles >\$25.00=42.0%	Titles \$10.01- \$24.99=40.0%	Titles \$10.01- \$24.99=40.0%					
		Titles >\$25.00=42.0%	Titles >\$25.00=42.0%					
Emery-Pratt (as Primary Supplier)	41.5%	41.5%	0%-41.5%	0%-41.5%	14%	14%	14%	0%-14.0%
Emery-Pratt (as Secondary Supplier)	35%	35%	0%-35%	0%-35%	11%	11%	11%	0%-11.0%

Vendor	Hardcover Trade (A,J,YA)	Paperback Trade (A,J,YA)	Mass Market (A,J,YA)	Single Editions	Library Binding	University Press	Text, Tech, Reference	Kits
Follett Library Resources	Adult=No Bid	Adult=No Bid	Adult=No Bid			No	No	Net Catalog
(School Libraries Only)	Juvenile/YA=up to 45%	Juvenile/YA=up to 45%	Juvenile/YA=up to 45%	up to 15%	up to 30%	Bid	Bid	Price
Ingram Public Libraries	1 copy/title=42.5%	1-3 copies/title=40.0%	1-3 copies/title=40.0%	1 copy/title=42.5%	20%	13%	5.0%-44.5%	5.0%-45.2%
	2-5 copies/title=43.0%	4-6 copies/title=41.0%	4-6 copies/title=41.0%	2-5 copies/ title=43.0%				
	6-9 copies/title=43.5%	7-9 copies/title=42.0%	7-9 copies/title=42.0%	6-9 copies /title=43.5%				
	10+ copies/title=44.5%	10+ copies/title=43.0%	10+ copies/title=43.0%	10+ copies/ title=44.5%				
Ingram School Libraries	35%	35%	35%	35%	20%	0%-35%	0%-35.0%	0%-35.0%

Vendor	Continuations	Large Print	Spoken Word	VHS	Music	DVD	Free Shipping?	Minimum Order?	Service Charge on Net Titles?
Amazon.com	N/A	0%-40%	0%-40%	0%-40%	0%-40%	0%-40%	Only on Orders >\$25.00	No	?
Baker & Taylor: Public Libraries	0%-41.5%	0%-45.5%	46%	31%	28%	30%	Yes	No	\$ 4.95
Baker & Taylor: School Libraries	0%-41.5%	N/A	43%	N/A	<\$15=15%	20%	Books Yes	No	\$ 4.95
					>\$15=20%		AV>\$250		
Borders Group, Inc (Applies to Borders Superstores only; excludes Waldenbooks & Borders Express)	No Bid	0%-28%	0%-28%	0%-15%	<\$1,000=22%	10%	No	Normally No	\$2.00-\$25.00
					>\$1,000=28%			except DEMCO	
								20 unit minimum	
Brodart (Public and School Libraries)	10%-40%	0%-45%	40%	No Bid	No Bid	No Bid	Yes	No	\$ 3.95
BWI (Book Wholesalers, Inc)	Same as Trade for Juvenile/YA	0%-42%	30%-40%	25%	25%	25%	Yes	No	\$ 5.95
Emery-Pratt (as Primary Supplier)	0%-14.0%	14.0%- 41.5%	0%-14.0%	0%-14.0%	0%-14.0%	0%-14.0%	Yes	No	?
Emery-Pratt (as Secondary Supplier)	0%-11.0%	11.0%- 35.0%	0%-11.0%	0%-11.0%	0%-11.0%	0%-11.0%	Yes	No	?

Vendor	Continuations	Large Print	Spoken Word	VHS	Music	DVD	Free Shipping?	Minimum Order?	Service Charge on Net Titles?
Follett Library Resources	No	Up to 45%	Net Catalog	Net Catalog	Net Catalog	Net Catalog	Yes	No	No
(School Libraries Only)	Bid		Price	Price	Price	Price			
Ingram Public Libraries	5.0%-44.5%	5.0%-44.5%	5.0%-45.2%	25%	0%-30.0%	28%	No	No	No
							Books=.10 per unit freight charge;		
							DVD=free ship on orders>\$200.00 only		
Ingram School Libraries	0%-35.0%	0%-35.0%	0%-35.0%	25%	0%-30.0%	28%	No	No	No
							Books=.10 per unit freight charge; DVD=free ship on orders> \$200.00 only		

Vendor	Staff Account?	Notes (Notations in quotes are taken verbatim from bids)
Amazon.com	No	"In general--before additional volume discounts--book discounts for the following categories range from 0%-40%: trade hardcover; non-trade hardcover; school and library editions; trade and mass market paperbacks; audio cd's and all other types of books
		There are also additional discount programs based on annual volume available. Contact Corporate Accounts at (206) 266-0193 to learn more"
Baker & Taylor: Public Libraries	Yes	
		Trade discount for 2003-2006 agreement was 43.6% for one copy; 44.0% for 2-4 copies; 44.5% for 5+ copies; lib binding 21.5% for one copy; 22.1% for 2-4 copies; 22.5% for 5+ copies; dvd discount was 25.4%; music was 27.4%
Baker & Taylor: School Libraries	Yes	Trade discount for 2003-2006 agreement was 42.0% regardless of quantity; lib binding 24.0% regardless of quantity
Borders Group, Inc (Applies to Borders Superstores only; excludes Waldenbooks & Borders Express)	No	"For purchase orders where publisher/vendor discount is full trade or higher: Corporate & Educational discount of 22% for single purchases under \$1,000; Corporate & Educational discount of 28% for single purchases of \$1,000 or higher Discount exceptions: DVD's in stock 10% regardless of quantity; DVD special orders 10% regardless of quantity; CD's in stock 22% based on purchase volume single purchases under \$1,000 or 28% based on purchase volume single purchases of \$1,000 or higher; net title, in store 20%; multimedia electronics 10%; used and out of print titles 0% discount
		For purchase orders where pub./vendor discount is not at full trade Borders will blend the discount. Corp/edu customers cannot have a 'double' discount on sale items, but they can choose to forgo their corp/edu discount for the sale price."
Brodart (Public and School Libraries)	Yes	Trade discount for 2003-2006 agreement was 44.0% regardless of quantity; lib binding was 22.0% regardless of quantity
BWI (Book Wholesalers, Inc)	Yes	Trade discount for hardcover titles with list price of \$24.99 or less is 40%; trade discount for titles with list price of \$25.00 or greater is 42.0%; for paperback titles with list price of \$10.00 or less discount is 35.0%; for titles with list price \$10.01 to \$24.99 discount is 40.0%; for titles with list price of \$25.00 or greater discount is 42.0% Discount on library binding is 15.0%
Emery-Pratt (as Primary Supplier)	?	"Option 2: (For libraries committing to use Emery-Pratt as their primary supplier) 41.5% discount to all trade-discounted books and av materials purchased (excluding standing orders); 14.0% discount applied to non-trade discounted books and av materials; 0% discount applied to all non-discounted books and av materials and standing orders; free shipping to each library."
Emery-Pratt (as Secondary Supplier)	?	Option 1: 35.0% discount applied to all trade-discounted books and av materials purchased (excluding standing orders); 11.0% discount applied to all non-trade discounted books and av materials; 0% discount applied to all non-discounted books, av materials and standing orders; free shipping to each library"

Vendor	Staff Account?	Notes (Notations in quotes are taken verbatim from bids)
Follett Library Resources	?	"Follett Library Resources, Inc current school year catalogs and TITLEWAVE Internet prices reflect up to 45.0% discount for trade and paperback bindings, up to 30.0% for library binding, up to 40.0% for general reference, and a 30.0% discount from published list price for FollettBound books. Our catalogs and TITLEWAVE Internet reflect discounted net prices for books. Additional quantity discounts are available for 25+ copies of the same FollettBound title and a select group of dictionaries and thesauri."
(School Libraries Only)		
Ingram Public Libraries	Yes	Trade discount for 2003-2006 agreement was 40.0% for 1-3 copies; 41.0% for 4-6 copies; 42.0% for 7-9 copies; 43.0% for 10+ copies; library binding discount was 13.0% regardless of quantity
		Ingram is not offering free shipping for public or school libraries. There is a .10 per unit shipping charge.
Ingram School Libraries	Yes	In 2003-2006 Ingram did not submit a separate bid for school libraries

Please note that in addition to the above vendors, the following vendors were sent a copy of the RFP but did not submit a bid: Book House, Inc, Midwest Library Service, Partners Book Distributing, Inc.