

	Baker & Taylor		Brodart	Bound To Stay Bound	Perma-Bound	Land mark Audio	Ingram	Mid-West Tape	Tandem	BWI	Klise/ Crimson	Unique Books
CATEGORY 1: Primary - BWI Secondary - Tertiary - MUSIC AUDIO CASSETTES										25%		
CATEGORY 2: Primary - B&T Secondary - BWI Tertiary - MidWest Tape MUSIC COMPACT DISCS	28%							20%		28%		
Tie goes to B&T, closer warehouse and more stock												
CATEGORY 3: Primary - Brodart Secondary - Ingram Tertiary - BWI SPOKEN WORD AUDIO CASS. & CD - UNABRIDGED	8.3%		38%			10%	36.5%			30%		
CATEGORY 4: Primary - B&T Secondary - Brodart Tertiary - BWI SPOKEN WORD AUDIO CASS. & CD - ABRIDGED	45%		38%			10%	36.5%			40%		
Brodart stock is 6,000 vs. BWI stock of 1,500, therefore Brodart second vs. BWI												
CATEGORY 5: Primary - Klise/Crimson Secondary - Tertiary - CD-ROMS												5%
CATEGORY 6: Primary - B & T Secondary - Ingram Tertiary - BWI DVDS	30.1%						29%	20%		28%		16%
CATEGORY 7: Primary - Ingram Secondary - Tertiary - VIDEOS							29%					
CATEGORY 8: Primary - Ingram Secondary - B&T Tertiary - Brodart HARD COVER TRADE (ADULT & JV)	46.5%		46.4%				46.7%		16%	40%		16%
CATEGORY 9: Primary - Ingram Secondary - Brodart Tertiary - B&T QUALITY & MASS MARKET PBKS (ADULT & JV)	37.5%		38%				41.2%			35%		16%
CATEGORY 10: Primary - Ingram Secondary - B&T Tertiary - Brodart UNIVERSITY PRESS	8.3%		10%				10%					16%
Unique Book does not have sufficient stock (140 titles). B&T stock is 76,100 vs. Brodart stock of 5,000, therefore B&T second vs. Brodart												
CATEGORY 11: Primary - B & T Secondary - Brodart Tertiary - Tandem JUVENILE LIBRARY BINDING	26.3%		26.2%				15%		16%	15%		32.8%
Unique Book does not have sufficient stock (400 titles/15 publishers) B&T stock 16,200, Brodart stock 40,000, Tandem stock 21,000												
CATEGORY 12: Primary - Ingram Secondary - Brodart Tertiary - B&T JUVENILE REINFORCED TRADE	26.3%		46.4%				46.6%			20%		32.8%
Unique Book does not have sufficient stock (800 titles) B&T, 20,000; Brodart, 35,000; Ingram, 19,589												
CATEGORY 13: Primary - Brodart Secondary - Ingram Tertiary - BWI ADULT TRADE, SHORT DISCOUNT		pts.	pts.					pts.			pts.	
prepayment	\$54.95		\$45.00	10			\$48.50	10		\$55.95		
no discount	\$54.95		\$45.00	10			\$50.00			\$55.95		
non-returnable	\$54.95		\$45.00	10			\$48.50	10		\$30.00	10	
1-3%	\$54.95		\$45.00	17			\$48.50	17		\$55.95		
4-7%	\$54.95		\$45.00	23			\$48.50	23		\$55.95		
8-25%	\$54.95		\$45.00	30			\$48.50	30		\$55.95		
	0		100				80			10		
CATEGORY 14: Primary - Ingram Secondary - Brodart Tertiary - B&T CONTINUATION ACCOUNT		pts.	pts.					pts.			pts.	pts.
prepayment	5 \$50.00	0	\$50.00	0			\$48.50	5		0	0	0
no discount	5 \$50.00	0	\$50.00	0			\$50.00	0		0	0	0
non-returnable	5 \$50.00	0	\$50.00	0			\$48.50	5		0	\$30.00	5
1-3%	8 \$50.00	0	\$50.00	0			\$48.50	8		0	0	0
4-7%	13 \$50.00	0	\$50.00	0			\$48.50	13		0	0	0
8-25%	20 \$50.00	0	\$45.00	20			\$48.50	20		0	0	0
TRADE	44 43.6%	44	44%	44			43.2%	44	16%	40%	0	0
		44	64				95		0	0	5	
CATEGORY 15: Primary - Brodart Secondary - Tandem Tertiary - Perma-Bound PREBOUND PAPERBOUND	\$54.09		\$44.75		\$49.59				\$49.03			
CATEGORY 16: Primary - Perma-Bound Secondary - Bound To Stay Bound Tertiary - PREBOUND HARDBOUND				\$86.09	\$71.62							