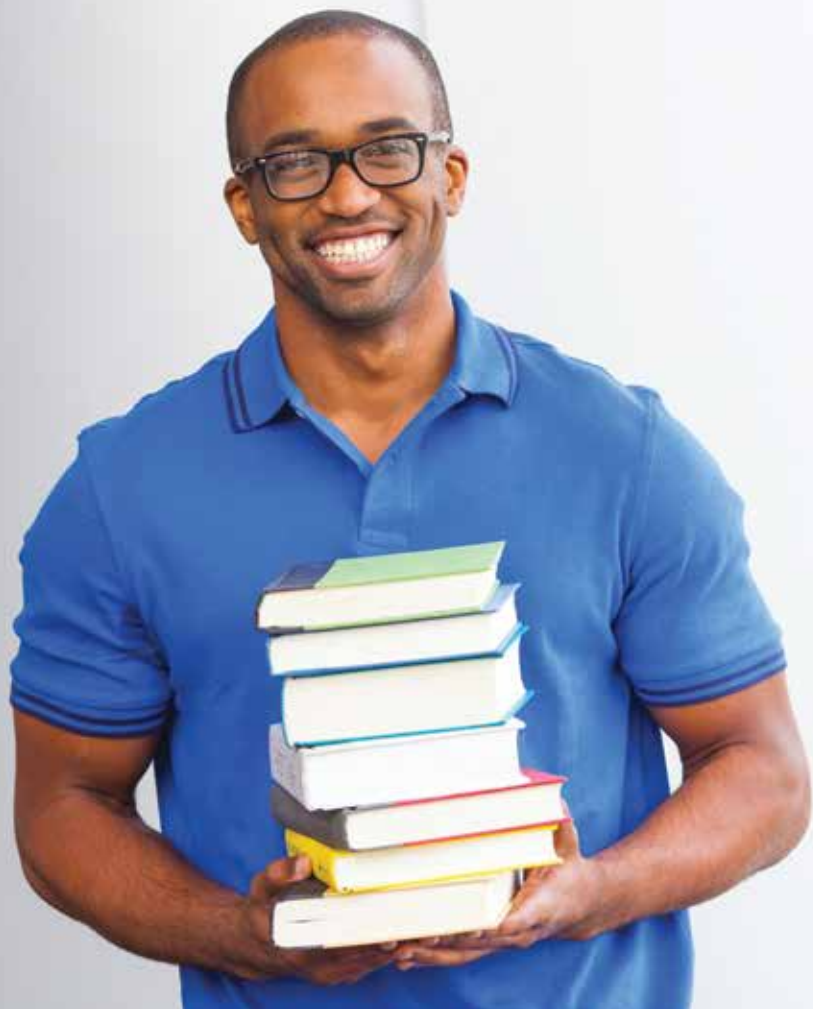


# delivering the future

See why Baker & Taylor is the leading  
wholesaler of U.S. books



# Welcome to Baker & Taylor – distributor of books, movies of the most comprehensive



With more than 180 years in business, Baker & Taylor is dedicated to range of English-language titles quickly – with economical delivery, responsive customer care. Our multilingual International Sales team Baker & Taylor the supplier of choice for booksellers around the

— the world’s premier  
and music, with one  
inventories in the industry.



the international bookseller, providing the widest  
generous discounts off U.S. dollar prices and personalized,  
will provide you with the superior service that makes  
world. **We look forward to working with you.**



# With Baker & Taylor, you'll have access to:



**Virtually any U.S. book in print**



**Higher education titles**



**Spanish-language and U.K. products**



**CDs, DVDs, Blu-rays and vinyl**



**Title Source 360, our online database of more than 10 million book, music and movie title listings**



**Title selection tools, including publications, e-lists, Fast Facts and not-yet-published lists**



**Online customer support**



**Experienced International Sales and Customer Service teams**

## Opening a Baker & Taylor account

### **TO ESTABLISH A BAKER & TAYLOR ACCOUNT:**

Call our International Sales headquarters in the United States at **1-908-541-7564** or email **intlsale@baker-taylor.com**

OR

Fill out the confidential credit application and new International Retail account form at **www.baker-taylor.com/newaccount.cfm**

Our Credit Department will review your references, determine your credit line (if applicable), open your account and contact you with the terms.

For more information, visit our website, **www.baker-taylor.com** or email, **intlsale@baker-taylor.com**

# Products

**BOOKS** | With more than 10 million title listings in our database, Baker & Taylor can supply virtually any U.S. book in print. Working with more publishers than any other U.S. wholesaler, Baker & Taylor has a dynamic inventory of unique titles from more than 20,000 publishers. Our inventory includes a comprehensive selection of books, including:

- Adult hardcover, trade paperback, and mass market titles
- Children's and young adult hardcover and paperback titles
- Calendars
- Spoken-word audio
- University press titles
- Graphic novels and manga
- Scientific, technical, medical, and professional titles
- Spanish-language titles
- College textbooks
- Print-on-demand titles
- Sidelines products

**MOVIES** | Access movie titles from hundreds of suppliers, including major studios and most small studios and distributors. Baker & Taylor offers the most comprehensive Blu-ray assortment in the industry.

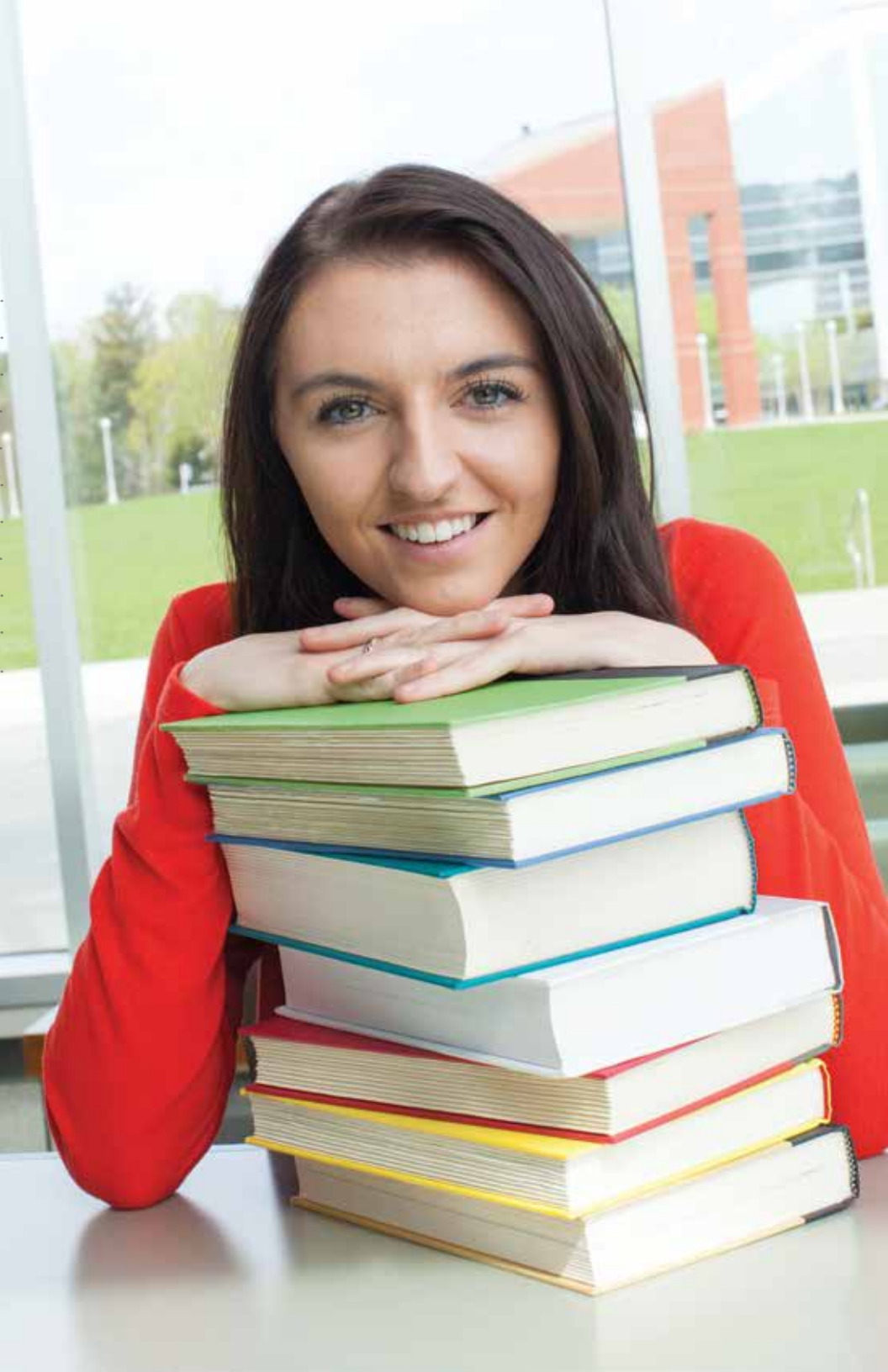
*Baker & Taylor only supplies Region 1 DVDs. There may be export restrictions imposed by studios on some titles.*

**MUSIC** | Baker & Taylor's expertise will help you develop a customized U.S. music collection for your store. We have a title base of more than 820,000 music titles in all genres and formats, including CDs, vinyl and music DVDs.

*There may be export restrictions on certain music titles.*

**SIDELINES** | Complement your core inventory with impulse-buy sidelines products! Our inventory includes more than a thousand gift items, reading accessories, stationery, journals, book lights, plush, games, and puzzles.





Cart Details

Test Shared 1

Cart Actions: [Share Cart](#)

SEARCH WITHIN CART

Search in:

Search in: [Title](#) [Classes](#)

REFINE YOUR SEARCH

FILED SUBJECTS

- Format
- eBook - Digital Download (1)
  - Hardcover (2)
  - Library (2)
  - Paperback (34)
  - Preload (1)
  - Serialized (4)
- Quantity
- Quantity Exits > 0 (34)
  - Quantity = 0 (1)
- Notes
- Without Notes (8)

Need Help?  
[Start Live Chat](#)

Cart Summary [To Print](#)

[CART SUMMARY](#) | [ACCOUNT SUMMARY](#) | [SHARED CART PROFILE](#) | [NOTES](#)

Profile has been saved successfully!

Workflow

[CONTRIBUTOR](#) | [REGISTRATION](#) | [REVIEW](#) | [ACQUISITION](#)

No workflow required  Define Workflow

Select to remove workflow steps: End date End time Time zone (UTC-05:00 Eastern Time (ET))

- [CONTRIBUTOR](#)
- [REGISTRATION](#)
- [REVIEW](#)
- [ACQUISITION](#)

SAVED

Cart Members: (2)

Cart Owner

Select Group

USER ID	OWNER	CONTRIBUTOR	REGISTRATION	REVIEWER	ACQUISITION	
Select user(s)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<a href="#">ADD</a> <a href="#">CLEAR</a>
L Bine	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<a href="#">DELETE</a>
WVezak	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<a href="#">DELETE</a>
test User	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<a href="#">DELETE</a>

[SAVE AS GROUP](#) | [SAVE PROFILE & SHARE](#) | [SAVE PROFILE](#) | [CANCEL](#)

# Online title selection & ordering tools

**TITLE SOURCE 360** | Easily find the titles you need and manage your orders more efficiently with Baker & Taylor's dynamic, state-of-the-art ordering system

- Fast, customized search results based on prior searches or user profile
- Inventory view and title searching within cart
- Product release calendar
- Customer support
- Simple batch entry upload and ordering process

**DATABASE LICENSING** | Link your internal systems or website to Baker & Taylor's database. License our on-hand/on-order file or our entire database. Our Web service, Content Café 2, provides jacket images, annotations, tables of contents and inventory information. We can also deliver our inventory information hourly via FTP or USB hard drive.

**TITLE LISTINGS** | Baker & Taylor's International Sales Department provides lists of best-selling titles in key categories and information about forthcoming titles.

**HOW TO ORDER FROM BAKER & TAYLOR** | After establishing a Baker & Taylor account, you may order electronically, by phone, fax, email or online via Title Source 360.

**ONLINE ORDERING WITH TITLE SOURCE 360** | As a Baker & Taylor customer, you will have access to Title Source 360, our online database and ordering tool. Easily find and order the titles you need with the expanded search capabilities and intuitive, user-friendly interface of Title Source 360, plus jacket/box art images, annotations, excerpts, tables of contents, real-time inventory, net pricing and e-lists. With Title Source 360, you can search the database, build shopping carts, transmit orders and receive instant online confirmation of your orders. TS 360 also offers access to the U.S. inventory of select publishers that can be supplied via Baker & Taylor.

**ELECTRONIC ORDERING** | Baker & Taylor's electronic ordering services provide state-of-the-art technology from order placement through invoicing. We support International EDI formats such as BISAC, EDIFACT and X.12, and maintain interfaces with the acquisition modules of most major automation vendors. Electronic orders are always accepted. Electronic order confirmations are available from 7 a.m. to 11 p.m. (EST) Monday through Saturday and 12 p.m. to 8 p.m. (EST) on Sunday.

# Online title selection & ordering tools

**PUBLICATIONS** | Make smart purchasing decisions with Baker & Taylor's free online catalogs. Rely on our publications to discover the best forthcoming hardcover, paperback and children's books.

These publications include:

**Forecast** (monthly) — Promotes new and forthcoming adult hardcover, trade, mass-market paperback and large-print titles. Provides information on future best-sellers and noteworthy mid-list titles, as well as monthly subject collections.

**Growing Minds** (monthly)— Comprehensive guide to juvenile selections. Contains editorial content, special collections covering a variety of subjects and a selected series section presenting additions to popular children's series.

**Sidelines** (semiannually) — Highlights thousands of “impulse-buy” items, including journals, address books, stationery, book lights, e-reader accessories, games, puzzles, plush toys and more.

**Alert** (monthly) — One-stop information source for DVD, Blu-ray and music titles.

**Marquee** (every other week) — Essential guide for selling new release and catalog DVD and Blu-ray products, plus exclusive retail promotions and sales.

**International Trade Zone** (semiannually) — Fiction and nonfiction titles curated for the international marketplace.





**Graphic Novels** (three times a year) — Comprehensive guide to graphic novels; including trends, new releases and best-sellers.

**Fast Facts** (weekly) — Features the best new releases, *New York Times* best-sellers, publicity information and more.

**Spirit** (quarterly) — Preview of notable religious and inspirational titles for adults and children. Provides annotated title listings for topics including world religion, family life, scripture and related fiction.

**Scope** (three times a year) — Scientific, technical, medical and academic resource guide for developing academic collections.

**FOR A FULL LIST OF PUBLICATIONS, VISIT:**  
[www.baker-taylor.com/subscribe\\_center.cfm](http://www.baker-taylor.com/subscribe_center.cfm)





# Service & Support



**CONSOLIDATED FREIGHT SERVICES** | We offer freight consolidation services to select countries. We can deliver in-stock books to some countries in as few as two days. Our consolidation services provide door-to-door delivery of your orders, eliminate customs clearance problems and minimize the risk of damage or loss. We also ship via UPS, FedEx or DHL

at heavily discounted rates.

Electronic orders received by 10 a.m. (EST) will be packed on the same day. Please allow for additional processing time for orders sent via email to customer service. Freight charges will be billed to you. If you choose to use your own freight forwarder, you will be billed for inland freight within the United States.



**ONLINE CUSTOMER SUPPORT** | Online Customer Support (OCS) is Baker & Taylor's free web-based account management system. As a Baker & Taylor customer, you have access to our OCS system 24/7 to search, view, print and email information related to your orders, backorders, statements and invoices.

With OCS, detailed information is at your fingertips. Query by Purchase Order, Baker & Taylor Order Number, ISBN, Order Date Range and more. OCS data is updated to reflect the latest order and invoice status. View, sort, print and email backorder summary reports for any date range, including up to 10 years of history.

Instantly access your account information through OCS. Register online at **[www.baker-taylor.com](http://www.baker-taylor.com)**.



**BILLING** | Invoices accompany each shipment. You will also receive a notification via email that a new bill is available from our system, Invoice Gateway. View account information, retrieve copies, balance accounts, access invoices and statements, and make payments online. (Payments must be made in U.S. dollars and drawn on a U.S. bank.)



**CUSTOMER SERVICE** | All products submitted for return require a returns authorization. Claims, cancellations or requests to return overstock books, damaged or defective books, or books shipped in error should be directed to our Customer Service Department at

**[retailcustomerservice@baker-taylor.com](mailto:retailcustomerservice@baker-taylor.com)**. Entertainment products must be packaged separately from book products.

# International Sales Team

Our multilingual International Territory Managers visit booksellers in their territories and work closely with Customer Account Representatives to provide you with the best sales support and customer service in the industry. For more information on services or discount information, or information on book, music or movie titles, contact the Baker & Taylor International Sales Headquarters or your local sales representative.

## **Baker & Taylor International Sales Headquarters**

1120 Route 22 East  
Bridgewater, N.J. 08807  
United States  
**PHONE:** 1-908-541-7564 | **FAX:** 1-908-541-7853  
**EMAIL:** [intlsale@baker-taylor.com](mailto:intlsale@baker-taylor.com)

## **DAIANA KUCAWCA** – Baker & Taylor Latin America & Europe

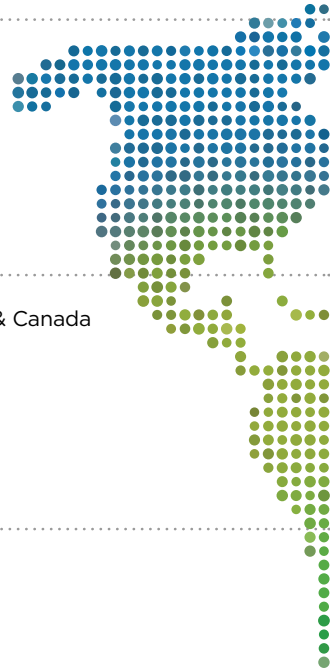
1120 Route 22 East  
Bridgewater, N.J. 08807  
United States  
**PHONE:** 1-908-541-7311 | **FAX:** 1-908-541-7853  
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Tokyo 153-8504

Japan

**PHONE:** 81 (3) 6420-1371 | **FAX:** 81 (3) 6420-1372

**EMAIL:** [akemi.goto@baker-taylor.com](mailto:akemi.goto@baker-taylor.com)

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