

Description	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Total
Processing Costs	Please see below	Please see below	Please see below	Please see below	Please see below	Please see below	
Processing Costs –DVD	Digital Media Processing = \$ 2.20 (1)	Digital Media Processing = \$ 2.20 (1)	Digital Media Processing = \$ 2.20 (1)	Digital Media Processing = \$ 2.26 (1)	Digital Media Processing = \$ 2.32 (1)	Digital Media Processing = \$ 2.38 (1)	Cost listed per contract year
Processing Costs- CD	Digital Media Processing = \$ 2.20 (1)	Digital Media Processing = \$ 2.20 (1)	Digital Media Processing = \$ 2.20 (1)	Digital Media Processing = \$ 2.26 (1)	Digital Media Processing = \$ 2.32 (1)	Digital Media Processing = \$ 2.38 (1)	Cost listed per contract year
Processing Costs - AUDIOBOOK	Digital Media Processing = \$ 5.79 (2)	Digital Media Processing = \$ 5.79 (2)	Digital Media Processing = \$ 5.79 (2)	Digital Media Processing = \$ 5.96 (2)	Digital Media Processing = \$ 6.13 (2)	Digital Media Processing = \$ 6.30 (2)	Cost listed per contract year
Logins	Free, as described below	Free, as described below	Free, as described below	Free, as described below	Free, as described below	Free, as described below	Free, as described below
Number of Discs Label	\$0.40	\$0.40	\$0.40	\$ 0.41	\$0.42	\$0.43	Cost listed per contract year
MARC for Audio/Video	\$0.75 / record	\$0.75 / record	\$0.75 / record	\$0.77 / record	\$0.79 / record	\$0.81 / record	Cost listed per contract year
Book Processing	Please see below	Please see below	Please see below	Please see below	Please see below	Please see below	Please see below
Mylar Jacket	Loose or Glued \$0.69/unit Taped \$0.89/unit	Loose or Glued \$0.69/unit Taped \$0.89/unit	Loose or Glued \$0.69/unit Taped \$0.89/unit	Loose or Glued \$0.71/unit Taped \$0.91/unit	Loose or Glued \$0.73/unit Taped \$0.93/unit	Loose or Glued \$0.75/unit Taped \$0.95/unit	Cost listed per contract year
Plastic Laminate for Paperback Cover Reinforcement -10 mil	\$ 2.09/unit	\$ 2.09/unit	\$ 2.09/unit	\$ 2.15/unit	\$ 2.21/unit	\$ 2.27/unit	Cost listed per contract year
Poly Laminate for Paperback Cover Reinforcement -7 mil	\$1.29/unit	\$1.29/unit	\$1.29/unit	\$1.33/unit	\$1.37/unit	\$1.41/unit	Cost listed per contract year
Barcode	\$ 0.20/unit	\$ 0.20/unit	\$ 0.20/unit	\$ 0.21/unit	\$ 0.22/unit	\$ 0.23/unit	Cost listed per contract year
Library Supplied Barcode	\$ 0.25/unit	\$ 0.25/unit	\$ 0.25/unit	\$ 0.26/unit	\$ 0.27/unit	\$ 0.28/unit	Cost listed per contract year
Date Due Slip	\$ 0.25/unit	\$ 0.25/unit	\$ 0.25/unit	\$ 0.26/unit	\$ 0.27/unit	\$ 0.28/unit	Cost listed per contract year
Ownership Label	\$ 0.25/unit	\$ 0.25/unit	\$ 0.25/unit	\$ 0.26/unit	\$ 0.27/unit	\$ 0.28/unit	Cost listed per contract year
Custom Label	\$ 0.25/unit	\$ 0.25/unit	\$ 0.25/unit	\$ 0.26/unit	\$ 0.27/unit	\$ 0.28/unit	Cost listed per contract year
Spine Label	\$ 0.25/unit	\$ 0.25/unit	\$ 0.25/unit	\$ 0.26/unit	\$ 0.27/unit	\$ 0.28/unit	Cost listed per contract year
3M Theft Strip or CheckPoint Target	\$ 0.59/unit	\$ 0.59/unit	\$ 0.59/unit	\$ 0.61/unit	\$ 0.63/unit	\$ 0.65/unit	Cost listed per contract year
B&T Supplied Universal RFID tag (supplied, applied, and linked)	\$ 0.69/unit	\$ 0.69/unit	\$ 0.69/unit	\$ 0.71/unit	\$ 0.73/unit	\$ 0.75/unit	Cost listed per contract year

Library Supplied Stamp	\$ 0.20 first location / \$ 0.10 each additional location	\$ 0.20 first location / \$ 0.10 each additional	\$ 0.20 first location / \$ 0.10 each additional	\$ 0.21 first location / \$ 0.10 each additional	\$ 0.22 first location / \$ 0.10 each additional	\$ 0.23 first location / \$ 0.10 each additional	Cost listed per contract year
Library Supplied Label	\$ 0.25/label	\$ 0.25/label	\$ 0.25/label	\$ 0.26/label	\$ 0.27/label	\$ 0.28/label	Cost listed per contract year
MARC (print product)	\$0.30/record	\$0.30/record	\$0.30/record	\$0.30/record	\$0.30/record	\$0.30/record	Cost listed per contract year
Total	Dependent upon components selected, per account	Dependent upon components	Dependent upon components	Dependent upon components	Dependent upon components	Dependent upon components	Dependent upon components

(1) DMP = Price shown above includes case, digitally scanned artwork with embedded labels for library ownership label and barcode label. Please see separate price for number of discs label and RFID for the case.

Processing price for DVD is for both single and multiple disc formats.

Please Note: Processing Services are not available for product issued by Buena Vista Home Entertainment, aka Walt Disney Studios Home Entertainment (BVHE).

(2) DMP = Digital Media Processing includes case, digitally scanned artwork with embedded labels for library ownership label. Please see separate prices for barcode and number of discs label and RFID for the case.

. Processing price for audiobook on CD is for both single and multiple disc formats.

Please note: due to supplier restrictions, digitally scanned artwork is not available for titles issued by Blackstone Audio.

Error rate for processing services is less than 0.5%.

Please see Appendix 1 for a complete outline of discount terms; please see Appendix 2 for Material Category Definitions.

Description	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Total
Books	Please see below	Please see below	Please see below	Please see below	Please see below	Please see below	Please see below
HardCover Category I, II	1-4 copies/title 43.0% 5+ copies/title 45.0%	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1
Trade Paperback Category III, IV	1-4 copies/title 40.0% 5+ copies/title 42.0%	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1
Mass Market Category V	1-4 copies/title 40.0% 5+ copies/title 42.0%	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1
Board Books Category XIII	20.1%	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1
Large Print (1)	0.0-43.0% (1)	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1
Graphic Novels (2)	0.0-43.0% (2)	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1
Textbooks Category VIII, IX (3)	0.0-15.0% (3)	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1
DVD/BLURAY	30.0%	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1
CD (music)	15.0%	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1
AUDIOBOOK Category XII (4)	0.0 - 45.0% (4)	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1
Single Edition Reinforced Category VI	20.1%	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1
Publisher Library Editions Category VII	20.1%	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1
Text, Technical, Reference Material Category IX (3)	0 – 5.0% (3)	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1
Imported English and Non-English Titles Category X	0.0%	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1
Prebound Editions Category XV		See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1	See Yr. 1
FollettBound Editions	20.0%						
Turtleback Editions	0.0%						

(1) The discount for Large Print editions is dependent upon the binding type and material category associated with the material. Please see Appendix 1 for an outline of available discounts, per material category.

(2) The discount shown is applicable to Trade Hardcover editions as described in material categories I and II, Appendix 1. The discount for other Graphic Novels is dependent upon the binding type and material category associated with the material. Please see Appendix 1 for an outline of available discounts, per material category.

(3) Titles which receive minimal publisher discount will be invoiced at publisher list price. Titles where Baker & Taylor receives no discount from the publisher or prepayment is required by the publisher or publishers whose titles have limited demand and/or non-commercial publishers will be invoiced at publisher list price. These titles may be blocked from order upon request.

(4) This discount will apply to popular, recent release editions issued by widely distributed publishers. Not all spoken word audio CD titles meet these criteria. Other editions will be discounted as outlined in categories I, II, VII, VIII, IX, X, or XI (Appendix 1).

Please see Appendices 1-4 for descriptions of available products and services.

Title Source 360

As part of Baker & Taylor's comprehensive proposal, we are pleased to offer a special Title Source package to participating Libraries, free of charge. This configuration includes the Annual subscription, Administrative ID, 5 user ids, custom MARC profiler, shared cart workflows, VIP inventory display, and integrated standing order and notification services.

Collection Development

Regarding Collection Development Services:

All of the prepared and posted collection development lists, automatic shipment programs and catalogs as described in our response are available free of charge.

Fees associated with custom list services are dependent upon the complexity of the service request.

Shipping

Library orders will be delivered FOB Destination with free shipping from our Mokenca, IL service center (inside delivery).

APPENDIX 1

Baker & Taylor

Discount Terms and Conditions of Sale (Firm Order and Continuation Services)

State of Iowa-RFP 0320282035

The pricing grid below provides discounts for each product category offered by Baker & Taylor.

Product Category	Category Definition (a)	Price Indicator	Discount
I.	Adult Trade Hardcover Editions (Popular Fiction & Non-Fiction, and may include some spoken word audio)	0 - (zero) (Hardcover Trade Editions and Spoken Word CD) C - (Hardcover Computer Books)	1-4 copies/title 43.0% 5+ copies/title 45.0%
II.	Juvenile Trade Hardcover Editions (Popular Fiction & Non-Fiction)	J	1-4 copies/title 43.0% 5+ copies/title 45.0%
III.	Adult Quality Paperback Editions (Popular Fiction & Non-Fiction)	B - (Paperback Trade Editions) C - (Paperback Computer Books)	1-4 copies/title 40.0% 5+ copies/title 42.0%
IV.	Juvenile Quality Paperback Editions (Popular Fiction & Non-Fiction)	G	1-4 copies/title 40.0% 5+ copies/title 42.0%
V.	Mass Market Paperback Editions	P	1-4 copies/title 40.0% 5+ copies/title 42.0%
VI.	Single Edition Reinforced (Juvenile)	R	20.1%
VII.	Publisher's Library Edition (Juvenile)	Z	20.1%
VIII.	University Press Trade Editions (may be of any binding and include some spoken word audio)	A	15.0%
IX.	Text, Technical, Reference, Professional Medical, Small Press, some University Press titles (excluding University Press Trade Editions) and/or Titles of Limited Demand (may be of any binding and include some spoken word audio)	S/X/N - (Text, Technical, or Reference Editions) L - (Hardcover Editions from Small Press and Hardcover Titles of Limited Demand—primarily Adult) 7 - (Hardcover Titles of Limited Demand—primarily Juvenile) M - (Paperback Editions from Small Press and Paperback Titles of Limited Demand—primarily Adult) 1 - (Paperback Titles of Limited Demand—primarily Juvenile) T/U/V/W/4/Letter O - (Specialty Textbooks) 5/6/8 - (Professional Medical Titles)	S = 5.0 % X = 5.0 % N = 0.0 %(b) L = 5.0 % (c)(d) 7 = 20.1 % (d) M = 5.0 % (c)(d) 1 = 20.1 % (d) T = 0.0 % U = 0.0 % V = 0.0 % W = 0.0 % 4 = 0.0% Letter O = 0.0 % 5 = 0.0 % 6 = 0.0 % 8 = 0.0 %
X.	Imported English and Non-English Language Editions	F/K/3	0.0 %
XI.	Enhanced Service Program	Y / Q	0.0 % (e)
XII.	Spoken Word Audio	H	45.0 %
XIII.	Board Books	I	20.1 %
XIV.	Novelty Items/Activity Books	I	20.1 %
XV.	Special Programs, such as: - Follett Bound Editions - Turtleback Editions	D E	D = 20.0% E = 0.0%

- (a) Please see Appendix 2 for full category definitions, which are attached hereto and incorporated herein by reference. Materials produced for TextStream print-on-demand services may fall into any category.
- (b) Titles which receive minimal publisher discount will be invoiced as shown.
- (c) Represents publishers with limited sales volume, based upon a semi-annual review. These titles may be of any binding type or publisher of origin.
- (d) Represents individual titles which do not qualify for preferred stock status (based upon a quarterly review) and individual titles which qualify for preferred stock status, but have limited demand (calculated over a rolling 12 month period). These titles may be of any binding type or publisher of origin.
- (e) Titles where Baker & Taylor receives no discount from the publisher or prepayment is required by the publisher or publishers whose titles have limited demand and/or non-commercial publishers will be invoiced at list price.

Baker & Taylor
Discount Terms and Conditions of Sale

Also, please note that:

- Publisher's list price is subject to change without notice.
- Except where otherwise noted, book discounts are applied to current publisher's list price at the time of shipment.
- Baker & Taylor reserves the sole right to be the final determinant of product categories, category definitions and price indicators. The discounts vary based on this determination.
- Titles are categorized by Baker & Taylor for pricing purposes by considering the binding, general marketing categories, demand for certain titles, preferred stock status, cost of acquisition, cost of distribution, and the size or type of publisher, as well as factors related to relationships with publishers such as shipping terms, payment terms, publisher's discount, returnability to publishers and other factors.
- Product categories, category definitions and price indicators are subject to change at Baker & Taylor's sole discretion, without notice, based upon the above-described factors for categorizing titles.
- For domestic titles where no publisher list price is assigned by the publisher, Baker & Taylor will assign such titles a price in its electronic catalog which is based upon Baker & Taylor's estimate of market conditions.
- For imported titles where no publisher list price is assigned by the publisher for the U.S. market, Baker & Taylor will assign such titles a U.S. dollar price in its electronic catalog which is based upon Baker & Taylor's estimate of market conditions.
- For Follett Bound editions, Baker & Taylor will assign such titles a price in its electronic catalog which is based upon Baker & Taylor's estimate of market conditions.
- Titles of limited demand or from small or specialty publishers generally are included in Product Category IX or Product Category XI.
- The discount terms and conditions listed do not apply to Baker & Taylor's Approval Programs.
- Baker & Taylor provides an invoice that identifies the publisher's current list price, the discount offered, and the exact price charged for each title ordered.

APPENDIX 1

TERMS AND CONDITIONS OF SALE – DVD/BLU RAY AND MUSIC CD MATERIAL

Please refer to the following Terms and Conditions of Sale :

Media Type	Price Range	Discount off Current Producer's List Price
DVD/Blu Ray *	Any Price	30.0%
Music CD	Any Price	15.0%

List prices used for calculating discounts are manufacturers' current, suggested list prices, where available. Where no list price is supplied by the manufacturer, a list price will be assigned by Baker & Taylor.

APPENDIX 2

MATERIAL CATEGORY DEFINITIONS

I. Adult Trade Hardcover Editions (O, C) (may include some spoken word audio materials)

High demand materials from widely distributed publishers designed for the general consumer, usually dealing with a subject matter having broad mass appeal. These titles are typically released in hardback and can be either fiction or current non-fiction. Publisher promotional/media expenditures and print runs are customarily higher for these titles than for most others. Inventory is maintained with preferred stock status (regularly stocked in three to four major warehouses). An example of a trade edition would be: 14th Deadly Sin by James Patterson, ISBN: 9780316404021.

II. Juvenile Trade Hardcover Editions (J)

High demand, juvenile materials from widely distributed publishers designed for the general consumer, usually dealing with a subject matter having broad mass appeal. These titles are typically released in hardback and can be either fiction or current non-fiction. Publisher promotional/media expenditures and print runs are customarily higher for these titles than for most others. Inventory is maintained with preferred stock status (regularly stocked in three to four major warehouses). An example would be: Are You Ready to Play Outside by Mo Willems, ISBN: 9781423113478.

III. Adult Quality Paperback Editions (B, C)

High demand paperback materials from widely distributed publishers, other than the standard rack size paperback, typically found in bookstores and other retail outlets. Inventory is maintained with preferred stock status (regularly stocked in three to four major warehouses). An example of a quality paperback would be: The Boys in the Boat by Daniel Brown, ISBN 9780143125471.

IV. Juvenile Quality Paperback Editions (G)

High demand, juvenile paperback materials from widely distributed publishers, other than the standard rack size paperback, typically found in bookstores and other retail outlets. Inventory is maintained with preferred stock status (regularly stocked in three to four major warehouses). An example of a quality paperback would be: Tuck Everlasting by Natalie Babbitt, ISBN: 9780312369811.

V. Mass Market Paperback Editions (P)

A standard rack size paperback typically found in bookstores or other retail outlets. An example of a mass market paperback would be: The City of Ember by Jeanne Duprau, ISBN: 9780375822742.

VI. Single Edition Reinforced (R)

A high quality binding designed to provide a long shelf life in a heavy use environment. Although the binding is fanned and glued it may not be sewn, which is typically found in the publisher library edition. Subject content can include both fictional and non-fiction works appealing to juveniles as well as adults. These bindings are identified by the publisher to Baker & Taylor. An example of a single edition reinforced binding would be: Because of Winn Dixie by Kate DiCamillo, ISBN 9780763650070.

VII. Publisher Library Editions (Z)

Fiction as well as non-fiction materials appealing to both juveniles and adults, designed with the rugged durability required of the environment typically found in a library setting. Publisher Library Editions are traditionally of the highest quality, usually fanned, sewn and glued to provide the greatest possible shelf life of any binding. These bindings are identified by the publisher to Baker & Taylor. An example of a publisher library edition would be: Curious George Visits the Library by Margaret Rey, ISBN: 9781599614199.

VIII. University Press Trade Editions (A) (may include some spoken word audio materials)

This category would include any University Press Trade Editions, both adult and juvenile, and are subject to publisher reclassification. An example of a university press trade edition would be: Alexander McQueen: Savage Beauty by Andrew Bolton, ISBN: 9780300169782.

IX. Text, Technical, Reference, Small Press, and/or Titles of Limited Demand (S, X, N, L, M, V, T, U, W, Letter O, 1, 4, 5, 6, 7, 8)

Category of materials includes, but is not limited to, text, technical, reference, professional medical, small press, and some university press titles (excluding University Press Trade Editions). It includes titles purchased from publishers on a non-returnable basis, those publishers that extend little discount to Baker & Taylor, and publishers whose titles have limited sales volume based upon a semi-annual review.

It includes individual titles which do not qualify for preferred stock status (based upon a quarterly review) and individual titles which qualify for preferred stock status, but have limited demand (calculated over a rolling 12 month period). Additionally, any publisher which is not in compliance with some of Baker & Taylor's purchasing requirements could be in this category. Materials in this category are both adult and juvenile, may be of any binding and may include some spoken word audio materials. Examples within this category would be: The Merck Index ISBN: 9781849736701, Strategies That Work ISBN: 9781571104816, Beauty and the East ISBN: 9781566563871, Generals of the Bulge: Leadership in the U.S. Army's Greatest Battle ISBN 9780811711999, and Floods, ISBN 9781624030031

X. Imported English and Non-English Language Editions (F, K, 3)

Titles produced and distributed outside of the domestic US. These titles may be of any binding type and represent various publishers. An example would be El Angel Caido by Nalini Singh, ISBN 9788490625224.

XI. Enhanced Service Program Titles (Y/Q)

This category includes materials where Baker & Taylor receives no discount from the publisher, or prepayment is required by the publisher, or publishers which have restrictions on returns, or books of small or non-commercial publishers with limited sales volume based upon a semi-annual review. Any publisher which is not in compliance with Baker & Taylor's purchasing requirements would be in this category. Materials in this category may be of any binding. These titles will receive no discount and are subject to a service charge. An example within this category would be: Business Income Coverage Guide ISBN: 9781941627532.

XII. Spoken Word Audio (H)

Materials designed for the general consumer, usually dealing with a subject matter having broad mass appeal. These titles can be either fiction or current non-fiction. An example would be: The Complete Sherlock Holmes by Sir Arthur Conan Doyle ISBN: 9781491542286.

XIII. Board Books (I)

Durable materials from widely distributed domestic publishers designed for young children; pages are manufactured of heavy gauge cardboard to prevent tearing. These editions typically feature few pages, simple themes and colorful illustrations or photographs. An example of a board book would be: Runaway Bunny by Margaret Wise Brown, ISBN: 9780061074295.

XIV. Novelty Items/Activity Books (I)

Specially packaged gift set or novelty item related to a book product or attached as an accessory to a book product. These items would include a book with toy, rag books, washable cloth books, books with accessories or kits, electronic sound books, sticker books, tracing books or coloring books. This category also includes any non-book merchandise such as model kits, hobby kits, flash cards or jigsaw puzzles. An example of an item in this category would be: Very Hungry Caterpillar Cookbook & Cookie Cutters Kit by Lara Starr, ISBN 9781452125527.

XV. Special Programs (D and E as indicated in the Discount Terms and Conditions of Sale)

Programs, formats, or editions offered only by Baker & Taylor or not included in any other category. These programs include but may not be limited to Follett Bound and Turtleback editions. Examples of items in this category would be: Clifford's Valentines Day by Norman Bridwell, ISBN 9781435201736 and Junie B. Jones is Captain Field Day by Barbara Park, ISBN 9780613337670

APPENDIX 3

ENHANCED SERVICES PROGRAM (print and spoken word audio CD editions only)

Baker & Taylor is pleased to offer a service that will save your library time and money when procuring titles from small and hard to find publishers. By utilizing B&T's vast publisher and title database, the library can purchase a wide variety of low demand and small print run titles from associations and limited edition, prepayment, and non-returnable publishers.

Baker & Taylor's Enhanced Services Program provides the library with access to millions of active book titles representing over 75,000 imprints. This breadth of coverage is greater than that of any other book industry wholesaler.

The "ESP" program builds on B&T's already outstanding publisher relations by:

- Expanding our vendor relations team responsible for the follow-up of all publisher orders, improving the speed of delivery of all titles to the library;
- Widening our publisher base to include hundreds of small non-commercial publishers formerly considered apply direct by the book industry; and
- Increasing our reporting capabilities by providing order status reports for 100% of all titles not yet published and by supplying anticipated publication release dates for all out of stock items.

This category includes material where Baker & Taylor receives no discount from the publisher or prepayment is required by the publisher or books of small, limited in demand and/or non-commercial publishers. Any publisher which is not in compliance with Baker & Taylor's purchasing requirements would be in this category. Materials in this category may be of any binding. These titles will be invoiced at list price.

For libraries concerned about purchasing these types of titles, B&T's Title Source website can assist the librarian in researching a particular item's category and format. Program titles will appear with a Y or Q in the discount code field. Additionally, you may contact your Customer Service representative or Information Services via phone, fax, or e-mail (btinfo@baker-taylor.com) to determine these titles before placing an order.

As a convenience to the library, B&T can exclude these titles from all orders by adjusting your account profile setup. Please contact your Customer Service Representative for additional information.