

Multi-copy Buys of Walt Brinker's Book: "Roadside Survival: Low-Tech Solutions to Automobile Breakdowns"

First, some background.

I am the publisher. The book is printed by two primary sources: Ingram, and Amazon's subcontractor, CreateSpace. Books from these sources are identical in content with very slight differences in interior design and have different ISBNs. Quality is identical. The book I gave you was printed by CreateSpace; if you would like to compare them side-by side, I can send you a copy printed by Ingram. Initially, I worked with CreateSpace; when I discovered that brick and mortar stores would not buy from CreateSpace (which has no return policy for unsold books), I developed a relationship with more retailer-friendly Ingram, which has no return policy, but will sell to retailers at a 55% discount.

ISBN of book from Ingram is 9781630685898

ISBN of book from CreateSpace is 9781493786817

Retail price for both versions in hard copy: \$14.95. It's also available in Kindle and Nook, retail for about \$5.99. Links to purchase retail:

- Amazon (Provides the CreateSpace version): <http://www.amazon.com/Roadside-Survival-Solutions-Automobile-Breakdowns/dp/1493786814>

- Barnes & Noble (Provides CreateSpace version): <http://www.barnesandnoble.com/w/roadside-survival-walt-brinker/1118953075?ean=9781493786817>

The best deal for multiple-copy buys is to order through me. I can have books "drop-shipped" anywhere. The normal way (with no return policy): 1) Purchaser tells me how many to send to whom; 2) I invoice purchaser; 3) purchaser sends me a check; 4) I place the order (or orders), and 5) either CreateSpace or Ingram (purchaser's choice) sends orders directly to whomever is designated.

Per-copy pricing is based on Size of Order and Source

From CreateSpace:

1-25: \$11

26-50: \$9.50

51-75: \$8.50

76-100: \$7.50

101-150: \$7

151+: \$6.50

Plus shipping/copy (depends on size of order):

20 books: \$.65

30 books: \$.60

40 books: \$.46
50 books: \$.46
100 books: \$.43
200 books: \$.42
300 books: \$.41

From Ingram (my print cost is higher):

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NOTE: Each Ingram Order/Shipment also includes a \$2.00 Charge for "Handling" (\$5 for 50 and more)

I would need to charge NC sales tax for sales in NC; otherwise, no sales tax.

Hope this helps! Please let me know where you want to go on this. **My recommendation: Go with drop ship from CreateSpace. Contact me directly at: walt_brinker@hotmail.com**

In case you want to order multiple copies from Ingram as a retailer, here is how to set up an account:
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- Push button: Get Started
- Fill out General Questions (select "I would like to purchase content from Ingram")
- Type of Business: Choose either Retail Store, or On-line Retailer
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If you have questions of Ingram, you may call Ingram Book Company directly at 1-800-937-8200.

Sincerely,

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