

Baker & Taylor's Acquisition of Blackwell North America *– Publishers' Frequently Asked Questions –*

1. What's happening in this deal?

Baker & Taylor Inc. has acquired the Blackwell Book Services' North America (BNA) and Australia-based James Bennett businesses. Baker & Taylor's YBP Library Services will manage these businesses, and thus offer academic libraries the largest and most in-depth supply of scholarly materials in the world.

Also as part of the agreement, Blackwell U.K. acquired Baker & Taylor's Lindsay and Croft business in the U.K.

YBP Library Services and Blackwell Ltd have entered into a reciprocal supply agreement under which Blackwell Ltd will supply U.K.-published academic books to YBP Library Services and YBP Library Services will supply U.S.-published academic books to Blackwell Ltd.

2. What are the key benefits to publishers?

Publishers can expect to benefit in a variety of ways – reduction in supply chain costs, integrated accounts payable, inventory and operating efficiencies, enhanced marketing tools and a broader client list. Publishers will also have better insight into market trends and library buying patterns in both physical and digital formats.

3. How are open or future purchase orders affected?

Existing Blackwell purchase orders scheduled to deliver by January 29, 2010 will remain unchanged and should ship to Blackwell's New Jersey facility, as previously directed.

Existing Blackwell purchase orders scheduled to ship after January 29, 2010 will be canceled and reissued as Baker & Taylor purchase orders and directed to our Momence, Ill. facility.

4. Where will future purchase orders come from?

Purchase orders will be written from Blackwell until the week of January 18, 2009. After that, all purchase orders will be generated by Baker & Taylor. If you have questions or concerns about any order generated at Blackwell or Baker & Taylor, please contact Allen Johnson at 908-541-7443 or allen.johnson@baker-taylor.com.

5. How does this acquisition affect accounts payable?

During the transition, a fully functional accounts payable department will be maintained within the Blackwell organization and will continue to handle all current and future Blackwell invoicing and payables. As purchase orders transition to Baker & Taylor, so will open and future accounts payable.

6. Will Baker & Taylor hold meetings with publishers during the business transition?

Absolutely. Within 60 days of the agreement, Nelson Roman, Baker & Taylor Divisional Merchandising Director, will schedule one-on-one meetings with publishers. Nelson can be reached at nelson.roman@baker-taylor.com or 908-541-7517. These meetings will address transition issues, including supply chain and financial business terms. We absolutely want to speak with you about the business relationship you had with Blackwell and how we can continue to be your valuable partner.

7. What about outstanding payables from Blackwell?

This will be addressed during our one-on-one publisher meetings.

8. Who at Baker & Taylor/YBP Library Services will be responsible for buying decisions and functions?

Buying decisions will be generated by the buying staff at YBP Library Services. If you have further questions for our YBP Library Services staff, please feel free to contact Nat Bruning at 603-746-3102 ext. 3304.

9. How will this affect libraries in relation to their collection management tools?

Libraries formerly served by BNA will migrate to Baker & Taylor/YBP Library Services systems and tools over the next few months. We expect a swift and smooth transition.

10. What if I am a supplier to Blackwell and not a supplier to Baker & Taylor?

First of all, we hope that you will choose to do business with Baker & Taylor. We would welcome the chance to discuss with you how we can serve your company.

We want to come to terms as quickly as possible with any publisher who is currently doing business with BNA but not Baker & Taylor, so that we can protect both publishers' and clients' sales and profits. All interested publishers should contact Nelson Roman, Divisional Merchandise Director, Baker & Taylor, at 908-541-7517 or nelson.roman@baker-taylor.com.

11. Who will my contact be at Baker & Taylor/YBP Library Services?

Your key contact in buying at Baker & Taylor is Nelson Roman. Please contact Nelson at 908-541-7517 or nelson.roman@baker-taylor.com.

Your key contact at YBP Library Services is Nat Bruning. Please contact Nat at 603-746-3102, ext. 3304 or nbruning@ybp.com.

Feel free to contact us with any merchandising questions, concerns or opportunities.

12. How will marketing and advertising be handled for Blackwell?

Marketing and advertising will be handled by Baker & Taylor's and YBP Library Services' ad sales groups in coordination with our merchandising groups. Your key contact in ad



sales is Leslie Chinaea. Please contact Leslie at 908-541-7374 or leslie.chinea@baker-taylor.com.

13. Could you provide a list of contacts for various functions?

Yes. Please contact the following people as needed.

Merchandising:

Nelson Roman, Divisional Merchandise Director, 908-541-7517, nelson.roman@baker-taylor.com

Barbara Witt, Merchandise Manager, 908-541-7497, barbara.witt@baker-taylor.com

Inventory and Purchase Orders:

Allen Johnson, Director of Planning & Allocation, 908-541-7443, allen.johnson@baker-taylor.com

Accounts Payable:

Tim Seitz, Director of Accounts Payable, 704-998-3103, tim.seitz@baker-taylor.com

Operations/Logistics:

Vilma Payne, Director of Operations, 815-802-2331, vilma.payne@baker-taylor.com

Traffic:

Jeri Iliff, Domestic Transportation Manager, 815-802-2209, jeri.iliff@baker-taylor.com

Data Management:

Eleanor Fanicase, Director of Data Management, 908-541-7320, Eleanor.fanicase@baker-taylor.com

Advertising Sales:

Leslie Chinaea, Manager, Advertising Sales, 908-541-7374, leslie.chinea@baker-taylor.com

Digital Management Services:

Linda Gagnon, SVP Digital Media Services, 603-496-9063, linda.gagnon@baker-taylor.com

Publisher Alley:

Jamie Carter, Publisher Alley Operations Manager, 603-746-3102, ext. 3287, jcarter@ybp.com