

**SMILE Vendor Discounts
2009-2010**

The following companies will be making discounts available to SMILE members. Please follow the ordering instructions carefully.

If you have questions, contact SMILE at 507-625-7555 or send an email to smile@tds.lib.mn.us
Unless otherwise specified, mark all orders **PER SMILE DISCOUNT**.

Baker and Taylor, Inc.

Phone: 800-775-1100

FAX: 800-775-7480

E-mail: orders@baker-taylor.com

Baker & Taylor – Attention Order Dept
Commerce Service Center
3584 Old Maysville Road
Commerce, GA 30529

You must mention “SMILE DISCOUNT” when ordering

Orders may be placed by mail, phone, fax or electronically

Discounts taken from the current publisher’s list price:

- 45% - Spoken Word Audio (primarily abridged)
- 44.6% - Adult Trade Hardcover Editions (Popular Fiction & Non-Fiction)
- 44.6% - Juvenile Trade Hardcover Editions (Popular Fiction & Non-Fiction)
- 44.6% - Board Books
- 44.6% - Novelty Items/Activity Books (Hardcover)
- 35% - Novelty Items/Activity Books (Hardcover)
- 35% - Adult Quality Paperback Editions (Popular Fiction & Non-Fiction)
- 35% - Mass Market Paperback Editions
- 20.1% - Single Edition Reinforced (Juvenile)
- 20.1% - Publisher’s Library Edition (Juvenile)
- 20.1% - BT Bound Editions
- 10% - University Press Trade Editions
- 10% - Text, Technical, Reference, Small Press, and Titles of Limited Demand (May be any binding and includes non-trade University Press titles and some spoken word audio)
Titles which receive minimal publisher discount will be invoiced at publisher’s list price.
- 10%- Imported English and Non-English Language Editions (Qualifying titles only)
- 5% - Replica Books
- 0% + \$4.95/unit - Enhanced Service Program (titles where B&T receive no discount from the publisher or prepayment is required by the publisher or publishers whose titles have limited demand and/or non-commercial publishers will be invoiced at list price plus \$4.95/unit service charge)
- Free Shipping
- Free shipping FOB destination from the following service centers: Schools: Reno, NV and Publics: Momenca, IL
- Net 30 days from date of invoice

Brodart

Phone: 1-888-820-4377
FAX: 1-800-283-6087 (ATTN: Supply Orders)
E-mail: supplies.customerservice@brodart.com
www.shopbrodart.com

BRODART SUPPLY DIVISION
Clinton County Industrial Park
100 North Road, PO Box 300
McElhattan, PA 17748

Code: "DCMLES"

Contact Person: Lynda Pierce

Phone: 1-800-233-8467 ext 4338

E-mail: Lynda.pierce@brodart.com

This discount is on all supplies based on the current **Brodart's Supplies & Furnishings Catalog**, effective until June 30, 2010.

- 15% Discount
- Shipping: transportation charges prepaid and added to invoice (minimum of \$5.75)
- Offer excludes Security Systems/Accessories, ImageMouse, ScanPro, ScanPro 1000 and Books & Automation Division products.
- **Please reference code "DCMLES" and the contract person and phone number when ordering to receive your discount. For internet orders, enter "DCMLES" in the Promo Cod Box.**

DEMCO

Phone: 1-800-356-1200
www.DEMCO.com
Please reference Discount #C34016

Discounts:

- 20% - library, office and computer supplies (consumables)
- 10% - Learning Materials (pages 288-441 of the 2009 Full Line Catalog, except subscription program products on pages 440-441 and Licensed Products including but not limited to: Garfield, Eric Carle, Arthur, & Clifford)
- 10% - Furniture and Equipment
- \$50.00 minimum order for all terms to apply
- DEMCO will pay Regular FedEx ground service shipping costs on all stocked Supply and Learning Material orders

Discounts expired August 31st, 2010

Gale Cengage Learning

Phone: 800-223-1244

FAX: 800-558-4676

Code: per SMILE discount

Sabra Ireland, Account Manager

Phone: 800-223-1244 ext 1082

sabra.ireland@thomson.com

- Standing orders receive 10-40% discount and free shipping
- Individual titles may be purchased beginning at a discount of 10% and as much as 20% with free shipping
- Monthly promotions posted on www.gale.com/thorndike

Highsmith

Phone: 800-543-2180

FAX: 800-350-6236

www.highsmith.com

Code: SMILE Discount No. 46114

Dawn Adler, CSR Quote Representative

bids@highsmith.com

When ordering online, insert your discount number in the promotion code field.

Discount period through August 31, 2010 on orders from current Highsmith and Upstart catalogs.

Discounts

- 15% off stock shipments
- 11% off non stock shipments
- Minimum order of \$25
- Free shipping and handling on **stock** shipments
- Stock shipments over \$100 qualify for free shipping and handling
- Not valid on bids, LibrarySparks magazine, 3M security products, sale catalogs, orders already in progress or with other discounts. Additional charges for inside delivery, lift gate delivery or prior notification may be prepaid and added to your invoice.
- In addition, Highsmith would like to be considered for larger purchases or furniture projects in the following categories:
 - Library/Supplies/Furniture & Equipment
 - School & Classroom Supplies/Furniture & Equipment
 - Computer & Technology Supplies/Furniture & Equipment
 - Audiovisual Supplies/Furniture & Equipment
 - Office Supplies/Furniture & Equipment

MACKIN

Phone: 800-245-9540

FAX: 800-369-5490

www.mackin.com

Code: #434311 per SMILE discount

Discounts (from publisher's list price):

- 15-45% Trade Editions
- 15-45% Library Editions
- 15-45% Paperback and MackinBound (Prebound) Editions
- 0-20% Short Discounts
- 0-30% Videos, DVDs, Cd-ROMs, other nonprint materials

Free on all orders:

- Full processing (includes a combination of a full USMARC record on disk or email, applied barcode label, applied spine label, reading program label, and mylar covers on all jacketed books)
- Shipping on all orders over \$50
- **Compendium** catalog, a compilation of the latest highly reviewed or starred titles from major review journals, is published every August and February. It can also be accessed via website at www.mackin.com, featuring over 2,000,000 titles from 18,000 publishers.
- **Minnesota State Contract #434311 (Please note per SMILE discount and #434311 on all orders) for school year 2009-2010.**