



BAKER & TAYLOR
the future delivered

Vendor Key Contact List

www.baker-taylor.com

1-800-775-1800

Establishing a 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:

btitles@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 815-802-2479 (tel)

Accounts Payable

704-998-3100 (tel)

Contact the Accounts Payable representative associated with the letter of the alphabet that corresponds to your company name. Use the extension number as the last four digits of the direct dial telephone number.

A Carmela Salerno, X3431

carmela.salerno@baker-taylor.com

B John Branch, X3143

john.branch@baker-taylor.com

C Jacqueline Robinson-James, X3125

jacqueline.robinson-james@baker-taylor.com

D Lorri Vickery, X3280

lorri.vickery@baker-taylor.com

E Bianca Greene, X3362

bianca.greene@baker-taylor.com

F John Branch, X3143

john.branch@baker-taylor.com

G Mindy Boyd, X3121

mindy.boyd@baker-taylor.com

H Alnetha West, X3346

alnetha.west@baker-taylor.com

Accounts Payable – cont.

704-998-3100 (ph)

I Elizabeth Burton, X3162
elizabeth.burton@baker-taylor.com

J Nathasha Johnson, X3180
nathasha.johnson@baker-taylor.com

K Toska Owens, X3153
toska.owens@baker-taylor.com

L Anthony Hooker, X3179
anthony.hooker@baker-taylor.com

M Kori Mastromichalis, X3265
kori.mastromichalis@baker-taylor.com

N Jacqueline Robinson-James, X3125
jacqueline.robinson-james@baker-taylor.com

O Barbara Christian, X3124
barbara.christian@baker-taylor.com

P Lashonda Jeter, X3145
lashonda.jeter@baker-taylor.com

Q Natasha Johnson, X3180
natasha.johnson@baker-taylor.com

R Jacqueline Robinson-James, X3125
jacqueline.robinson-james@baker-taylor.com

S Toska Owens, X3153
toska.owens@baker-taylor.com

T Kori Mastromichalis, X3265
kori.mastromichalis@baker-taylor.com

U Lorri Vickery, X3280
lorri.vickery@baker-taylor.com

V Lashonda Jeter, X3145
lashonda.jeter@baker-taylor.com

W Sherri Johnson, X3127
sherri.johnson@baker-taylor.com

X-Y-Z Carmela Salerno, X3431
carmela.salerno@baker-taylor.com

Buyer

Contact information listed on Baker & Taylor purchase orders.

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>

For Publishers

Russ Abrams	Russ.Abrams@baker-taylor.com	908-541-7427
Brenda Larson	Brenda.Larson@baker-taylor.com	908-541-7447
Patty Szeplaki	Patty.Szeplaki@baker-taylor.com	908-541-7431
Ilyssa Wesche	Ilyssa.Wesche@baker-taylor.com	908-541-7480

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

Indirect Co-Op:

Linda Sinisi Linda.Sinisi@baker-taylor.com 908- 541-7476

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

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

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.

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

Annette Bahmer (Graphic Novels, Religion, & Spanish titles)
Annette.Bahmer@baker-taylor.com 908-541-7411

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

Entertainment

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

Mark Galeo, Product Manager-Entertainment

Mark.Galeo@baker-taylor.com 908-541-7501

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 – TextStream

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.

Kenneth Degnan, Director, POD Production Operations

Kenneth.Degnan@baker-taylor.com 908 541-7601

Publisher Alley

Publisher Alley is an online tool for in-depth tracking and analysis of your book sales through Baker & Taylor, YBP Library Services and Baker & Taylor, Campus Retail Solutions. It allows you to confirm your titles are listed correctly on B&T's database, monitor your inventories, as well as to prepare efficient and effective front list buy recommendation for your B&T buyers. An online demonstration is available by clicking the "Features Demonstration" box at www.puballey.com. Contact your buyer for information on subscribing or contact:

Victor Ta, Sales & Operations Mgr, Publisher Alley

Victor.Ta@baker-taylor.com 908-541-7457

Lisa Parker, Customer Service Mgr, Publisher Alley

Lisa.Parker@baker-taylor.com 800-258-3774 x3305

Dan Kervick, Reporting & Training Mgr, Publisher Alley

Dan.Kervick@baker-taylor.com 800-258-3774 x3283

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.

Linda Gagnon, SVP, Publisher Digital Services & Business Development

Linda.Gagnon@baker-taylor.com 800-258-3774 x3163

Michael Green, Director, e-Content Development

Michael.Green@baker-taylor.com 212-628-9850

Michelle Lewy, Director, Digital Media Services – Trade Publishers

Michelle.Lewy@baker-taylor.com 203-880-4295

Joe Schick, Director, Digital Media Services – International Publishers

Joe.Schick@baker-taylor.com 603-748-5572

Susie Stroud, Director, Major Accounts & Academic Publishers

Susie.Stroud@baker-taylor.com 603-369-2931

Dawn Johnson, Manager, Inside Sales

Dawn.Johnson@baker-taylor.com
800-258-3774 x3338

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.

Queta Fernández, Manager National Accounts

Queta.Fernandez@baker-taylor.com 908-541-7610