

## **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, Kindle Direct Publishing (KDP) - which replaced CreateSpace in late 2018 (on paper, anyhow). 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 KDP or 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 KDP 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 (in some cases, school districts instead first send a PO); 4) I place the order (or orders); 5) either Amazon or Ingram (purchaser's choice) sends orders directly to whomever is designated; and 6) Districts which used PO send me a check upon delivery of books.

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

### **From KDP:**

1-20: \$11

21-40: \$10

41-60: \$9.50

61-80: \$9

81-100: \$8.50

101-120: \$8

121-150: \$7.50

151+: \$7

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

20 books: \$.65

30 books: \$.60

40 books: \$.57

50 books: \$.46

100 books: \$.43

200 books: \$.42

300 books: \$.41

NOTE: I must charge NC sales tax for sales in NC; otherwise, Amazon charges me a very modest sales tax on my wholesale purchase (this varies by state where books are sent), which I will pass on to buyers.

**From Ingram (my print cost is higher):**

1-20: \$13

21-40: \$11

41-60: \$10.50

61-80: \$10

81-100: \$9.50

101-120: \$9

121-150: \$8.50

151+: \$8

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

20 books: \$.80

30 books: \$.60

40 books: \$.48

50 books: \$.42

100 books: \$.42

200 books: \$.42

300 books: \$.38

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

Hope this helps! Please let me know where you want to go on this. **My recommendation: Go with drop ship from KDP. 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:

Go to this address: <http://www.ingramcontent.com/>

- 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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