

11-2339 Domestic Books YPB Discount Information

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DISCOUNT INFORMATION

Description	Pricing/Discount ¹
Firm Orders (supplied from North America) \$1,000,000 total expenditures \$1,500,000 total expenditures \$2,000,000 total expenditures	20.0% Discount 20.5% Discount 21.0% Discount
Approval or Notification Slip Plan including Series on Approval (supplied from North America) \$1,000,000 total expenditures \$1,500,000 total expenditures \$2,000,000 total expenditures	20.0% Discount 20.5% Discount 21.0% Discount
Continuations (supplied from North America)	11% Discount
Firm Orders (supplied by YBP-UK)	16% Discount Plus Freight
Approval or Notification Slip Plan (supplied by YBP-UK)	16% Discount Plus Freight
Continuations (supplied by YBP-UK)	8% Discount Plus Freight

¹ This discount applies to all in-print titles, with these exceptions:

- When YBP receives a short discount from any publisher, we add a 15% service fee to the publisher's list price, with an \$8 minimum and \$15 maximum (YBP-UK minimum/maximum are based on Sterling, \$4.50 and \$13.55).
- Discounts do not apply to titles from publishers on the "List Price Publishers" lists, whose books we normally sell at list price (occasional service fee for short publisher discount).
- Discounts do not apply to titles that we import directly from overseas on a library's behalf. These are subject to the service fee noted above for short-discounted titles.
- Optional automatic paper-selection in U. S. approval plan – 10%. This preference applies across all subjects and presses in your U. S. approval plan profile. If you do not select this option, paper titles attract the same discount that cloth receives.
- E-books are exempt from regular discounts, and without service fee.

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Electronic Volumes: e-reference via YBP and e-books via ebrary, EBL and/or NetLibrary/EBSCOhost, and/or Direct from Publisher (Integrated Approval Plan, Notification Slip Plan and Firm Order) ²	0% Discount
Shipping from North America	FREE Weekly Regular Shipping ³ Transportation surcharges may apply
GOBI	<i>No Charge for core service, GoBeyond, and GOBIPlus packages⁴</i>
RUSH2	10% Discount with free ground shipping ³
Technical Services	Reference <i>YBP Technical Services Price List⁵</i> , attached
Deposit/Pre-Paid Accounts	Interest Paid ⁶
Approval and Notification Slip Plan: Initial Set-Up, GOBI Training, Profile Changes	No Charge

Terms are net 30 days from the date of the invoice to qualified buyers. YBP accepts the following methods of payment for the services offered under this contract: check, money order, electronic funds transfer (EFT), or by debit from a deposit account. Any other method of payment will be considered a change to the contract and require renegotiation of terms and conditions.

² YBP is able to supply on-line-only versions for reference materials and subscription renewals of book series on a title-by-title basis in addition to more than 400,000 e-books through our partnerships with **ebrary**, **EBL**, and **NetLibrary/EBSCOhost**, and/or direct from several publishers. We will continue to work with industry leaders to incorporate new e-book titles in our database. YBP plans to continue integrating additional electronic titles from additional hosting services and Direct from Publisher as they become available. E-book titles are sold without service fee.

³ Free weekly regular shipping will be provided based on annual expenditures over \$30,000. YBP pays shipping for RUSH2 ground delivery. Library pays shipping for RUSH2 next-day or second-day delivery. As carrier and fuel costs have continued to rise, we have had to make some difficult decisions. In order to help defray a portion of these carrier costs, we have instituted a transportation surcharge of 0.25 % (one-quarter of one percent) of the book invoice (excluding cataloging and processing fees as well as electronic content), effective March 15, 2009. The maximum surcharge is \$25.00 per invoice. We will continue to evaluate this policy based on the various market conditions.

⁴ Please reference *GOBI Subscription Options*, attached. We are offering a subscription to our GOBI Reviews service for a single annual fee based on library size (Carnegie classification – small, medium, large) of \$400 (small), \$495 (medium, large). Please note, if we are the successful vendor *we will waive subscription fees for GoBeyond and GOBIPlus and offer UWS libraries free access to these packages for the duration of the contract.*

⁵ Technical Services pricing is reviewed annually. Any changes in record or processing fees are announced in the spring and implemented in July. Binding charges are subject to review with limited notice and reflect changes in vendor pricing to YBP. Pricing will be based on the YBP Price Lists in effect at the time of invoice.

⁶ Any amount greater than \$10,000 U.S. qualifies for interest.

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EMBEDDED ORDER DATA SETUP

Embedded Order Data Setup \$ _0_ * _____ \$ _0_ * _____ \$ _0_ * _____

*YBP provides many different embedded order data set-ups; depending on your needs charges may apply. Please see *YBP Technical Services Price Lists*, attached. Pricing will be based on the YBP Price Lists in effect at the time of invoice.

PRICE LIST FOR SERVICES

Proposer should indicate the costs, if any, for the following desired services which may be optionally purchased by any or all UW System libraries:

Shipping Costs:	\$No charge
Returns	\$ No charge
Electronic Database Access	\$No charge for core service.
Embedded Order/Confirmation Records:	\$ No charge
Approval Plan Setup:	\$ No charge
Rush Orders - Processing:	\$ No charge
Rush Orders – Shipping:	\$ No charge for UPS Ground
Training	\$ No charge

For additional details about optional charges, please see below

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SPECIAL SERVICES

Proposer should indicate the costs, if any, for the following desired services which may be optionally purchased by any or all UW System libraries:

Cataloging Services:

MARC Records:	\$ 1.00 per invoice line*
WorldCat Cataloging Partners:	\$ 0.20 per invoice line submitted to WCCP*
Cover Art Images	\$ via Content Café [^]
Vendor-provided Data:	\$ No charge

MARC Record Customization: \$ **see CIPUpgrade**

Cataloging In Publication Upgrade:	\$ add 0.50 per invoice line*
Table of Content Enhancements:	\$ 0.90 – 1.05 per invoice line*
Descriptive Summary Service:	\$ via Content Café [^]
Other Proposer Services (list):	\$ _____

*We offer different pricing options including cataloging/processing packages. Please see *YBP Technical Services Price Lists*, attached, for our complete pricing of these services. Pricing will be based on the YBP Price Lists in effect at the time of invoice. Table of Contents Enhancements is a new service – pricing details will be available in the FY12 *YBP Technical Services Price Lists*, available soon.

[^] Content Café pricing is based on holdings in a library's OPAC. If you are interested in this service a customized quote can be provided. Please see *Content Café*, attached.

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PHYSICAL PROCESSING SERVICES

Base Charge Per Book:	\$1.20 – 1.30 (covers up to four services)*
Spine Label:	\$0.70 – 0.80 (generate and apply – two services)
Spine Label Protector:	\$_____ * _____
Date Due Slip:	\$0.30
Security Strip:	\$0.30
Property Stamping:	\$0.30
Barcode Label:	\$0.30
Handling of Dust Jacket:	\$1.25 (polyester cover)
Other Proposer Services (list):	
Book Plating	\$0.30
Binding/Strengthening Paperbacks	\$2.30 – 10.75

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