

Evans Cha. 6

1. Types of discounts include:
  - A. Net – no discount – textbooks, STM, titles of limited appeal.
  - B. Short – 20% - limited appeal but with more potential.
  - C. Trade – 30-60% - high demand or high risk popular titles.
  - D. Vendor – 40-50% - high volume.
  
2. Questions to ask vendors include:
  - A. What do you stock?
  - B. What don't you stock?
  - C. What are your specialties?
  - D. Will your system work with the library's ILS?
  
3. Seven factors to consider include:
  - A. What the vendor commonly carries.
  - B. Technical capabilities.
  - C. Order fulfillment.
  - D. Financial condition.
  - E. Range of service.
  - F. Contract.
  
4. I am aware I will lose points for this, but I decline to answer this question, on principle. **You will not lose points for it because I happen to understand your view point and do not disagree with it. However, the question is a fair one, as it does asks what the vendors expect...not whether or not they are realistic expectations or not.**
  
5. The factors to consider when evaluating a vendor are pretty much the same as when selecting a vendor, most significantly order fulfillment, technical support, and customer service.
  
6. Book scouts are individuals who search out OP books. Neighborhood stores sell to a few loyal customers rather than walk-in customers. Specialized dealers issue catalogs and search in their specialty. General dealers have a substantial store and large and varied stock. Mixed in and out of print stores are often independent bookstores trying to survive by diversifying. Academic vendors sometimes also offer OP titles. Rare book dealers specialize in rare books.
  
7. The factors taken into account when pricing OP books include, cost, interest in the title, how many copies exist and are available, condition, special features, and other dealers' prices.