

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	Kits	Continuations	Large Print
Amazon.com	Public	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Amazon.com	School	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Amazon.com	Academic	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Amazon.com	Special	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Baker & Taylor	Public	45.5%	33-41.5%*	33-41.5%*	25%	25%	10%	0-5%	0-45.5%	0-41.5%	0-45.5%
Baker & Taylor	School	43%	33%	33%	28%	24%	10%	0-5%	0-43%	0-41.5%	0-43%
Baker & Taylor	Academic	43.5%	35%	35%	20%	20%	15%	0-15%	0-43.5%	0-41%	0-43.5%
Baker & Taylor	Special	43.5%	35%	35%	20%	20%	15%	0-15%	0-43.5%	0-41%	0-43.5%
Barnes & Noble	Public	22%	22%	22%	N/A	N/A	22%	5%	0-22%	N/A	N/A
Barnes & Noble	School	22%	22%	22%	N/A	N/A	22%	5%	0-22%	N/A	N/A
Barnes & Noble	Academic	22%	22%	22%	N/A	N/A	22%	5%	0-22%	N/A	N/A
Barnes & Noble	Special	22%	22%	22%	N/A	N/A	22%	5%	0-22%	N/A	N/A
Book House	Public	30.98%	N/A	N/A	N/A	N/A	2.15-17.68%	N/A	0-30.98%	0-7.3%	N/A
Book House	School	30.98%	N/A	N/A	N/A	N/A	2.15-17.68%	N/A	0-30.98%	0-7.3%	N/A
Book House	Academic	30.98%	N/A	N/A	N/A	N/A	2.15-17.68%	N/A	0-30.98%	0-7.3%	N/A
Book House	Special	30.98%	N/A	N/A	N/A	N/A	2.15-17.68%	N/A	0-30.98%	0-7.3%	N/A
Borders	Public	0-28%	0-28%	0-28%	0-28%	0-28%	0-28%	0-28%	0-28%	N/A	0-28%
Borders	School	0-28%	0-28%	0-28%	0-28%	0-28%	0-28%	0-28%	0-28%	N/A	0-28%
Borders	Academic	0-28%	0-28%	0-28%	0-28%	0-28%	0-28%	0-28%	0-28%	N/A	0-28%
Borders	Special	0-28%	0-28%	0-28%	0-28%	0-28%	0-28%	0-28%	0-28%	N/A	0-28%
Brodart	Public	45%	40%	40%	35%	22%	12%	12%	0-45%	10-40%	0-45%
Brodart	School	45%	40%	40%	35%	22%	12%	12%	0-45%	10-40%	0-45%
Brodart	Academic	45%	40%	40%	35%	22%	12%	12%	0-45%	10-40%	0-45%
Brodart	Special	45%	40%	40%	35%	22%	12%	12%	0-45%	10-40%	0-45%
BWI	Public	40-42%	35-42%	35-42%	N/A	15%	0-15%	0-15%	25%	N/A	0-42%
BWI	School	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
BWI	Academic	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
BWI	Special	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Emery-Pratt	Public	42%	42%	0-12%	12-42%	0-12%	12-42%	12%	0-12%	0%	0-42%
Emery-Pratt	School	40%	40%	0-10%	10-40%	0-10%	10-40%	10%	0-10%	0%	0-40%
Emery-Pratt	Academic	38%	38%	4%	14-38%	14%	14%	14%	4%	4%	4-38%
Emery-Pratt	Special	38%	38%	0%	10-38%	0-10%	10%	10%	0%	0%	0-38%
Follett	Public	N/A	N/A	N/A	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	Cat Price	N/A	Up to 45%
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	42.5-44.5%*	40-43%*	40-43%*	42.5-44.5%	20%	13%	0-44.5%	0-45.2%	5-44.5%	0-44.5%
Ingram	School	35%	35%	35%	35%	20%	13%	0-35%	0-35%	0-35%	0-35%
Ingram	Academic	42.5-44.5%*	40-43%*	40-43%*	42.5-44.5%	20%	13%	0-44.5%	0-45.2%	5-44.5%	0-44.5%
Ingram	Special	35%	35%	35%	35%	20%	13%	0-35%	0-35%	0-35%	0-35%
Scholastic	Public	40%				32%					
Scholastic	School	40%				32%					
Scholastic	Academic	40%				32%					
Scholastic	Special	40%				32%					

Vendor	PlayAway	Spoken Word	VHS	DVD	Music	Free Shipping?	Fuel Surcharge?	Minimum Order?	Service Charge on Net Titles?	Staff Account?
Amazon.com	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Amazon.com	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Amazon.com	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Amazon.com	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Baker & Taylor	25.1%	45.5%	N/A	30.2%	27.6%	YES	NO	NO	\$4.95	YES
Baker & Taylor	N/A	43%	N/A	20%	15-20%	YES*	NO	NO	\$4.95	YES
Baker & Taylor	N/A	43.5%	N/A	20%	15-30%	YES	NO	NO	\$4.95	YES
Baker & Taylor	N/A	43.5%	N/A	20%	15-30%	YES	NO	NO	\$4.95	YES
Barnes & Noble	N/A	22%	N/A	N/A	5%	N/A	N/A	N/A	NO	N/A
Barnes & Noble	N/A	22%	N/A	N/A	5%	N/A	N/A	N/A	NO	N/A
Barnes & Noble	N/A	22%	N/A	N/A	5%	N/A	N/A	N/A	NO	N/A
Barnes & Noble	N/A	22%	N/A	N/A	5%	N/A	N/A	N/A	NO	N/A
Book House	N/A	0-30.98%	0-30.98%	0-30.98%	0-30.98%	YES	NO	NO	3%*	YES
Book House	N/A	0-30.98%	0-30.98%	0-30.98%	0-30.98%	YES	NO	NO	3%*	YES
Book House	N/A	0-30.98%	0-30.98%	0-30.98%	0-30.98%	YES	NO	NO	3%*	YES
Book House	N/A	0-30.98%	0-30.98%	0-30.98%	0-30.98%	YES	NO	NO	3%*	YES
Borders	N/A	0-28%	0-15%	10%	10/22/28%	NOTES	NO	?	\$2.00-\$25.00	NO
Borders	N/A	0-28%	0-15%	10%	10/22/28%	NOTES	NO	?	\$2.00-\$25.00	NO
Borders	N/A	0-28%	0-15%	10%	10/22/28%	NOTES	NO	?	\$2.00-\$25.00	NO
Borders	N/A	0-28%	0-15%	10%	10/22/28%	NOTES	NO	?	\$2.00-\$25.00	NO
Brodart	18%	42%	N/A	25%	21%	YES	NO	NO	\$3.95*	YES
Brodart	18%	42%	N/A	25%	21%	YES	NO	NO	\$3.95*	YES
Brodart	18%	42%	N/A	25%	21%	YES	NO	NO	\$3.95*	YES
Brodart	18%	42%	N/A	25%	21%	YES	NO	NO	\$3.95*	YES
BWI	15%	30-40%	N/A	25%	25%	YES	NO	NO	\$5.95*	YES
BWI	N/A	N/A	N/A	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	N/A	N/A	N/A
BWI	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Emery-Pratt	0-12%	0-12%	0-12%	0-12%	0-12%	YES	NO	NO	\$2.50-\$20.00*	YES
Emery-Pratt	0-10%	0-10%	0-10%	0-10%	0-10%	YES	NO	NO	\$2.50-\$20.00*	YES
Emery-Pratt	4-14%	4-14%	4-14%	4-14%	4-14%	YES	NO	NO	\$2.50-\$20.00*	YES
Emery-Pratt	0-10%	0-10%	0-10%	0-10%	0-10%	YES	NO	NO	\$2.50-\$20.00*	YES
Follett	N/A	N/A	N/A	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	NO	NO	YES
Follett	N/A	N/A	N/A	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	N/A	N/A	N/A
Ingram	0-20%	0-45.2%	N/A	0-35%	0-45.2%	YES	NO	NO	NO/SEE NOTE	YES
Ingram	0-20%	0-35%	N/A	0-35%	0-45.2%	YES	NO	NO	NO/SEE NOTE	YES
Ingram	0-20%	0-45.2%	N/A	0-35%	0-45.2%	YES	NO	NO	NO/SEE NOTE	YES
Ingram	0-20%	0-35%	N/A	0-35%	0-45.2%	YES	NO	NO	NO/SEE NOTE	YES
Scholastic						YES	NO	NO	NO	
Scholastic						YES	NO	NO	NO	
Scholastic						YES	NO	NO	NO	
Scholastic						YES	NO	NO	NO	

Vendor	Notes (Notations in quotes are taken verbatim from bids)
Amazon.com Amazon.com Amazon.com Amazon.com	"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."
Baker & Taylor Baker & Taylor Baker & Taylor Baker & Taylor	*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
Barnes & Noble Barnes & Noble Barnes & Noble Barnes & Noble	Orders > \$5,000 receive 28-30% discount (not incl cd's and textbooks) Orders > \$5,000 receive 28-30% discount (not incl cd's and textbooks) Orders > \$5,000 receive 28-30% discount (not incl cd's and textbooks) Orders > \$5,000 receive 28-30% discount (not incl cd's and textbooks)
Book House Book House Book House Book House	*"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."
Borders Borders Borders Borders	RFP @ Superstores only. No Waldenbooks or Borders Express Trade books <\$1,000=22%; >\$1,000=28%; Same for CD's Net title in-store=20%. Multimedia Electronics= 10%. MAY deliver free or flexible shipping @\$5.50 minimum/carton. No combo discounts.
Brodart Brodart Brodart Brodart	*"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 BWI BWI BWI	*"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."
Emery-Pratt Emery-Pratt Emery-Pratt Emery-Pratt	*"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 Follett Follett Follett	"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."
Ingram Ingram Ingram Ingram	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)
Scholastic Scholastic Scholastic Scholastic	"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."