LOT 1 - IN-PRINT PUBLICATIONS

ſ	Item 1	Item 2	Item 3	Item 4	Item 5	Item 6	Item 7	Item 8	Item 9	Item 10	Item 11	Item 12	Item 13	Item 14	Item 15	Item 16	Item 17 a.	Item 17 b.	Item 17 c.	Item 18
	Trade	Non-Trade	Scientific/ Medical	Technical	Law	Business/ Economics/ Financial	Social Science/ Humanities	Governmental	Text Books	Reference/ Encyclopedia	Braille	Handbooks	University Press Publications	Society or Association Publications	Foreign Publications	Out of Print Books	Other: Large Print		Other:	Net Handling Charge
A. CLOTH BINDING																				
Discount per copy	20%	20%	20%	20%	20%	20%	20%	N/A	20%	10%	N/A	20%	N/A	N/A	N/A	N/A	10%			
Volume Pricing-Price Breaks for Single Title:																				
<u>100+</u> copies	25%	25%	25%	25%	25%	25%	25%	N/A	25%	10%	N/A	25%	N/A	N/A	N/A	N/A	N/A			
copies	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A			
B. LIBRARY BINDING																				
Discount per copy	20%	20%	20%	20%	20%	20%	20%	N/A	20%	10%	N/A	20%	N/A	N/A	N/A	N/A	N/A			
Volume Pricing-Price Breaks for Single Title:											·									
100+	25%	25%	25%	25%	25%	25%	25%	N/A	25%	10%	N/A	25%	N/A	N/A	N/A	N/A	N/A			
copies	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A			
C. PAPERBACKS, QUALITY																				
Discount per copy	20%	20%	20%	20%	20%	20%	20%	N/A	20%	10%	N/A	20%	N/A	N/A	N/A	N/A	N/A			
Volume Pricing-Price Breaks for Single Title:																				
100+	25%	25%	25%	25%	25%	25%	25%	N/A	25%	N/A	N/A	25%	N/A	N/A	N/A	N/A	N/A			
copies	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A			
D. PAPERBACKS, MASS MARKET																				
Discount per copy	20%	20%	20%	20%	20%	20%	20%	N/A	20%	N/A	N/A	20%	N/A	N/A	N/A	N/A	N/A			
Volume Pricing-Price Breaks for Single Title:																				
100+ copies	25%	25%	25%	25%	25%	25%	25%	N/A	25%	N/A	N/A	25%	N/A	N/A	N/A	N/A	N/A			
copies	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A			
E. PREBOUND HARDBACKS																				
Discount per copy	20%	20%	20%	20%	20%	20%	20%	N/A	20%	N/A	N/A	20%	N/A	N/A	N/A	N/A	N/A			
Volume Pricing-Price Breaks for Single Title:										.,,,,	,		,,	,	,,.	,	,,.			
100+	25%	25%	25%	25%	25%	25%	25%	N/A	25%	N/A	N/A	25%	N/A	N/A	N/A	N/A	N/A			
copies	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A			

Additional Information

Item 1, 2, 3,4,5,6,7,9, and 12 apply to Cengage Learning higher education imprints only and are not relevant to Gale publication imprints.

Cengage Learning Imprints list is attached.

Gale Imprints list is attached.

LOT 2 - NON-PRINT & OTHER

	ltem 1	<u>ltem 2</u>	<u>ltem 3</u>	<u>ltem 4</u>	<u>ltem 5</u>	<u>ltem 6</u>	<u>Item 7</u>	<u>ltem 8</u>	<u>ltem 9</u>	<u>ltem 10</u>	<u>ltem 11</u>	<u>ltem 12</u>	<u>Item 13</u>	<u>ltem 14</u>	<u>Item 15</u>	<u>ltem 16</u>	<u>ltem 17 a.</u>	<u>ltem 17 b.</u>	<u>ltem 17 c.</u>	<u>ltem 18</u>
	Trade	Non-Trade	Scientific/ Medical	Technical	Law	Business/ Economics/ Financial	Social Science/ Humanities	Governmental	Text Books	Reference/ Encyclopedia	Braille	Handbooks	University Press Publications	Society or Association Publications	Foreign Publications	Out of Print Books	Other:	Other:	Other:	Net Handling Charge
DISCOUNT FOR SINGLE UNIT																				
Audio Cassettes (music, educational, etc.)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A				
Audio Visual Materials	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A				
Audio Books Abridged - Tape/CD/DVD/MP3/MP4 Format	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A				
Audio Books Unabridged - Tape/CD/DVD/MP3/MP4 Format	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A				
Books on DVD (Digital Files)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A				
CD-ROM (fixed price only no online services)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A				
CDs (music, audio, etc.)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A				
eBooks (non-subscription based)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A				
Encyclopedias (Digital Versions)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A				
Laser Disc	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A				
Maps, Globes, Atlases Charts	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A				
Microcomputer Software (educational)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A				
Microform (microfiche and microfilm)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A				
Slides	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A				
Video Tapes (feature film, educational, etc.)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A				
DVD's	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A				
Video Games	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A				
Sheet Music	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A				
Musical Scores	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A				
Other (please specify):																				

Additional Information

OPTIONAL ANCILLARY SERVICES

Service	Amount Charged	Description
Catalog Kits	0	Unattached
Cataloging & Processing (including shelf-ready books)	0	Unattached or attached
Machine Readable Cataloging (MARC) Records	0	Via email per record
Rebinding of Paperbacks	N/A	N/A
Customized Reports	0	Orders
Bibliographic Records	N/A	N/A
Security Tape	0	Attached or Unattached
Barcode Label	0	Attached or Unattached
Other:		

Additional Information		

ADDITIONAL DISCOUNTS

Volume Price Breaks	Percentage Discount
\$5,000.00 - \$9,999.99	12.00%
\$10,000.00 - \$14,999.99	12.00%
\$15,000.00 - \$22,499.99	12.00%
\$23,500.00 - \$29,999.99	12.00%
\$30,000.00 - \$39,999.99	12.00%
\$40,000.00 - \$49,999.99	12.00%
\$50,000.00 - \$62,499.99	12.00%
\$62,500.00 - \$75,999.99	12.00%
\$76,000.00 - and above	12.00%

Other Discounts	Percentage Discount
Electronic Access Ordering	0.00%
Prepayment Plan Discount	0.00%
Deposit Account Discount	0.00%
Approval Plan Discount	0.00%
Please Explain:	

Additional Information

Additional Discounts noted above apply to Gale publication imprints only along with the following: 12% Discount extended for transaction of \$5,001 through \$99,999

Additional 2% discount on transactions of 100,000 through 499,999

Additional 3% discount on transactions over \$500,000



Cengage Learning Imprints

- Brooks/Cole (Mathematics, Chemistry, Social Work, and Counseling)
- Course Technology (Computing solutions)
- Custom Solutions (Custom Publishing)
- Delmar (Career Education and Training Solutions, CETS: career, technical, and vocational textbooks, serving disciplines like Automotive and Trucking, Health & Nursing, Trade, and Paralegal)
- Heinle (World Languages)
- Milady (Beauty and Wellness)
- Schirmer (Music)
- South-Western (Business and Economics)
- Wadsworth (Social Sciences and Humanities)
- National Geographic Learning



- Thorndike Press
- Wheeler Publishing
- Large Print Press
- Gale Research Inc
- St. James Press
- Taft Group
- Macmillan
- Five Star
- Thorndike Striving Reader
- Cherry Lake Publishing
- Charles Scribner & Sons
- Information Plus
- Five Star-trade
- UXL
- Gale Asia
- Christian Large Print
- Sage
- LOP
- Cengage Learning
- G K Hall
- Twayne Publishers
- Beacham Publishing