

VENDOR COMPARISONS FOR STATE  
CONTRACT #715-M2

Discounts on Publisher Prices

Vendor	Adult Trade, Hardbound	Adult Trade, Paperback	Juv. Trade, Hardbound	Juv. Trade, Paperback	Non-trade/ Univ. Press	Pre-Bound Hardback
Barnes & Noble <sup>1</sup>	0-35%	0-35%	0-35%	0-35%	0-35%	0-35%
Brodart	46%	40.0%	46%	40%	12%	10%
Children's Plus dba Librairia	25%	25%	25%	25%	5%	20%
Ingram Library Services	46.5	20%	46.5%	40%	20%	30%
Lerner Publishing Group	N/A	N/A	10%	10%	25%	25%
Midwest Tape	N/A	N/A	N/A	N/A	N/A	N/A
Midwest Library Services <sup>2</sup>	20-33%	7-10%	Net-33%	Net-10%	Net-15%	Net-10%
Penworthy Co.	N/A	N/A	0%	N/A	0%	0%
Helzbert-New Method dba Perma-Bound	0%	0%	0%	0%	0%	0%

<sup>1</sup>Barnes & Noble offers a tiered discount based on the purchase amount: 20% on purchases up to \$1,000, 30% on purchases from \$1,000 to \$5,000, and 35% on purchase over \$5,000.

<sup>2</sup>Midwest Library Services applies a service charge for any items that require them to prepay the publisher. The minimum service charge is \$8.00, with a maximum of \$50 based on the seller's handling fees.