

Vendor	Library Category	Hardcover Trade A,J,Y	Softcover Trade A,J,Y	Mass Market A,J,Y	Single Editions	Library Binding	University Press	Text, Tech Reference
Emery-Pratt	Public	42%	42%	0-12%	12-42%	0-12%	12-42%	12%
Emery-Pratt	School	40%	40%	0-10%	10-40%	0-10%	10-40%	10%
Emery-Pratt	Academic	38%	38%	4%	14-38%	14%	14%	14%
Emery-Pratt	Special	38%	38%	0%	10-38%	0-10%	10%	10%
Follett	Public	N/A	N/A	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%	Up to 45%	N/A
Follett	Academic	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Follett	Special	N/A	N/A	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%	13%	0-44.5%
Ingram	School	35%	35%	35%	35%	20%	13%	0-35%
Ingram	Academic	42.5-44.5%*	40-43%*	40-43%*	42.5-44.5%	20%	13%	0-44.5%
Ingram	Special	35%	35%	35%	35%	20%	13%	0-35%
Scholastic	Public	40%				32%		
Scholastic	School	40%				32%		
Scholastic	Academic	40%				32%		
Scholastic	Special	40%				32%		

Vendor	Library Category	Kits	Continuations	Large Print	PlayAway	Spoken Word	VHS	DVD	Music	Free Shipping?	Fuel Surcharge?
Emery-Pratt	Public	0-12%	0%	0-42%	0-12%	0-12%	0-12%	0-12%	0-12%	YES	NO
Emery-Pratt	School	0-10%	0%	0-40%	0-10%	0-10%	0-10%	0-10%	0-10%	YES	NO
Emery-Pratt	Academic	4%	4%	4-38%	4-14%	4-14%	4-14%	4-14%	4-14%	YES	NO
Emery-Pratt	Special	0%	0%	0-38%	0-10%	0-10%	0-10%	0-10%	0-10%	YES	NO
Follett	Public	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Follett	School	Cat Price	N/A	Up to 45%	Cat Price	Cat Price	Cat Price	Cat Price	Cat Price	YES	NO
Follett	Academic	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Follett	Special	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Ingram	Public	0-45.2%	5-44.5%	0-44.5%	0-20%	0-45.2%	N/A	0-35%	0-45.2%	YES	NO
Ingram	School	0-35%	0-35%	0-35%	0-20%	0-35%	N/A	0-35%	0-45.2%	YES	NO
Ingram	Academic	0-45.2%	5-44.5%	0-44.5%	0-20%	0-45.2%	N/A	0-35%	0-45.2%	YES	NO
Ingram	Special	0-35%	0-35%	0-35%	0-20%	0-35%	N/A	0-35%	0-45.2%	YES	NO
Scholastic	Public									YES	NO
Scholastic	School									YES	NO
Scholastic	Academic									YES	NO
Scholastic	Special									YES	NO

Vendor	Library Category	Minimum Order?	Service Charge on Net Titles?	Staff Account?	Notes (Notations in quotes are taken verbatim from bids)
Amazon.com	Public	N/A	N/A	N/A	"Amazon cannot offer discounts below list prices. Nothing in the RFP or this response obligates Amazon to offer any discount off the list price of products posted on the Amazon.com website."
Amazon.com	School	N/A	N/A	N/A	
Amazon.com	Academic	N/A	N/A	N/A	
Amazon.com	Special	N/A	N/A	N/A	
Baker & Taylor	Public	NO	\$4.95	YES	*Public Library: Softcover Trd&MM: 1 copy/title=33%; 2+copies/title=41.5%
Baker & Taylor	School	NO	\$4.95	YES	*Schools: pay shipping on AV orders of less than \$250.00
Baker & Taylor	Academic	NO	\$4.95	YES	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
Baker & Taylor	Special	NO	\$4.95	YES	
Barnes & Noble	Public	N/A	NO	N/A	Orders > \$5,000 receive 28-30% discount (not incl cd's and textbooks)
Barnes & Noble	School	N/A	NO	N/A	Orders > \$5,000 receive 28-30% discount (not incl cd's and textbooks)
Barnes & Noble	Academic	N/A	NO	N/A	Orders > \$5,000 receive 28-30% discount (not incl cd's and textbooks)
Barnes & Noble	Special	N/A	NO	N/A	Orders > \$5,000 receive 28-30% discount (not incl cd's and textbooks)
Book House	Public	NO	3%*	YES	**"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 \$6.00 or 20% (whichever is greater) up to a maximum of \$12.00 is added to our cost."
Book House	School	NO	3%*	YES	
Book House	Academic	NO	3%*	YES	
Book House	Special	NO	3%*	YES	
Borders	Public	?	\$2.00-\$25.00	NO	RFP @ Superstores only. No Waldenbooks or Borders Express
Borders	School	?	\$2.00-\$25.00	NO	Trade books <\$1,000=22%; >\$1,000=28%; Same for CD's
Borders	Academic	?	\$2.00-\$25.00	NO	Net title in-store=20%. Multimedia Electronics= 10%. MAY deliver free or flexible shipping @\$5.50 minimum/carton. No combo discounts.
Borders	Special	?	\$2.00-\$25.00	NO	
Brodart	Public	NO	\$3.95*	YES	***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."
Brodart	School	NO	\$3.95*	YES	
Brodart	Academic	NO	\$3.95*	YES	
Brodart	Special	NO	\$3.95*	YES	
BWI	Public	NO	\$5.95*	YES	**"BWI is 100% dedicated to the Public Library Market."
BWI	School	N/A	N/A	N/A	"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.
BWI	Academic	N/A	N/A	N/A	
BWI	Special	N/A	N/A	N/A	

Vendor	Library Category	Minimum Order?	Service Charge on Net Titles?	Staff Account?	Notes (Notations in quotes are taken verbatim from bids)
Emery-Pratt	Public	NO	\$2.50-\$20.00*	YES	**"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)"
Emery-Pratt	School	NO	\$2.50-\$20.00*	YES	
Emery-Pratt	Academic	NO	\$2.50-\$20.00*	YES	
Emery-Pratt	Special	NO	\$2.50-\$20.00*	YES	
Follett	Public	N/A	N/A	N/A	"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."
Follett	School	NO	NO	YES	
Follett	Academic	N/A	N/A	N/A	
Follett	Special	N/A	N/A	N/A	
Ingram	Public	NO	NO/SEE NOTE	YES	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)
Ingram	School	NO	NO/SEE NOTE	YES	
Ingram	Academic	NO	NO/SEE NOTE	YES	
Ingram	Special	NO	NO/SEE NOTE	YES	
Scholastic	Public	NO	NO		"Reinforced Library Binding (Children's Press, Franklin Watts, Selected Scholastic titles)=32%; Trade Binding (Selected Scholastic Titles)=40% Reinforced Library Binding (Grolier Reference)=per catalog; Weston Woods=per catalog."
Scholastic	School	NO	NO		
Scholastic	Academic	NO	NO		
Scholastic	Special	NO	NO		