

## Terms and Discounts for the Northeast Kansas Library System

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### Firm Order Print Books/Spoken Word Audio:

<b>I.</b>	<b>Adult Trade Hardcover Editions</b>	<b>42.5%</b>
	<i>(Adult hardcover, popular fiction &amp; non-fiction)</i>	
<b>II.</b>	<b>Juvenile Trade Hardcover Editions</b>	<b>42.5%</b>
	<i>(Juvenile hardcover, popular fiction &amp; non-fiction)</i>	
<b>III.</b>	<b>Adult Quality Paperback Editions</b>	<b>40.0%</b>
<b>IV.</b>	<b>Juvenile Quality Paperback Editions</b>	<b>40.0%</b>
<b>V.</b>	<b>Mass Market Paperback Editions</b>	<b>40.0%</b>
<b>VI.</b>	<b>Single Edition Reinforced</b>	<b>18.0%</b>
	<i>(Reinforced Trade)</i>	
<b>VII.</b>	<b>Publisher's Library Bindings</b>	<b>18.0%</b>
	<i>(Juvenile)</i>	
<b>VIII.</b>	<b>University Press Trade Editions</b>	<b>10.0%</b>
<b>IX.</b>	<b>Text, Technical, Reference, Professional Medical, Small Press, some University Press (Non-trade), And Titles of Limited Demand</b>	<b>0% to 18.0%*</b>
	<i>(May be of any binding and includes non-trade university press and some spoken word audio)</i>	
	<i>*Titles which receive a minimal discount from the publisher will be billed at list price.</i>	
<b>X.</b>	<b>Imported English and Non-English Language Editions:</b>	<b>0.0%**</b>
	<i>**Qualifying editions will receive a 5.0% discount.</i>	
<b>XI.</b>	<b>Enhanced Services Program</b>	<b>0.0% + 4.95/unit</b>
	<i>(Titles where Baker &amp; 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 will be invoiced at list price plus a \$4.95 per unit service charge.)</i>	
<b>XII.</b>	<b>Spoken Word Audio</b>	<b>45.0%</b>
<b>XIII.</b>	<b>Board Books</b>	<b>18.0%</b>
<b>XIV.</b>	<b>Novelty Items/Activity Books</b>	<b>18.0%</b>
<b>XV.</b>	<b>Special Programs such as:</b>	
	<b>Follett Bound</b>	<b>0.0%</b>
	<b>Turtleback Editions</b>	<b>0.0%</b>

### Music/Video:

Music CD:	30.0% (off MSRP for \$25.00 or more)*
	25.0% (off MSRP \$15.00 - \$24.99)*
	15.0% (off MSRP \$14.99 and below)*
	* Manufacturers' List Prices
DVD/Blu-ray .....	25.0%

**Payment terms:  
Net 30 days from date of invoice.**

**TO OPEN AN ORDERING ACCOUNT:  
Contact Information Services: 800-775-1800**

**Order Online via our Website: [www.baker-taylor.com](http://www.baker-taylor.com)**

### Cataloging and Processing

#### Firm Order Print Books/Spoken Word Audio ("SWA"):

##### **Mylar Jacket:**

<b>Taped</b>	\$ .69/unit
<b>Glued</b>	\$ .65/unit
<b>Loose</b>	\$ .55/unit

##### **Spine Label**

\$ .12/label

##### **Book Pocket**

\$ .20/unit

##### **Theft Detection (3M or Checkpoint)**

\$ .45/unit

##### **MARC Record**

Free

##### **Barcode**

\$ .10/label

##### **Prebinding (Paperbacks)**

Traditional Laminate \$1.99/unit

##### **RFID**

RFID: Application of Library-supplied tag	\$ .19/unit
RFID: B&T-supplied tag	\$ .25/unit
RFID: Linked (fee in addition to the tag)	\$ .30/unit

**SWA CD Re-package w/Digital Artwork-Eco Case \$5.49/unit**

#### To Order Book & Spoken Word Audio:

Baker & Taylor – Ordering Department  
 3584 Old Maysville Road  
 Commerce, GA 30529  
 Phone: 800-775-1100  
 Fax: 800-775-7480  
 Email: [orders@baker-taylor.com](mailto:orders@baker-taylor.com)

#### To Order Music CDs/DVDs:

Baker & Taylor – Library Services  
 875 Greentree Road; Suite 678  
 Seven Parkway Center  
 Pittsburgh, PA 15220  
 Phone: 800-775-2600  
 Fax: 888-285-8922  
 Email: [avinfo@baker-taylor.com](mailto:avinfo@baker-taylor.com)

#### Customer Service (Books/SWA)

Donna Elam  
[donna.elam@baker-taylor.com](mailto:donna.elam@baker-taylor.com)  
 800-775-1200 x2746

#### Sales Representation (Books/SWA):

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[lois.bacon@baker-taylor.com](mailto:lois.bacon@baker-taylor.com)  
 cell 402-547-0288  
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#### Sales Representation (Entertainment AV)

Dan Metro – Sales Consultant  
[dan.metro@baker-taylor.com](mailto:dan.metro@baker-taylor.com)  
 Phone: 800-775-2600 x2097