



Key Contact List and Responsibilities

See *also* www.baker-taylor.com

Phone: 1-800-775-1800

The Basics

Task	Description	Details
Establish a Publisher Account	Contact Publisher Relations.	pubsvc@baker-taylor.com
Supply New Title Information	<i>For electronic new title information only (Excel or tab-delimited files). Please no PDF catalogs, ABIs, or backlist title info.</i>	newtitles@baker-taylor.com
Set up an FTP Account	Load cover images.	coverimages@baker-taylor.com
Change Title Information	Update title, subtitle, author, publication date, binding, BISAC codes.	datafix@baker-taylor.com (30 records or more)
Change List Prices	Update from purchase order confirmation report, or discrepancies on a purchase order.	pc@baker-taylor.com (815) 802-2479
Questions?	For information on title submissions, assistance in using new title submission form, or to request a new title template.	btitles@baker-taylor.com

Contact Listing: Alphabetical by Department

Department	Description	Details
Accounts Payable	Payment of publisher invoices.	(704) 998-3100
<i>Select the representative associated with the first letter of your company name. Use the extension number as the last four digits of the direct dial telephone number: (704) 998-3100.</i>	A Kimberly Strait, x3143 kimberly.strait@baker-taylor.com	B Carmela Salerno, x3431 carmela.salerno@baker-taylor.com
	C Cynthia Key, x3418 cynthia.key@baker-taylor.com	D Lashonda Jeter, x3145 lashonda.jeter@baker-taylor.com
	E Valeria Allen, x3420 valeria.allen@baker-taylor.com	F Carmela Salerno, x3431 carmela.salerno@baker-taylor.com
	G Alnetha West, x3346 alnetha.west@baker-taylor.com	H Alnetha West, x3346 alnetha.west@baker-taylor.com
		<i>(continued on next page)</i>

Select the representative associated with the first letter of your company name. Use the extension number as the last four digits of the direct dial telephone number: (704) 998-3100.

I Kori Funderburk, x3265
kori.funderburk@baker-taylor.com
K Toska Owens, x3153
toska.owens@baker-taylor.com
M Kori Funderburk, x3265
kori.funderburk@baker-taylor.com
O Sherri Johnson, x3127
sherri.johnson@baker-taylor.com
Q Cynthia Key, x3418
cynthia.key@baker-taylor.com
S Toska Owens, x3153
toska.owens@baker-taylor.com
U Cynthia Key, x3418
cynthia.key@baker-taylor.com
W Sherri Johnson, x3127
sherri.johnson@baker-taylor.com

J Kimberly Strait, x3143
kimberly.strait@baker-taylor.com
L Valeria Allen, x3420
valeria.allen@baker-taylor.com
N Jolanda Hermanus, x3159
jolanda.hermanus@baker-taylor.com
P Lashonda Jeter, x3145
lashonda.jeter@baker-taylor.com
R Jolanda Hermanus, x3159
jolanda.hermanus@baker-taylor.com
T Kori Funderburk, x3265
kori.funderburk@baker-taylor.com
V Carmela Salerno, x3431
carmela.salerno@baker-taylor.com
X-Y-Z Kimberly Strait, x3143
kimberly.strait@baker-taylor.com

Buyer Issues purchase orders to publishers. See B&T purchase order or category buyer listing.

Children's and Teen Services (CATS) Covers all 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 and Market Development Baker & Taylor has numerous advertising vehicles to reach many market channels, including Library, Academic, Retail, International, and School. Qualified advertising specialists, listed at right, can assist in making the appropriate selection to effectively target your core demographic. View our Advertising Guide at <http://www.alleytalk.com>

For Indirect Co-Op, contact Kerry Porter: 908-541-7476,
kerry.porter@baker-taylor.com.

Russ Abrams
russ.abrams@baker-taylor.com
 908-541-7427

Susan M. Brown
susan.brown@baker-taylor.com
 908-541-7480

Brenda Larson
brenda.larson@baker-taylor.com
 908-541-7447

Patty Szeplaki
patty.szeplaki@baker-taylor.com
 908-541-7431

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

Continuations Services(CS) A standing-order program for libraries who wish to obtain series titles as they are available. Publisher reps should ensure accuracy of product information for titles in the series. Updates should be provided at least 3 months prior to publication. Large vendors should meet 1-2 times per year with the appropriate

Rob Daniels, Continuations Services
robert.daniels@baker-taylor.com
 (908) 541-7289

CS researcher to supply master listings of series and discuss advertising.

Collection Management

When appropriate, publisher reps should meet regularly to review lead titles for the library market. Relevant catalogs and ARCs should be sent to a collection management representative.

Martin Warzala, *Director of Collection Management*
martin.warzala@baker-taylor.com
(908) 541-7043

EDI (Electronic Data Interchange)

All vendors are expected to be compliant with ordering and acknowledgment, invoicing, and ASN (Advanced Shipping Notice).

For EDI testing guidelines, visit www.baker-taylor.com/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, *Adult and Children's Titles*
pamela.day@baker-taylor.com
(908) 541-7415

Katherine Dilena, *Graphic Novel, Religion, and Spanish Titles*
katherine.dilena@baker-taylor.com
(908) 541-7411

Charles Pizar, *Audio, House & Home, Cooking, Crafts, Regional, and Travel Titles*
charles.pizar@baker-taylor.com
(908) 541-7414

Enhanced Publisher Reporting

A wide variety of sales reporting is available to publishers. Most is fee-based and can be purchased with or without a subscription to Publisher Alley. Publisher Alley subscribers receive a discount on paid reporting.

For custom reporting from Publisher Alley, contact *Marin Foster*, Sales Manager, at marin.foster@baker-taylor.com (908-541-7392).

For information on Type I, II, or III reports, contact *Orlando Diaz* at orlando.diaz@baker-taylor.com (908-541-7197).

Entertainment

Responsible for the buying and distribution of visual and music product.

Len Cosimano, *SVP of Merchandising (Entertainment)*
len.cosimano@baker-taylor.com
(908) 541-7512

ONIX (Online Information Exchange)

ONIX is an international standard for representing and communicating book industry product information in electronic form. For further information, visit www.bisg.org.

Eleanor Fanicase, *Director, Database Management*
eleanor.fanicase@baker-taylor.com
(908) 541-7320

Print-on-Demand / Text Stream

Extend the life of your backlist titles with B&T's print-on-demand services, available for a wide variety of cover options and trim sizes.

Larry Bennett, *VP, Digital Print Media*
larry.bennett@baker-taylor.com
(908) 541-7035

Robert Bedford, *Manager, Digital Print Media*
robert.bedford@baker-taylor.com
(908) 541-7437

Publisher Alley

Pub Alley is an online tool for in-depth analysis of book sales through B&T, YBP Library Services, and Majors Education Solutions. An online demonstration is available by clicking the Features Demonstration box at www.puballey.com.

Marin Foster, *Publisher Alley Sales Manager*
marin.foster@baker-taylor.com
(908) 541-7392

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 and Business Development*
lgagnon@ybp.com
800-258-3774, x3163

Michael Green, *Director, e-Content Development*
mgreen@ybp.com
212-628-9850

Dawn Johnson, *Manager, Inside Sales*
dawn.johnson@baker-taylor.com
800-258-3774, x3338

Michelle Lewy, *Director, Digital Media Services (Trade Publishers)*
michelle.lewy@baker-taylor.com
203-880-4295

Rachel Dicker, *Director, Digital Media Services (Academic Publishers)*
rachel.dicker@baker-taylor.com
917-596-7940

Joe Schick, *Director, Digital Media Services (International Publishers)*
joe.schick@baker-taylor.com
603-748-5572

David Hetherington, *Director, Digital Media Services (Textbook Specialist)*
david.hetherington@baker-taylor.com
908-458-5928

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 and Special Collections (School and Academic Markets)*
queta.fernandez@baker-taylor.com
908-541-7610

Laura Bejarano, *Spanish Language Sales Specialist (Public Libraries)*
laura.bejarano@baker-taylor.com
908-541-7299