

LOT 1 - IN-PRINT PUBLICATIONS

	Item 1	Item 2	Item 3	Item 4	Item 5	Item 6	Item 7	Item 8	Item 9
	Trade	Non-Trade	Scientific/ Medical	Technical	Law	Business/ Economics/ Financial	Social Science/ Humanities	Governmental	Text Books
A. CLOTH BINDING									
Discount per copy	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%
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
_____ copies	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
B. LIBRARY BINDING									
Discount per copy	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%
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
_____ copies	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
C. PAPERBACKS, QUALITY									
Discount per copy	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%
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
_____ copies	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	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%
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
_____ copies	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
E. PREBOUND HARDBACKS									
Discount per copy	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%
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
_____ copies	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A

Additional Information

Discount range of 8% - 18.0% is applied as follows: Firm orders and Approvals receive 18.0% discount. Titles received through our Standing Order service receive an 8.0% discount, regardless of subject category or binding. Item 16 Out of Print Books would not be part of a Standing Order Program.

Discounts listed apply to all titles except where Coutts receives little or no discount from the publisher. Those titles are invoiced at list price, and a \$7.00 per unit service charge may be applied.

Discounts apply to North American and UK print titles. Foreign Publications discounting is in reference to UK print titles. Nijhoff (European) books receive no additional discounts.

For titles available through our out-of-print service, the price displayed on ipage is the price you will pay. There is no additional discount or fee for these titles.

Discounts are applied to the current list price at the time of shipment; publisher's list price is subject to change without notice by the publisher.

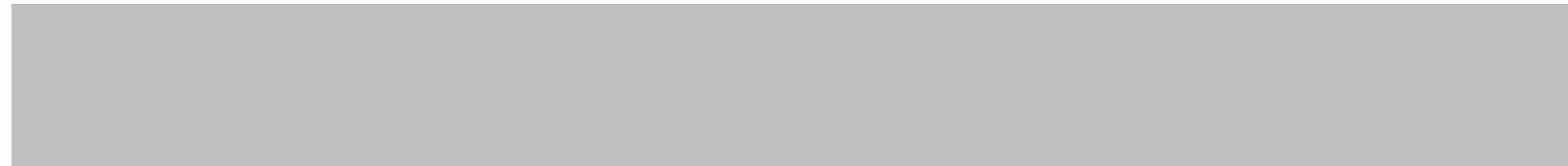
Ingram Coutts does not distinguish between paperback and hardcover materials and provides the same discount on both.

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LOT 1 - IN-PRINT PUBLICATIONS

PUBLICATIONS

<u>Item 10</u>	<u>Item 11</u>	<u>Item 12</u>	<u>Item 13</u>	<u>Item 14</u>	<u>Item 15</u>	<u>Item 16</u>	<u>Item 17 a.</u>	<u>Item 17 b.</u>	<u>Item 17 c.</u>	<u>Item 18</u>
Reference/ Encyclopedia	Braille	Handbooks	University Press Publications	Society or Association Publications	Foreign Publications	Out of Print Books	Other:	Other:_____	Other:_____	Net Handling Charge
8% - 18.0%	N/A	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%	0.00%	N/A	N/A	N/A	\$0.00 - \$7.00
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	N/A	N/A
8% - 18.0%	N/A	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%	0.00%	N/A	N/A	N/A	\$0.00 - \$7.00
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	N/A	N/A
8% - 18.0%	N/A	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%	0.00%	N/A	N/A	N/A	\$0.00 - \$7.00
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	N/A	N/A
8% - 18.0%	N/A	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%	0.00%	N/A	N/A	N/A	\$0.00 - \$7.00
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	N/A	N/A
8% - 18.0%	N/A	8% - 18.0%	8% - 18.0%	8% - 18.0%	8% - 18.0%	0.00%	N/A	N/A	N/A	\$0.00 - \$7.00
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	N/A	N/A



LOT 2 - NON

	<u>Item 1</u>	<u>Item 2</u>	<u>Item 3</u>	<u>Item 4</u>	<u>Item 5</u>	<u>Item 6</u>	<u>Item 7</u>	<u>Item 8</u>
	Trade	Non-Trade	Scientific/ Medical	Technical	Law	Business/ Economics/ Financial	Social Science/ Humanities	Governmental
DISCOUNT FOR SINGLE UNIT								
Audio Cassettes (music, educational, etc.)	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%
Audio Visual Materials	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%
Audio Books Abridged - Tape/CD/DVD/MP3/MP4 Format	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%
Audio Books Unabridged - Tape/CD/DVD/MP3/MP4 Format	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%
Books on DVD (Digital Files)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
CD-ROM (fixed price only -- no online services)	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%
CDs (music, audio, etc.)	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%
eBooks (non-subscription based)	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%
Encyclopedias (Digital Versions)	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%
Laser Disc	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Maps, Globes, Atlases Charts	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%
Microcomputer Software (educational)	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
Slides	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
DVD's	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%
Video Games	5.00%	5.00%	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
Musical Scores	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%	18.00%
Other (please specify):								

Additional Information

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LOT 2 - NON-PRINT & OTHER

-PRINT & OTHER

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.
Text Books	Reference/ Encyclopedia	Braille	Handbooks	University Press Publications	Society or Association Publications	Foreign Publications	Out of Print Books	Other: _____ _____	Other: _____ _____	Other: _____ _____
18.00%	18.00%	N/A	18.00%	18.00%	18.00%	0.00%	N/A	N/A	N/A	N/A
18.00%	18.00%	N/A	18.00%	18.00%	18.00%	0.00%	N/A	N/A	N/A	N/A
18.00%	18.00%	N/A	18.00%	18.00%	18.00%	0.00%	N/A	N/A	N/A	N/A
18.00%	18.00%	N/A	18.00%	18.00%	18.00%	0.00%	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
18.00%	18.00%	N/A	18.00%	18.00%	18.00%	0.00%	N/A	N/A	N/A	N/A
18.00%	18.00%	N/A	18.00%	18.00%	18.00%	0.00%	N/A	N/A	N/A	N/A
2.00%	2.00%	N/A	2.00%	2.00%	2.00%	2.00%	N/A	N/A	N/A	N/A
18.00%	18.00%	N/A	18.00%	18.00%	18.00%	0.00%	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
18.00%	18.00%	N/A	18.00%	18.00%	18.00%	0.00%	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	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
18.00%	18.00%	N/A	18.00%	18.00%	18.00%	0.00%	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	N/A	N/A	N/A	N/A	N/A	N/A
18.00%	18.00%	N/A	18.00%	18.00%	18.00%	0.00%	N/A	N/A	N/A	N/A

and pricing would be dependent upon the Library agreement with those aggregators.

resumption of access fee payments.

OPTIONAL ANCILLARY SERVICES

Service	Amount Charged	Description
Catalog Kits	N/A	
Cataloging & Processing (including shelf-ready books)	\$1.85	Includes spine label, spine protector, barcode, property stamp, and Coutts National Level Record without customizations.
Machine Readable Cataloging (MARC) Records	\$1.00-\$20.00	National Level Record, as is - \$1.00 per record; CIP Upgrade - \$4.50 per record Derived and Original Cataloging are available; fees based on level of customization required for the individual library.
Rebinding of Paperbacks	\$5.50/\$6.50	DigiCover - \$5.50 Econobind - \$6.50
Customized Reports	\$0.00	No charge for customized reports
Bibliographic Records	\$0.00	No charge for order records
Security Tape	\$0.50/\$1.33	3M or Checkpoint Theft - \$0.50; 3M DCD-2 for discs - \$1.33
Barcode Label	\$0.20	Ingram Coutts standard or library supplied barcodes
Other: Mylar Jacket	\$0.65	Attached, glued or taped
Other: Property Stamp	\$0.15	Per impression
Other: MyiLibrary Annual Access Fee	\$500.00	Per institution; annual fee
Other: MyiLibrary Device Download Annual Fee	\$500.00	Per institution; annual fee
Additional processing components		Barcode Protectors - \$.25; Book Plates - \$.35; Circulation Cards - \$.15; Date Due Slip - \$.15; Labels - \$.20; Mylar Jackets (attached) - \$.69; Mylar Jackets (unattached) - \$.60; Pocket - \$.35; Property Stamp - \$.20; Spine Label - \$.20; Spine Label Protector - \$.25; Spine/Pocket Label - \$.45; Spine Tape (Inside) - \$1.55; Spine Tape (Outside) - \$.85; Theft (Inside Book) Checkpoint - \$.50; Theft (Spine Insertion 3M) - \$.55; Theft (Customer Supplied) - \$.25; Three Part Labels - \$.70; DVD Case Single - \$1.99; HUB Label - \$.20; Shrink WRap Removal - \$.55; Spoken Audio CD Clam Case Small - \$3.80; Spoken Audio CD Clam Case Medium - \$4.75; Spoken Audio CD Clam Case Large - \$6.00; Single A Bindings - \$9.75; Laminated Paperback Covers 5 mil - \$1.99; Laminated Paperbcak Covers 15 mil - \$1.85; Customer Supplied RFID application only - \$.25; Customer Supplied RFID application and programmed - \$.35; Pre-Programmed RFID/Barcode Set (1 Barcode) - \$.80; Pre-Programmed RFID/Barcode Set (2 Barcodes) - \$.85; Universal Tag application only - \$.79; Universal Tag Programmed and Applied - \$.99; StingRay Full Disc Overlay RFID Tag - \$1.29

Additional Information

ADDITIONAL DISCOUNTS

Volume Price Breaks	Percentage Discount
\$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%

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

Coutts is not offering volume price breaks for individual purchase orders.
 There is no other discounts offered except for those outlined in the spreadsheets for Lot 1 and Lot 2.