

LOT 1 - IN-PRINT PUBLICATIONS

	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	Board Books	Other: _____	Other: _____	Net Handling Charge
<b>A. CLOTH BINDING</b>																				
Discount per copy	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	N/A	N/A	N/A
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<b>B. LIBRARY BINDING</b>																				
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100 copies	5%-10%	5%-10%	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	5%-10%	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	N/A	N/A	N/A
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Volume Pricing-Price Breaks for Single Title:																				
_____ 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	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	N/A	N/A	N/A
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Volume Pricing-Price Breaks for Single Title:																				
_____ 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	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	N/A	N/A	N/A
<b>E. PREBOUND HARDBACKS</b>																				
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100 copies	10%-20%	10%-20%	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	\$0.00
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**Additional Information**  
 Library Bound Book Pricing - Penworthy sells Library Bound Books at a 25% discount from the publisher's list price.  
 Penworthy Prebound Book Pricing - Priced competitively to compare favorably with prices for similar products.  
 Board Books - Penworthy's selling price for board books matches the publisher's retail price.

Services Offered - The Penworthy Company provides high quality, durable children's books that will last with the highest level of personal service. Our goal is to help librarians build collections that will circulate and endure. Our selection includes Penworthy Prebound Books, Library Bound books, board books, STEAM to GO Kits and free customized shelf reday cataloging. Penworthy has no minimum order size and shipping is always free.

LOT 2 - NON-PRINT & OTHER

	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	STEAM to GO Kits	Other: _____	Other: _____	Net Handling Charge
<b>DISCOUNT FOR SINGLE UNIT</b>																				
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	0%	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	0%	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	0%	N/A	N/A	N/A
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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	0%	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	0%	N/A	N/A	N/A
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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	0%	N/A	N/A	N/A
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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	0%	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	0%	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	0%	N/A	N/A	N/A
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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	0%	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	0%	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	0%	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	0%	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	0%	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	0%	N/A	N/A	N/A
Other (please specify):																				

**Additional Information**  
 Penworthy is dedicated to helping libraries and schools build collections that circulate and endure. Our new product line, STEAM to GO by Penworthy demonstrates our commitment to being your educational partner.

Our customers asked for packaged, interactive STEAM kits that are ready to circulate and able to be used many times. STEAM to GO by Penworthy integrates high-interest prebound books with hands-on STEAM resources to foster the development of critical thinking, problem solving, and creativity. Each kit comes conveniently packaged in one easy-to-carry tote bag with a laminated list of components for simple circulation and programming. The kits are designed to be used over and over with few consumable items.

**OPTIONAL ANCILLARY SERVICES**

Service	Amount Charged	Description
Catalog Kits	\$0.00	Catalog Card Kit (Check out card/pocket, spine label, and subject/main entry illustrator/title/shelf liist cards)
Cataloging & Processing (including shelf-ready books)	\$0.00	Customize to your specifications
Machine Readable Cataloging (MARC) Records	\$0.00	Diskette/CD Records - Various Formats - Disk, Electronic or Downloadable Format
Rebinding of Paperbacks	N/A	
Customized Reports	\$0.00	Duplicate invoice copy
Bibliographic Records	N/A	
Security Tape	\$0.00	Security Tape
Barcode Label	\$0.00	Barcode Label
Spine Label	\$0.00	Spine Label
Reading Program (AR/RC) Spine Labels	\$0.00	Accelerated Reader/Reading Countnts Spinne Label
Reading Program (AR/RC) Info Set Spine Label	\$0.00	Accelerated Reader/Reading Counts Indicator Spine Label and Info Label
Protector	\$0.00	Protective swticker for cataloging labels
Shelf Ready Processing	\$0.00	Service offered to attach cataloging laels to items ordered, per your specficiations.

**Additional Information**

Penworthy orders free, customized and shelf ready cataloging and processing.

**ADDITIONAL DISCOUNTS**

<b>Volume Price Breaks</b>	<b>Percentage Discount</b>
\$5,000.00 - \$9,999.99	0.00%
\$10,000.00 - \$14,999.99	0.00%
\$15,000.00 - \$22,499.99	0.00%
\$23,500.00 - \$29,999.99	0.00%
\$30,000.00 - \$39,999.99	0.00%
\$40,000.00 - \$49,999.99	0.00%
\$50,000.00 - \$62,499.99	0.00%
\$62,500.00 - \$75,999.99	0.00%
\$76,000.00 - and above	0.00%

<b>Other Discounts</b>	<b>Percentage Discount</b>
Electronic Access Ordering	N/A
Prepayment Plan Discount	N/A
Deposit Account Discount	N/A
Approval Plan Discount	N/A
Please Explain:	

**Additional Information**

