



# CAMPUS BOUND

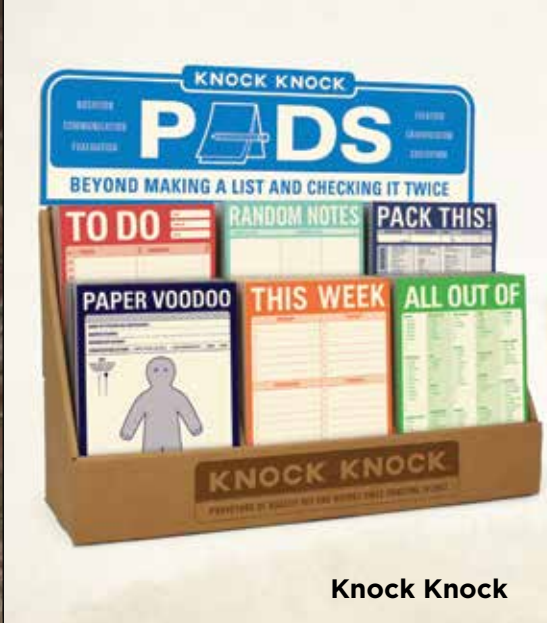
BAKER & TAYLOR'S COLLEGE BOOKSTORE GUIDE







Michael Roger



Knock Knock



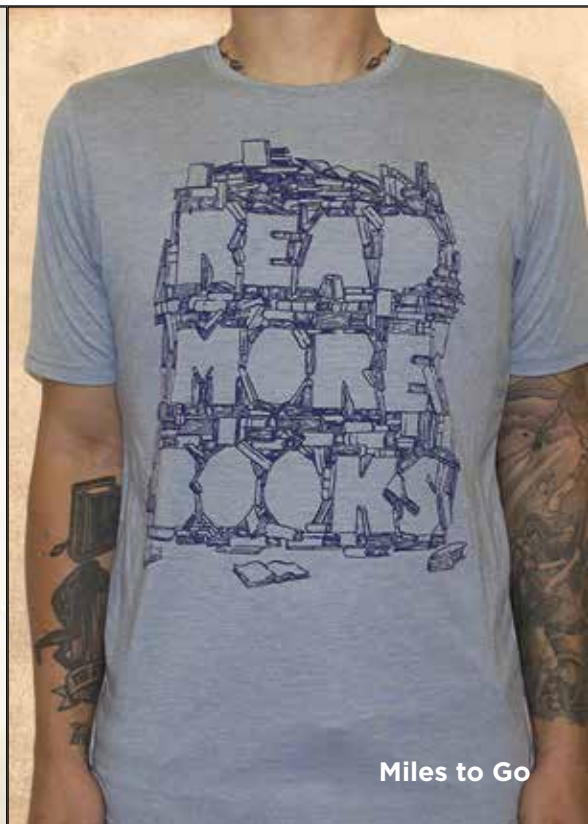
Miles to Go

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MerryMakers



Miles to Go

## GENERAL MERCHANDISE

We offer more than 10,000 unique items from over 100 premier vendors. We work with a variety of suppliers ranging from large global brands to boutique suppliers with a selection curated with your customers in mind. Our offering includes: journals, stationery, games and toys, book lights, puzzles, plush, arts and crafts, office accessories and much more.

### A SELECTION OF OUR VENDORS

**Michael Roger** - Notebooks

**Miles to Go** - Literary-Inspired T-Shirts, Totes & Journals

**Mighty Bright** - Book Lights

**Moleskine** - Journals & Stationery

**Knock Knock** - Gifts

**4D** - Puzzles

**Diamond Select** - Figurines & Board Games

**Paperblanks** - Journals

**Melissa & Doug** - Educational Games & Gifts

**Canterbury Classics Novel Journals** - Journals

**Chronicle Books** - Journals & Stationery

**Cryptozoic** - Board Games

**Dark Horse** - Figurines & Gifts

**Battlefront Miniatures** - Board Games

**Peter Pauper Press** - Journals & Stationery

**Quotable** - Journals & Wall Art

**Running Press** - Journals & Kits

**Sterling** - Journals & Kits

**U.S. Games Systems** - Card Games

**Wonder-Shirts** - T-Shirts & Totes

*And many more...*

**VIEW OUR FULL OFFERING ON TS 360**

### Miles to Go



- Literary-inspired t-shirts, totes and journals
- Unique art designs for classics and contemporary classics
- Most t-shirts made from Next Level Apparel using discharge inks

### Knock Knock



- Witty, design-driven notepads, journals and gifts
- Bring humor, function, organization and aesthetics to everyday life
- Great impulse items that promote repeat purchases

## MerryMakers



- Plush dolls based on favorite children's book characters
- A perfect complement to related book products
- Meets or exceeds all CPSIA safety requirements

## Moleskine



- Notebooks, diaries, journals and reading accessories
- A large variety of sizes, colors, styles and collections to appeal to a broad range of consumers
- Limited edition collections available

## Mighty Bright

- Portable LED lights
- LED lights provide energy-efficient, bright illumination
- Up to 100,000 hours of continuous illumination



## Michael Roger

- Decomposition Notebooks
- Made from 100% post-consumer-waste recycled pages
- Made in the USA, printed with soy ink
- Stylish designs, attractively priced



## Diamond Select



- Licensed figurines, toys and collectibles
- Popular licenses including *The Walking Dead*, *Game of Thrones*, *Star Wars* and many more
- Excellent impulse items to cross-merchandise with related books and graphic novels

# TRADE BOOKS

## COMPREHENSIVE INVENTORY ON HAND TO MEET YOUR NEEDS

We understand your passion and enthusiasm for matching a customer with the right book — and we stock the inventory to meet your customers' needs. At any time, we have more than 700,000 unique titles on hand. Simplify your purchasing when you order through Baker & Taylor because you can consolidate orders for titles from multiple publishers and in multiple formats into one box.

**We have data available for millions of titles. The powerful search capabilities available through our online ordering system, TS 360, allows you to browse and locate exactly what you're looking for.**

## We carry a vast selection of titles from more than 35,000 publishers, including:

Hardcovers and paperbacks for adults

Hardcovers and paperbacks for children and young adults

Graphic novels and manga

Audiobooks

University press titles

Spanish-language titles

## PUBLICATIONS AND TITLE RECOMMENDATIONS DELIVERED TO YOU

We offer dozens of print and digital catalogs, plus email communications to help you identify the right books for your assortment.

## EVENT ORDERING

When you use Baker & Taylor to supply books for an event, you can feel comfortable ordering enough stock to make your event a success. You won't have to worry about excess stock because you can return the overstock to us within 30 days of invoice and we'll issue a full credit for your return. All we ask is that the books are undamaged and in saleable condition.

*Call your sales representative with questions or to place an event order.*



## HOME DELIVERY TO YOUR CUSTOMERS

Our inventory is your inventory. Don't miss out on a sale just because you don't have an item on your shelf. Our Home Delivery service allows you take a special order from your customer, place the order with us, and have items shipped directly to your customer's address.

### *Home delivery features:*

- Fast response — in-stock orders usually ship within 24 hours
- No minimum order requirements
- Personalized packing slip with your store's name, address, and messaging
- Shipment tracking and delivery confirmation
- Ship to all U.S. ZIP Codes and APO/FPO destinations

# BOOK PROGRAMS



## CANTERBURY CLASSICS

From elegant leather-bound editions to literary keepsake journals and the bestselling Word Cloud Classics series, the extensive Canterbury Classics collection is sure to captivate and inspire readers, and brighten bookshelves.

## BOOKS WITH ATTITUDE

Add a little color to your store's assortment with Baker & Taylor's Books with Attitude program. Every eight weeks, receive a new selection of books that use comedy, imagination, bold opinions and facts stranger than fiction to offer fresh perspectives on our world. We'll always send a mix containing humor, pop culture, politics and more at a variety of price points to help you drive incremental sales.



### *Program details & benefits:*

- Automatically receive a new shipment every eight weeks
- Flexible assortment sizes—choose between 24 or 48 unique titles, two copies of each title
- Extended 60-day payment terms for eligible accounts
- Free shipping on each wave's initial shipment
- No risk — all titles are fully returnable

## ENTERTAINMENT PRODUCTS

**MUSIC** | We carry more than 275,000 unique music titles in all genres, but perhaps our greatest asset is our team of music experts who can help you develop a music collection that's right for your store. Ask your sales representative for more information.



» **VISIT THE GREEN ROOM** — Your destination for music happenings at Baker & Taylor  
<http://thegreenroom.baker-taylor.com/>

**MOVIES** | We work with hundreds of vendors including major studios and independent studios and distributors to supply you with big hits and hard-to-find titles that are often unavailable through other wholesalers. We cover all the genres shown on big screens and little screens, and we offer the most comprehensive Blu-ray assortment in the industry. Because so many hit films are adapted from books, cross-merchandising the movies with the books you may already sell offers a solid incremental sales opportunity.



» **VISIT THE RED CARPET** — Movie-related sales, trends, and more from Baker & Taylor  
<http://theredcarpet.baker-taylor.com/>



### VINYL RECORDS ARE BACK

In our digital times, a resounding interest has developed for the analog warmth of music played on vinyl records. We're currently stocking more than 7,000 unique vinyl titles designed to appeal to hobbyists and serious collectors alike.

### *Vinyl Starter Kit for College Bookstores*

- Initial order for a minimum of 50 unique titles
- Extended 60-day payment terms for eligible accounts
- \$100 fixture credit applied to your account
- Five percent rebate on net purchases of vinyl, credited quarterly for one year

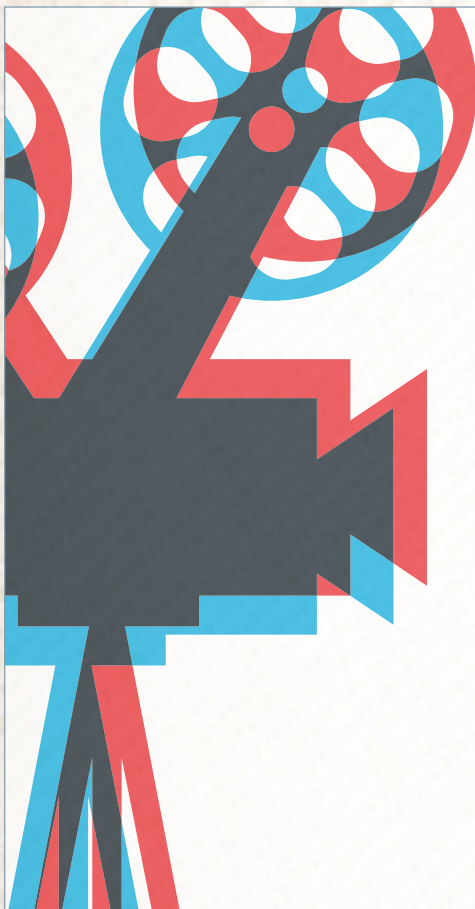
# ENTERTAINMENT PROGRAMS

## NPR: DISCOVER SONGS

Baker & Taylor has partnered with NPR® to offer you a branded merchandising program. Combine NPR's highly recognized brand with Baker & Taylor's service and inventory, and you have a win-win opportunity.

### *NPR: Discover Songs Program Benefits*

- Shipment program includes 24 CDs (six unique titles) every six weeks
- Titles selected by knowledgeable experts at Baker & Taylor and NPR
- Merchandising display sign promoting individual CDs included
- Free counter display unit with small footprint
- No risk — all titles are fully returnable
- Program has averaged over 70 percent sell through



## NOW PLAYING

Now Playing is a movie merchandising program for college bookstores designed to help you drive incremental sales by offering a selection of films that are compatible with your customers' interests. Every eight weeks, we will deliver a handpicked selection of six titles to your bookstore from your choice of one of three assortments.

- Each wave, choose from three assortments of six titles (three to four units each), such as: movies with bookstore appeal, kids & family, or a thematic or seasonal selection
- Titles will be chosen specifically to avoid mass-market saturation
- Free counter display with accompanying header sign
- Special pricing earns you up to 40 percent margin
- Qualified customers receive 60-day payment terms
- No risk—all titles are fully returnable
- Free shipping on each wave's initial shipment
- Six waves per year, eight weeks per wave

## TEXTBOOKS AND ADOPTED TRADE



### HEALTH SCIENCE

We are proud of our history as one of the leading distributors of health science content for more than 100 years. With an inventory of more than 135,000 titles, Majors is one of the world's largest distributors of medical, scientific, and technical books to the medical bookstore and institutional marketplaces. We partner with publishers, large and small, to provide you with a broad selection of nursing, medical, and allied health titles. Whether you are looking for textbooks or reference materials, we have the books you need at industry-leading discounts.



### TEXTBOOKS AND ADOPTED TRADE

We are more than just medical. We have recently expanded our offering to include textbooks across all disciplines. If you are looking to source your entire semester order, need quick replenishment, or just to fill a special order, we have you covered. As one of the largest trade book distributors in the world, you don't need to look anywhere else for your adopted trade. We want to remove some of the stress of your next rush period by helping you consolidate all your orders in one place.

## VIRTUAL INVENTORY PROGRAM (VIP)

We have partnered with publishers to add more than 600,000 titles in all categories to our available assortment. As a result, we'll be able to serve you better by delivering the books you need. If you don't see a title available in our warehouses you can check to see if it is available through VIP. *Ask your sales rep for more info about this exciting new service and how our expanded inventory will help you consolidate your orders from a single source.*

VIP expedites the process of getting the book from the publisher's shelf to yours.

## ECOMMERCE

### MY BOOKS AND MORE ECOMMERCE OFFERING

Your customers have many choices about where to buy books and other entertainment products, and we want to help you keep your customers no matter how they prefer to shop, whether in store or online.

We are proud to offer a free ecommerce platform called My Books and More, which allows you to sell general books, ebooks, gifts and stationery, music, movies, and textbooks to your customers online at no cost to you. That's a service, a product offering, and a price you can't find anywhere else.

The options for your site are a la carte, so you can elect what product types you want to sell and you have choices for how you would want those items priced for your customers. We'll brand the site for your store and provide a custom URL to share with your consumers. We work behind the scenes to manage the merchandising, pricing, transactions and fulfillment. You pay nothing and we both share in the revenue generated from the site.



# ORDERING AND BILLING

## USE TS 360 TO:

- Search and find your own list of titles
- Browse our promotions, bestseller lists and new release calendar
- Create carts and order

REGISTER FOR TS 360 - [http://www.baker-taylor.com/register\\_user.cfm](http://www.baker-taylor.com/register_user.cfm)  
LOG IN TO TS 360 - <http://ts360.baker-taylor.com/>

## ELECTRONIC ORDERING

If you would like to place your orders through your POS system, we support Electronic Data Interchange (EDI) formats such as XML, BISAC, EDIFACT and X12, and make every effort to maintain our standards to comply with most major automation vendors. For your convenience, electronic ordering is available with continuous confirmation Monday-Saturday 5 a.m. - 11 p.m.; and Sunday 7 a.m. - 12 a.m. EST.

*To set up electronic ordering, please contact our Tech Support department at **800-775-3700 x3**.*



### FINANCIAL MATTERS

If you do not already have an account with us, please fill out our New Account and Credit Application — <http://www.baker-taylor.com/newaccount.cfm>

The Accounts Receivable team will work with you to set up payment options for you based upon eligibility and the needs of your store. *To reach Accounts Receivable with questions, please call **800-340-5370** or email [DL-CFS\\_Retail@baker-taylor.com](mailto:DL-CFS_Retail@baker-taylor.com).*



### WEB-BASED TOOLS

**Invoice Gateway** – view and pay your invoices and statements online.

**Online Customer Support (OCS)** – track your orders, shipments and backorders.

## SHIPPING & RETURNS

We have warehouses located across the country to ensure that we can deliver what you need as soon as possible. In most cases, if what you order is in stock and you place your order before our daily cut-off time, you'll receive your order the next business day.

## EARN FREE FREIGHT WITH MINIMUM ORDER QUANTITIES

- **Trade Books/General Merchandise:** Shipments of 20 or more units from the same warehouse receive free ground shipping to a single destination in the continental United States.
- **Entertainment:** Shipments of \$150 or more from the same warehouse receive free ground shipping to a single destination in the continental United States.
- **Majors:** Orders of \$250 or more receive free ground shipping to a single destination in the continental United States.

*Note: All free-freight shipments are charged a \$2.50 fuel surcharge.*

## RETURN POLICY

We have a centralized returns center for our book, general merchandise and entertainment products to make the process simpler for you. Following our returns procedures will help ensure speedy processing of the returns and crediting to your account.

To view our current returns policy, visit <http://majors.baker-taylor.com/OrderingBilling.aspx>



## CONTACT YOUR SALES TEAM

### NORTHWEST - WASHINGTON, MONTANA, OREGON, IDAHO, NORTHERN CALIFORNIA

**Patrick Irving** - 214-499-8796 | Patrick.Irving@baker-taylor.com

**Lori Hildebrandt** - 800-775-3300 x5808 | Lori.Hildebrandt@baker-taylor.com

### SOUTHWEST - SOUTHERN CALIFORNIA, NEVADA, UTAH, ARIZONA, NEW MEXICO, ALASKA, HAWAII

**Paul Cimusz** - 760-585-6635 | Paul.Cimusz@baker-taylor.com

**Lori Hildebrandt** - 800-775-3300 x5808 | Lori.Hildebrandt@baker-taylor.com

### CENTRAL - NORTH DAKOTA, SOUTH DAKOTA, WYOMING, NEBRASKA, COLORADO, KANSAS, MISSOURI, OKLAHOMA, ARKANSAS, TEXAS

**Sean Lipford** - 214-316-0281 | Sean.Lipford@baker-taylor.com

**Lori Hildebrandt** - 800-775-3300 x5808 | Lori.Hildebrandt@baker-taylor.com

### MIDWEST - MINNESOTA, WISCONSIN, MICHIGAN, IOWA, ILLINOIS, INDIANA

**Tim Golden** - 704-756-6657 | Tim.Golden@baker-taylor.com

**Jeannine Greico** - 800-775-7930 x3191 | Jeannine.Greico@baker-taylor.com

### NEW ENGLAND - MAINE, NEW YORK, VERMONT, NEW HAMPSHIRE, MASSACHUSETTS, RHODE ISLAND, CONNECTICUT

**Karen Corvello** - 475-201-5146 | Karen.Corvello@baker-taylor.com

**Denise Chiodo** - 800-775-7930 x3381 | Denise.Chiodo@baker-taylor.com

### NEW YORK CITY, NEW JERSEY, WASHINGTON, D.C.

**Jason Rice** - 704-390-5572 | Jason.Rice@baker-taylor.com

(NYC & NJ) **Denise Chiodo** - 800-775-7930 x3381 | Denise.Chiodo@baker-taylor.com

(DC) **Jeannine Greico** - 800-775-7930 x3191 | Jeannine.Greico@baker-taylor.com

### MID-ATLANTIC - OHIO, PENNSYLVANIA, KENTUCKY, WEST VIRGINIA, VIRGINIA, DELAWARE, MARYLAND, TENNESSEE, NORTH CAROLINA

**Rob Van Dorselaer** - 214-499-8112 | Rob.VanDorselaer@baker-taylor.com

(PA, DE, MD) **Denise Chiodo** - 800-775-7930 x3381 | Denise.Chiodo@baker-taylor.com

(All Others) **Jeannine Greico** - 800-775-7930 x3191 | Jeannine.Greico@baker-taylor.com

### SOUTH - MISSISSIPPI, ALABAMA, GEORGIA, SOUTH CAROLINA, LOUISIANA, FLORIDA

**Gary Brooks** - 214-499-0981 | Gary.Brooks@baker-taylor.com

**Jeannine Greico** - 800-775-7930 x3191 | Jeannine.Greico@baker-taylor.com

### Customer Service

**Phone:** 800-775-1700 | **Fax:** 866-557-3396

**Email:** RetailCustomerService@baker-taylor.com

### Accounts Receivable

**Phone:** 800-340-5370

**Email:** DL-CFS\_Retail@baker-taylor.com

### Tech Support

**Phone:** 800-775-3700 x3

**Web:** <http://support.site.baker-taylor.com/>

For all of the latest information, visit:  
**majors.baker-taylor.com**

