

*Public Library Specialists*

# BWI

A FOLLETT CORPORATION COMPANY

1340 Ridgeview Drive  
McHenry, Illinois 60050

Phone: 800.888.4478  
Fax: 800.888.6319

customerservice@bwibooks.com  
www.titletales.com

## Books & Audiovisual

January 4, 2010

Charm Ruhnke  
Lewis & Clark Library System  
425 Goshen Road  
Edwardsville, IL 62025

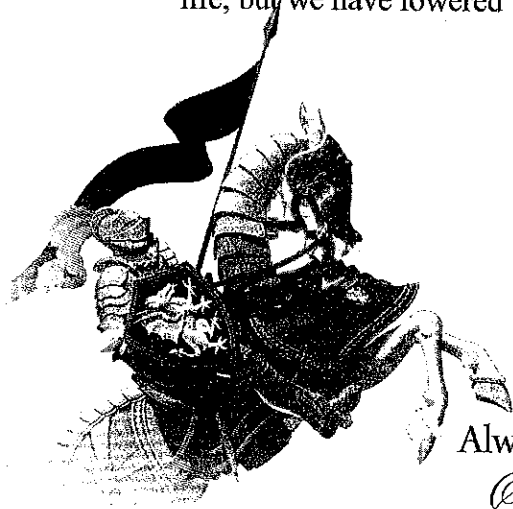
Dear Charm:

As requested, here is the current discount structure for BWI effective January 1, 2010.

First, we always want to remind all librarians that our website TitleTales is complimentary to all public librarians. It can be found at [www.titletales.com](http://www.titletales.com). Once on TitleTales, the user can see the actual discounted price for each individual item. If someone has registered in the past and cannot find the information, they can contact me at [bdorris@bwibooks.com](mailto:bdorris@bwibooks.com), or call 800.888.4478, ext. 6266 for TitleTales support.

BWI's philosophy is to maintain competitive and consistent discounts. This philosophy often results in lower overall pricing for all of your Children's and Young Adult collections.

One binding type I would like to point out is our FollettBound Platinum. This is our pre-bound book, and we feel it is the best available. Not only is the binding guaranteed for life, but we have lowered the price, making it very affordable!



Always  
At Your  
*Service*

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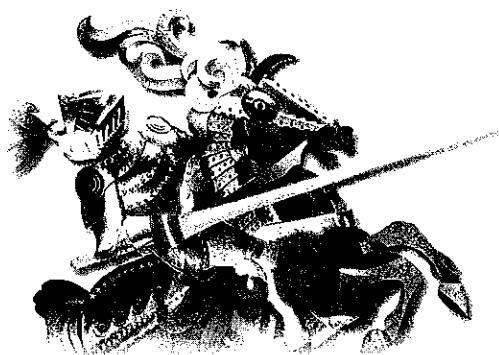
All shipments from BWI come from our warehouse in McHenry, IL via FedEx. We are currently extending **FREE SHIPPING** to our regular customers, regardless of the size of the library.

For information about how BWI can help serve as a partner to your member libraries, please do not hesitate to contact me via phone or email. As I live here in Glen Carbon, I am eager to visit with libraries at their convenience.

Thanks,



Brette Dorris  
BWI Regional Account Manager



*Champions of Service*

Book Wholesalers, Inc. • A Follett Corporation Company

## BWI Discounts as of January 1, 2010

<b>Adult Books</b>	<b>Discount</b>
Trade-Hardcover .....	40-42%
Paper/Mass Market	
\$10.00 and below .....	35%
\$10.01 to \$24.99 .....	40%
\$25.00 and above .....	42%
Graphic Novels.....	0-42%
Text, Technical, Reference, Small Press..	0-15%
University Press Trade.....	0-15%
Large Print Books-Hardcover .....	0-42%
Large Print Books-Paper.....	0-42%
<b>Juvenile and Young Adult Books</b>	
Trade-Hardcover	
\$24.99 and below.....	40%
\$25.00 and above .....	42%
Library Binding .....	15%
Reinforced Binding .....	20%
Paper/Mass Market	
\$10.00 and below .....	35%
\$10.01 to \$24.99 .....	40%
\$25.00 and above .....	42%
Juvenile Book and Tape/CD Kits .....	25%
Board Books.....	35%
Novelty Books.....	15%
Big Books.....	15%
<b>Audiovisual Materials</b>	
Audiobooks	
Cassettes-Abridged .....	25%
Cassettes-Unabridged .....	25%
Compact Discs-Abridged .....	25%
Compact Discs-Unabridged .....	25%
Playaways® .....	15%

<b>Videos</b>	
VHS Cassettes .....	25%
DVDs .....	25%
<b>Music</b>	
Compact Discs.....	25%
<b>Other</b>	
eBooks.....	net
FollettBound <sup>sm</sup> Platinum books.....	20%
Video Games.....	net
<b>Additional Information</b>	
Small presses.....	*0-15%
Net discount .....	**0%

\*Small presses, producers, and other short-discount items will be provided at 0-15% discount.

\*\*On a consistent basis, less than  $\frac{1}{2}$  of 1% of items that BWI provides require a service fee. This fee is only applied when BWI is extended little or no discount from the publisher. Should the Library purchase items that require a service fee, these titles will incur a Special Acquisitions Cost of \$5.95 (1 copy), \$8.95 (2 copies), or \$10.95 (3 or more copies) per title. The Special Acquisition Cost will be determined on a case-by-case basis, when we receive the item(s) from the publisher.