

Vendor	Library Category	Hardcover Trade A,J,Y	Softcover Trade A,J,Y	Mass Market A,J,Y	Single Editions	Library Binding	University Press-Trade
<b>Baker &amp; Taylor</b>	<b>Public</b>	45.5%	33-41.5%*	33-41.5%*	25%	25%	10%
<b>Baker &amp; Taylor</b>	<b>School</b>	43%	33%	33%	28%	24%	10%
<b>Baker &amp; Taylor</b>	<b>Academic</b>	43.5%	35%	35%	20%	20%	15%
<b>Baker &amp; Taylor</b>	<b>Special</b>	43.5%	35%	35%	20%	20%	15%
<b>Barnes &amp; Noble</b>	<b>Public</b>	0-25%	0-25%	0-25%	0-25%	0-25%	0-25%
<b>Barnes &amp; Noble</b>	<b>School</b>	0-25%	0-25%	0-25%	0-25%	0-25%	0-25%
<b>Barnes &amp; Noble</b>	<b>Academic</b>	0-25%	0-25%	0-25%	0-25%	0-25%	0-25%
<b>Barnes &amp; Noble</b>	<b>Special</b>	0-25%	0-25%	0-25%	0-25%	0-25%	0-25%
<b>Book House</b>	<b>Public</b>	30.98%	0%	0%	0%	0%	2.15-17.68%
<b>Book House</b>	<b>School</b>	30.98%	0%	0%	0%	0%	2.15-17.68%
<b>Book House</b>	<b>Academic</b>	30.98%	0%	0%	0%	0%	2.15-17.68%
<b>Book House</b>	<b>Special</b>	30.98%	0%	0%	0%	0%	2.15-17.68%
<b>Brodart</b>	<b>Public</b>	45%	40%	40%	35%	22%	12%
<b>Brodart</b>	<b>School</b>	45%	40%	40%	35%	22%	12%
<b>Brodart</b>	<b>Academic</b>	45%	40%	40%	35%	22%	12%
<b>Brodart</b>	<b>Special</b>	45%	40%	40%	35%	22%	12%
<b>BWI</b>	<b>Public</b>	40-42%	35-42%	35-42%	N/A	15%	0-15%

Note: Prices for Cataloging, Processing and Collection Development Are Available Upon Request. Contact Jim Flury [jflury@tln.lib.mi.us](mailto:jflury@tln.lib.mi.us)



BluRay	DVD	Music CD	Free Shipping?	Fuel Surcharge?	Vendor	Library Category	Minimum Order?	Service Charge on Net Titles?	Staff Account?
30.2%	30.2%	27.6%	YES	NO	<b>Baker &amp; Taylor</b>	<b>Public</b>	NO	\$4.95	YES
20%	20%	20%	YES	NO	<b>Baker &amp; Taylor</b>	<b>School</b>	NO	\$4.95	YES
20%	20%	15-30%	YES	NO	<b>Baker &amp; Taylor</b>	<b>Academic</b>	NO	\$4.95	YES
20%	20%	15-30%	YES	NO	<b>Baker &amp; Taylor</b>	<b>Special</b>	NO	\$4.95	YES
0-25%	0-25%	0-25%	N/A	N/A	<b>Barnes &amp; Noble</b>	<b>Public</b>	N/A	NO	N/A
0-25%	0-25%	0-25%	N/A	N/A	<b>Barnes &amp; Noble</b>	<b>School</b>	N/A	NO	N/A
0-25%	0-25%	0-25%	N/A	N/A	<b>Barnes &amp; Noble</b>	<b>Academic</b>	N/A	NO	N/A
0-25%	0-25%	0-25%	N/A	N/A	<b>Barnes &amp; Noble</b>	<b>Special</b>	N/A	NO	N/A
0-30.98%	0-30.98%	0-30.98%	YES	NO	<b>Book House</b>	<b>Public</b>	NO	3%*	YES
0-30.98%	0-30.98%	0-30.98%	YES	NO	<b>Book House</b>	<b>School</b>	NO	3%*	YES
0-30.98%	0-30.98%	0-30.98%	YES	NO	<b>Book House</b>	<b>Academic</b>	NO	3%*	YES
0-30.98%	0-30.98%	0-30.98%	YES	NO	<b>Book House</b>	<b>Special</b>	NO	3%*	YES
21%	25%	N/A	YES	NO	<b>Brodart</b>	<b>Public</b>	NO	\$3.95*	YES
21%	25%	N/A	YES	NO	<b>Brodart</b>	<b>School</b>	NO	\$3.95*	YES
21%	25%	N/A	YES	NO	<b>Brodart</b>	<b>Academic</b>	NO	\$3.95*	YES
21%	25%	N/A	YES	NO	<b>Brodart</b>	<b>Special</b>	NO	\$3.95*	YES
25%	25%	25%	YES	NO	<b>BWI</b>	<b>Public</b>	NO	\$5.95*	YES

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<b>Notes (Taken verbatim from bids)</b>
<p><b>B&amp;T Notes:</b>*Public Library: Softcover Trd&amp;MM: 1 copy/title=33%; 2+copies/title=41.5%                      All libraries: Material where Baker &amp; Taylor receives no discount from the publisher, or where prepayment is required by the publisher, or books of small, limited in-demand and/or non-commercial publishers will be invoiced at list price plus the \$4.95 per unit surcharge</p>
<p><b>B&amp;N Notes:</b>Discount range is the same for all categories &amp; libraries</p>
<p><b>Book House Notes:</b> *"When we are unable to extend a discount, a service fee of 3% is added to the list price. Also, when our cost of acquiring an item exceeds the publisher's list price, a service charge of \$7.00 or 20% (whichever is greater) up to a maximum of \$15.00 is added to our cost."</p>
<p><b>Brodart Notes:</b> *"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."</p>
<p><b>BWI Notes:</b> *BWI is 100% dedicated to the Public Library Market. Titles where BWI receives no discount from the publisher or prepayment is required by the publisher will be invoiced at list price &amp; will incur a Special Acquisitions Cost of \$5.95 (1 copy), \$8.95 (2 copies), or \$10.95 (3 or more copies) added to list price. Titles which receive minimal publisher discount or publishers whose titles have limited demand and/or non-commercial publishers will be invoiced at publisher's list price. BWI reserves the right to be the final arbiter regarding binding type when such is not clearly defined by the publisher. This determination will be made by an MLS degreed cataloger with item in hand.</p>



Vendor	Library Category	Hardcover Trade A,J,Y	Softcover Trade A,J,Y	Mass Market A,J,Y	Single Editions	Library Binding	University Press-Trade
<b>Emery-Pratt</b>	<b>Public</b>	42%	42%	0-12%	12-42%	0-12%	12-42%
<b>Emery-Pratt</b>	<b>School</b>	40%	40%	0-10%	10-40%	0-10%	10-40%
<b>Emery-Pratt</b>	<b>Academic</b>	38%	38%	4%	14-38%	4%	14-38%
<b>Emery-Pratt</b>	<b>Special</b>	35%	35%	0%	10-35%	0%	10%
<b>Follett</b>	<b>School</b>	Up to 45%	Up to 45%	Up to 45%	N/A	Up to 30%	Up to 45%
<b>Ingram</b>	<b>Public</b>	42.5-44.5%*	38-42%	38-42%	20%	20%	13%
<b>Ingram</b>	<b>School</b>	35%	35%	35%	20%	20%	0-35%
<b>Ingram</b>	<b>Academic</b>	42.5-44.5%*	38-42%	38-42%	20%	20%	13%
<b>Ingram</b>	<b>Special</b>	35%	35%	35%	20%	20%	0-35%

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<b>BluRay</b>	<b>DVD</b>	<b>Music</b>	<b>Free Shipping?</b>	<b>Fuel Surcharge?</b>	<b>Vendor</b>	<b>Library Category</b>	<b>Minimum Order?</b>	<b>Service Charge on Net Titles?</b>	<b>Staff Account?</b>
0-12%	0-12%	0-12%	YES	NO	<b>Emery-Pratt</b>	<b>Public</b>	NO	\$3.50-\$25.00*	YES
0-10%	0-10%	0-10%	YES	NO	<b>Emery-Pratt</b>	<b>School</b>	NO	\$3.50-\$25.00*	YES
4-14%	4-14%	4-14%	YES	NO	<b>Emery-Pratt</b>	<b>Academic</b>	NO	\$3.50-\$25.00*	YES
0-10%	0-10%	0-10%	YES	NO	<b>Emery-Pratt</b>	<b>Special</b>	NO	\$3.50-\$25.00*	YES
Cat Price	Cat Price	Cat Price	YES	NO	<b>Follett</b>	<b>School</b>	NO	NO	YES
28%	28%	28%	YES/See Notes	NO	<b>Ingram</b>	<b>Public</b>	NO	NO/SEE NOTE	YES
0-35%	0-35%	0-35%	YES/See Notes	NO	<b>Ingram</b>	<b>School</b>	NO	NO/SEE NOTE	YES
28%	28%	28%	YES/See Notes	NO	<b>Ingram</b>	<b>Academic</b>	NO	NO/SEE NOTE	YES
0-35%	0-35%	0-35%	YES/See Notes	NO	<b>Ingram</b>	<b>Special</b>	NO	NO/SEE NOTE	YES

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Notes (Taken verbatim from bids)
<b>Emery-Pratt Notes:</b> *"Materials received from the publisher at little or no discount are adjusted to reflect our actual costs--including shipping and handling charges from the publisher. Our adjusted price includes a 20% adjustment (minimum of \$3.50/maximum of \$25.00)"
<b>Follett Notes:</b> "Follett Library Resources 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. Our online catalog, <a href="http://www.titlewave.com">www.titlewave.com</a> , reflects discounted net prices."
<b>Ingram Notes:</b> 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 copy/title=38.0%; 2-4 c/title=40.0%; 5-9 c/title=41.0%; 10+ c/title=42.0%.
<b>Shipping for Public and Academic:</b> FOB Destination with Ingram-paid freight from your Ingram designated primary and secondary distribution centers. <b>Shipping for Schools and Special:</b> Two shipments per purchase order FOB Destination with Ingram-paid freight from your Ingram designated primary and secondary distribution centers. One initial shipment and then second and final shipment will release at the end of the backorder period.
Ingram reserves the right to adjust the shipping terms on any single account when that account has freight costs exceeding 3% of the total expenditures on the account, or when a library requests a non-combining order type.
While Ingram currently has no service charge for titles that receive little or no discount from the publisher, we reserve the right to apply service charges in the future based on book industry standards with prior notice to any or all customers. If during the term of this contract Ingram institutes service charges each library will be subject to this charge and notified in advance of implementation











