



## Vendor Key Contact List [www.baker-taylor.com](http://www.baker-taylor.com) 1-800-775-1800

### **New Vendor Account**

Publisher Relations: [pubsvc@baker-taylor.com](mailto: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](mailto:newtitles@baker-taylor.com)

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

[btitles@baker-taylor.com](mailto:btitles@baker-taylor.com)

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

[coverimages@baker-taylor.com](mailto: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](mailto:datafix@baker-taylor.com)

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

[pc@baker-taylor.com](mailto: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](mailto:payables@baker-taylor.com)
- AP General Phone Line 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:

Bobbie Bensus, Director, Children's & Teen Services (CATS)

[Bobbie.Bensus@baker-taylor.com](mailto:Bobbie.Bensus@baker-taylor.com)

### **Co-op Advertising & Market Development**

Baker & Taylor has numerous advertising vehicles that reach the various market channels including Library, Academic, 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 Lynn Bond.

**For Publishers**

Elaine Richman [Elaine.Richman@baker-taylor.com](mailto:Elaine.Richman@baker-taylor.com) 908-541-7480  
Alicia Gathers [Alicia.Gathers@baker-taylor.com](mailto:Alicia.Gathers@baker-taylor.com) 908-541-7447

**Indirect Co-Op:**

Lynn Bond [Lynn.Bond@baker-taylor.com](mailto:Lynn.Bond@baker-taylor.com) 908-541-7374

**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](mailto:Robert.Daniels@baker-taylor.com) 800-775-3600 x7289

**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](mailto:Martin.Warzala@baker-taylor.com) 908-541-7043

**Digital Services**

Digital distribution of ebooks, eaudiobooks, magazines, newspapers, and more to libraries worldwide through Baker & Taylor and Follett School Solutions.

Marin Foster, Digital Partnerships [Marin.Foster@Baker-Taylor.com](mailto:Marin.Foster@Baker-Taylor.com) 908-541-7392

**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](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](mailto:Annette.Bahmer@baker-taylor.com) 908-541-7411

Pamela Day (Children's titles) [Pamela.Day@baker-taylor.com](mailto:Pamela.Day@baker-taylor.com) 908-541-7415

Charles Pizar (Adult, Audio, House & Home, Cooking, and Craft titles)  
[Charles.Pizar@baker-taylor.com](mailto:Charles.Pizar@baker-taylor.com) 908-541-7414

**Entertainment**

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

Veronica Adamcik, Senior Buyer [Veronica.Adamcik@baker-taylor.com](mailto:Veronica.Adamcik@baker-taylor.com) 908-541-7509

## **International Sales**

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

Mark Suchomel, Senior Vice President, Baker & Taylor Publishers Services

[Mark.Suchomel@baker-taylor.com](mailto:Mark.Suchomel@baker-taylor.com)

312-590-1516

## **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](http://www.bisg.org).

Michele Ogletree, Manager, Database Management

[Michele.Ogletree@baker-taylor.com](mailto:Michele.Ogletree@baker-taylor.com)

908-541-7344

## **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.

Larisa Elt, Director, BTPS POD

[lelt@btpsubservices.com](mailto:lelt@btpsubservices.com)

419-651-9993

## **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](http://www.puballey.com). Contact your buyer for information on subscribing or contact:

Lisa Parker, Mgr, Publisher Alley

[lparker@ybp.com](mailto:lparker@ybp.com)

800-258-3774 x8958

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

## **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](mailto:Robin.Bright@baker-taylor.com)

908-541-7425