



Vendor Key Contact List

www.baker-taylor.com

1-800-775-1800

New Vendor Account

Publisher Relations:

pubsvc@baker-taylor.com

New Title Information

Submit new title information of less than 10 titles through our web template:

<http://edi.btol.com/PublisherSubmissions/Pubinfo.aspx>

Submit new title information of 10 titles or more in electronic format (Excel or tab delimited files) to:

newtitles@baker-taylor.com

Questions about title submissions, assistance with entering titles through the web template, or to request an excel title template:

bttitles@baker-taylor.com

Establish an FTP account to load cover images onto Title Source 3:

coverimages@baker-taylor.com

Changes to the Database

Title, subtitle, author, publication date, binding, price changes, report code changes or any electronic files of 30 records or more:

datafix@baker-taylor.com

Price Changes from purchase order confirmation reports or discrepancies on a purchase order:

pc@baker-taylor.com 815-802-2521 or 815-802-2414

Accounts Payable

To obtain your AP account representative contact information, please utilize one of the following options:

- AP general email box at payables@baker-taylor.com
- AP General Phone Line at 704-998-3200

Children's and Teen Services (CATS)

For information on all of our services and programs dedicated to the children's and teen areas in the public library market:

Jill Faherty, Director of CATS

Jill.Faherty@baker-taylor.com 908-541-7405

Co-op Advertising & Market Development

Baker and Taylor has numerous advertising vehicles that reach the various market channels including Library, Academic, Retail, International, and Schools. We have qualified advertising specialists on hand to assist in making the appropriate selection to effectively target your core demographic.

View our Advertising Guide at: <http://www.alleytalk.com>

If you have not previously worked with a Publisher Advertising Rep, please contact Patty Szeplaki.

For Publishers

Tanika Bradshaw	Tanika.Bradshaw@baker-taylor.com	908-541-7480
Alicia Gathers	Alicia.Gathers@baker-taylor.com	908-541-7447
Patty Szeplaki	Patty.Szeplaki@baker-taylor.com	908-541-7431

Indirect Co-Op:

Linda Sinisi	Linda.Sinisi@baker-taylor.com	908- 541-7476
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Continuations (CS)

Standing order program available to libraries seeking to obtain series titles as they become available. Reps should ensure accuracy of product information for titles in series. Updated information should be provided at least 3 months prior to pub date. Larger vendors should meet 1-2 times a year with appropriate CS researcher to obtain master listings of series and discuss potential advertising.

Rob Daniels, Director, Standing Order Services

Robert.Daniels@baker-taylor.com	800-775-3600 x7289
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Collection Management

At the discretion of appropriate contact, reps should meet regularly to review lead titles for the library market. Contact should be placed on all appropriate catalog and ARC mailing lists.

Martin Warzala, Director, Collection Management & Technical Development

Martin.Warzala@baker-taylor.com	908-541-7043
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EDI (Electronic Data Interchange)

All vendors are expected to be compliant with ordering and acknowledgement, invoicing and ASN (Advanced Ship Notice). For Publisher EDI Testing Guidelines visit our Suppliers page on our website:

http://www.baker-taylor.com/suppliers_supplier_info.cfm

Editorial

Responsible for B&T Publications and promotional information. Publishers are expected to submit advance book information (at least 4 months pre-pub) directly or by catalog.

Annette Bahmer (Graphic Novels, Religion, & Spanish titles)

Annette.Bahmer@baker-taylor.com	908-541-7411
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Pamela Day (Children's titles)

Pamela.Day@baker-taylor.com	908-541-7415
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Charles Pizar (Adult, Audio, House & Home, Cooking, and Craft titles)

Charles.Pizar@baker-taylor.com	908-541-7414
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Entertainment

Responsible for the buying and distribution of Video and Music product.

Veronica Adamcik, Senior Video Buyer

veronica.adamic@baker-taylor.com	908-541-7509
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Michael Chait, Merchandising Manager (Video)

michael.chait@baker-taylor.com	908-541-7503
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Jim Ogletree, Buyer (Vinyl and Universal Music)

jim.ogletree@baker-taylor.com	704-998-3460
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International Sales

Baker & Taylor exports US books to online booksellers, bookshops and libraries in more than 100 countries.

Chitra Bopardikar, Vice President & General Manager, BT/Global Publishers Services

Chitra.Bopardikar@baker-taylor.com 908-227-0096

ONIX (Online Information Exchange)

Developed in partnership with the Book Industry Study Group, ONIX is an international standard for representing and communicating book industry product information in electronic form. ONIX was developed to provide richer, more comprehensive data records in a standard, unified format by marrying the widely varied formats currently required by wholesalers and e-tailers in the book industry today. For further information, please visit www.bisg.org.

Eleanor Fanicase, Director, Database Management

Eleanor.Fanicase@baker-taylor.com 908-541-7320

Print-on-Demand – Digital Print Solutions

Extend the life of your backlist titles through Baker & Taylor's Print-on-Demand services, available for a wide variety of cover options and trim sizes.

pubsvc@baker-taylor.com

Publisher Alley

Publisher Alley is an online tool for analysis of book sales through GOBI Library Solutions from EBSCO, and Baker & Taylor. It features detailed bibliographic data, including review and award citations, as well as daily sales, demand and inventory updates. An online demonstration is available by clicking the "Demo & Trial" box at www.puballey.com. Contact your buyer for information on subscribing or contact:

Lisa Parker, Manager, Publisher Alley

lparker@ybp.com

800-258-3774 x8958

GOBI Library Solutions from EBSCO, 999 Maple St, Contoocook, NH 03229

Publisher Digital Services

Digital distribution via aggregator platforms and web-based storefronts can be easily managed by Baker & Taylor Digital Media Services. Digital asset management, conversion, distribution, merchandising and planning support are available through this group.

Lisa Vira, Manager, Publisher Relations (for new inquiries) Lisa.Vira@baker-taylor.com 908-541-7429

Marin Foster, Manager, Publisher Digital Business

Marin.Foster@baker-taylor.com 908-541-7392

Spanish

Baker & Taylor offers a wide variety of books, movies and Latin music titles for all ages, including many thousands of import titles from Mexico, Spain and other Latin American countries.

Robin Bright, Senior Buyer

Robin.Bright@baker-taylor.com 908-541-7425