

It's your ESG...

**...but how should  
you spend it?**





So many books...

**...only so  
much money.**

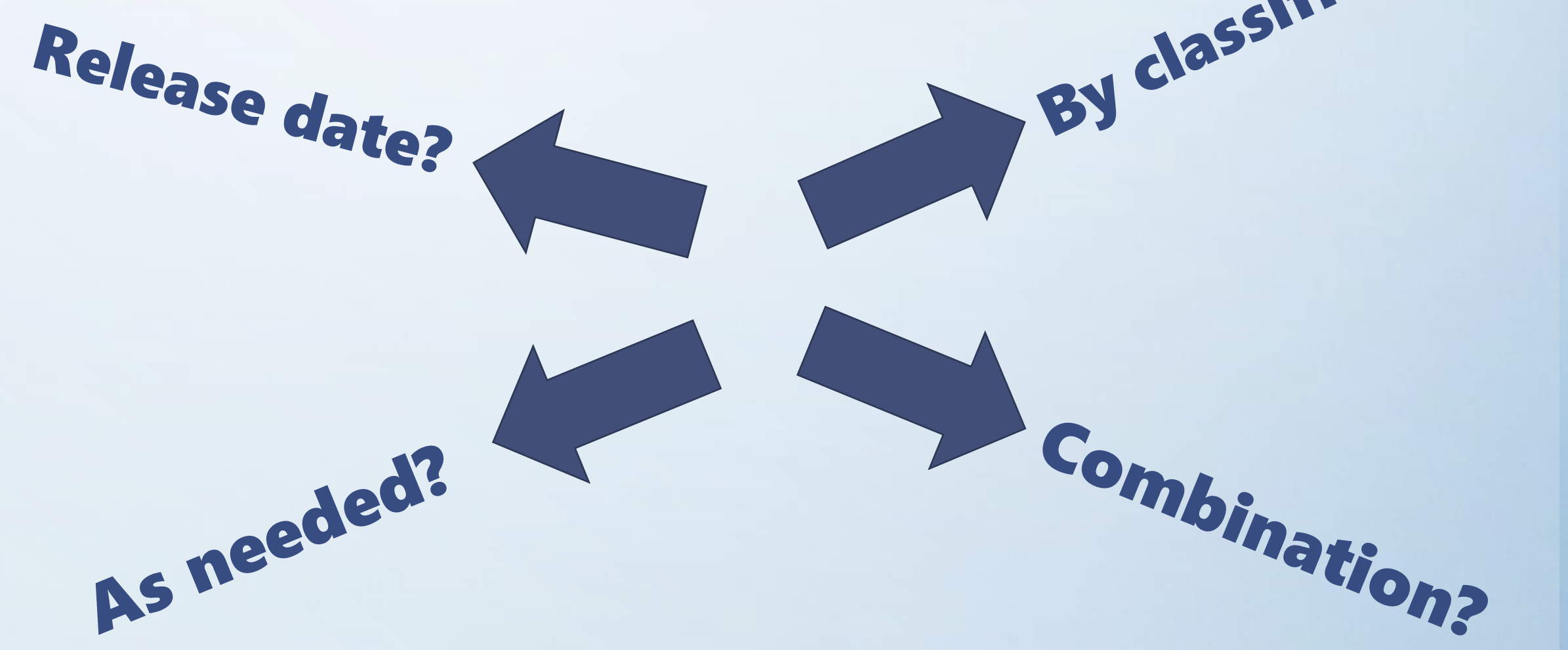
# WORKFLOW CONSIDERATIONS...

- **One-third of purchase orders in 2019 occurred during the last quarter.**
- **Large carts are cumbersome for Verso and staff.**

# WHEN TO ORDER?

- **Submit all carts early in year?**
- **Wait until later?**
- **Periodically (not during summer?)**

# CREATING YOUR CART



# CREATING YOUR CART...

- **Release date?**
  - **New releases “on time”**
  - **Steady workflow**
  - **Mix cart for all age groups...**
    - ...or one for kids and one for adults?**

# CREATING YOUR CART...

## **By Collection Classification**

- **YA – Jan, July**
- **JP/JF – Feb, Aug**
- **AF – Mar, Sep**
- **ANF – Apr, Oct**
- **LTP – May, Nov**
- **JE/JNF – Jun, Dec**



# CREATING YOUR CART...

## **As Needed or Time Allows**

- **Limited resources & time**
- **Wait for bestseller list**
- **Programming needs**
- **Patron requests**



# ALLOCATING YOUR SPENDING

ESG	Spend Quarterly	Quantity
1,250	312.50	18
3,000	750.00	44
5,500	1,375	80

***Be sure to include S&H and/or processing fees in your plan!***

**Assumes \$17 per item**  
(cost of new-release hardback)

ESG	Spend Monthly	Quantity
1,250	104.00	6
3,000	250.00	14
5,500	458.33	26

**I know what I need,  
but how do I do it?**

**Plan for what works  
for you & your library...**

**... but maintain a steady  
flow of new materials.**

# Where you might begin...

The screenshot shows the titlesource360 website. At the top, the logo "titlesource360" is displayed with the tagline "your library services from Baker & Taylor". Below the logo is a search bar with the text "Search by ISBN/UPC/Keywords" and links for "Advanced Search" and "Saved Searches". A navigation bar includes links for "HOME", "BROWSE", "CARTS", "CUSTOMER SUPPORT", "MY B&T", "ADMIN", and "STANDING ORDERS". A sidebar on the left lists "B&T PUBLICATIONS" and "B&T LISTS". The main content area features a large banner for "FROM HarperCollins Publishers" with various book covers, including "Keto in an Instant", "ZORA NEALE HURSTON", "STRAIGHT LICK WITH A CROOKED STICK", "DEAD TO HER", "BRAD TAYLOR HUNTER KILLER", and "TIM DORSEY NAKED CAME THE FLORIDA MAN". Below the banner are logos for "RANDOM HOUSE", "Penguin", and "HarperCollins". At the bottom, there are links for "NEW RELEASE CALENDAR" and "MORE PROMOTIONS", and a section titled "LOVE IS IN THE AIR" with book covers for "ROBYN CARB", "JAYNE", and "CHIEF".

The screenshot shows a grid of B&T Publications. The grid is organized into three columns and six rows. Each publication is represented by a colored square icon with a letter or acronym, followed by the publication name and a brief description. The publications are:

- At Home** (AH): Home and Garden Books
- Business Now** (BN): Best new books on Business and Economics
- CATS Series** (CS): Continuing Series for Children's and Teens Services
- Dispatches** (D): The Best Collection of Military History, Biographies, and Memoirs
- Forecast** (FC): The Best Hardcover and Paperback Books
- Graphic Novels** (GN): The Best in Fiction and Nonfiction
- Growing Minds** (GM): Upcoming Children's and Teen Media
- Humanitas** (H): The Best Collection of Performing Arts, Literature, Philosophy, Law, Politics.
- International Trade Zone** (IT): Adult titles of interest to the international market
- La Vida Español** (LV): Baker & Taylor's resource catalog for Spanish and bilingual materials.
- Love Notes** (LN): Love Notes features an array of vibrant and memorable romantic titles.
- Marquee** (MQ): The Best New and Catalog Movies
- Navigator** (N): Continuities and Essential Reference Books
- Scope** (SC): Science, Technical, Medical, and Academic Resources
- Spirit** (S): Religious & Inspirational Titles
- Spotlight** (SL): The Best in New and Catalog Music
- STEAM Ahead** (SA): Supporting New Educational Standards
- Travel** (T): Travel Guides and Resource Books

Two publications, **Forecast** (FC) and **Growing Minds** (GM), are circled in red.

# Upcoming books...



HOME | BROWSE | CARTS | CUSTOMER SUPPORT | MY B&T | ADMIN | STANDING ORDERS | SYSTEM NOTIFICATIONS 1 | MY ALERTS

BROWSE > NEW RELEASE CALENDAR

### New Release Calendar

☒ Books ☐ Movies ☐ Music ☐ All

Street Date

< February 2020 >

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29

[View title list for complete month](#)

### Featured Books

<p><b>The Museum of Desire</b> Kellerman, Jonathan</p>	<p><b>A Divided Loyalty</b> Todd, Charles</p>	<p><b>Perfect Little Children</b> Hannah, Sophie</p>	<p><b>Golden in Death</b> Robb, J. D.</p>	<p><b>The Authenticity Project</b> Pooley, Clare</p>
<p><b>Five Little Bunnies</b> Dean, James</p>	<p><b>Here in the Real World</b> Pennypacker, Sara</p>	<p><b>Crooked River</b> Preston, Douglas</p>	<p><b>Last Day</b> Rice, Luanne</p>	<p><b>Brother &amp; Sister</b> Keaton, Diane</p>

**Strict On-Sale**



# If you're looking for themes ...

titlesource360  
your library services from Baker & Taylor

Help & Training | MPLKS | Logout

Search by ISBN/UPC/Keywords  Advanced Search | Saved Searches  1-31-20 MPL Adult Fiction... 1 Items 1 Qty (\$15.65)

HOME BROWSE CARTS CUSTOMER SUPPORT MY B&T ADMIN STANDING ORDERS SYSTEM NOTIFICATIONS 1 MY ALERTS

**"ABI DARÉ IS A BOLD NEW STORYTELLER."**  
—IMBOLO MBUE, author of *Behold the Dreamers*

**THE GIRL WITH THE LOUDING VOICE**  
A Novel  
ABI DARÉ

**"A POWERFUL DEBUT about fighting for our dreams."**  
—POPSUGAR

LEARN MORE

RANDOM HOUSE Penguin HarperCollins

Click here for Baker & Taylor Spring 2020 Trends NEW RELEASE CALENDAR MORE PROMOTIONS

LOVE IS IN THE AIR

ROBYN CARR  
THE COUNTRY GUESTHOUSE  
Carr, Robyn  
\$26.99  
(Est. Net: \$15.65)

LINDA LAEL MILLER  
Country Strong  
Miller, Linda Lael  
\$27.99  
(Est. Net: \$16.23)

JAYNE ANN KRENTZ  
THE VANISHING  
Krentz, Jayne Ann  
\$27.00  
(Est. Net: \$15.66)

LOVE HER OR LOSE HER  
Bailey, Tessa  
\$27.99  
(Est. Net: \$16.23)

CHRISTINE FEEHAN  
VENDETTA ROAD  
Feehan, Christine  
\$7.99  
Net: \$4.79

VIEW DETAILS

Author in Chief: The Untold Story of Our Presidents and the Books They Wrote  
Will be featured on NPR Morning Edition on February 11

VIEW DETAILS

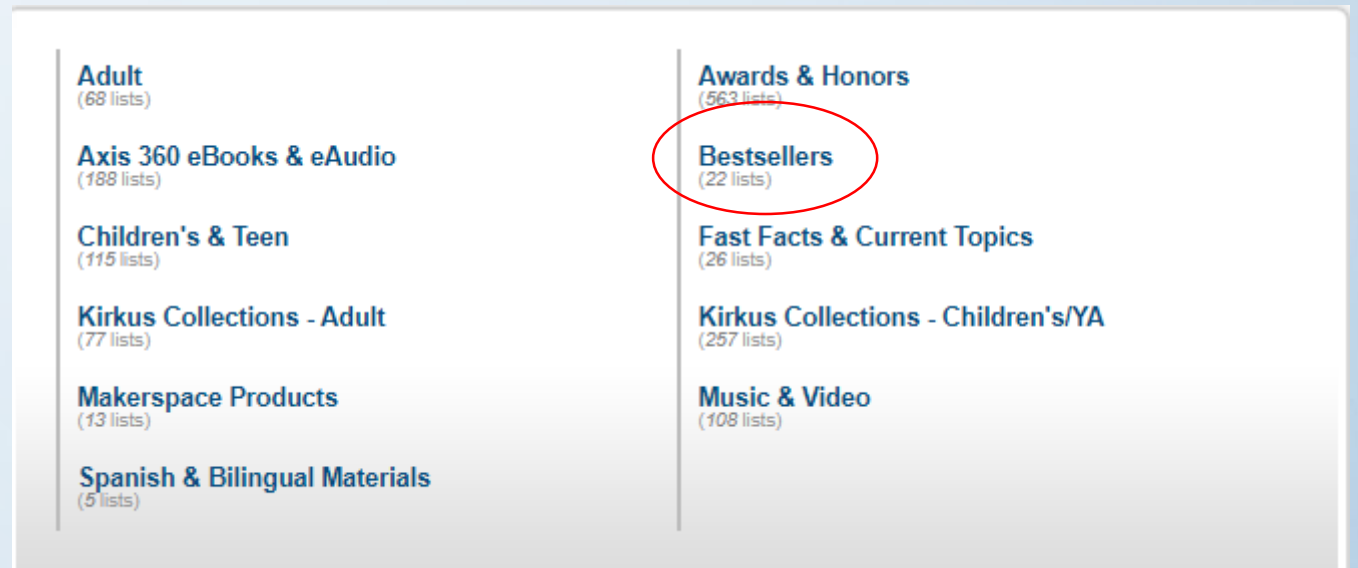
Kirkus Collections for Your Community. Diversity lists available for Children's/YA and Adults.

KIRKUS COLLECTIONS

Inspiring people to explore, create and learn new skills. Shop the Products.

MAKERSPACE PRODUCTS

# Looking for bestsellers...



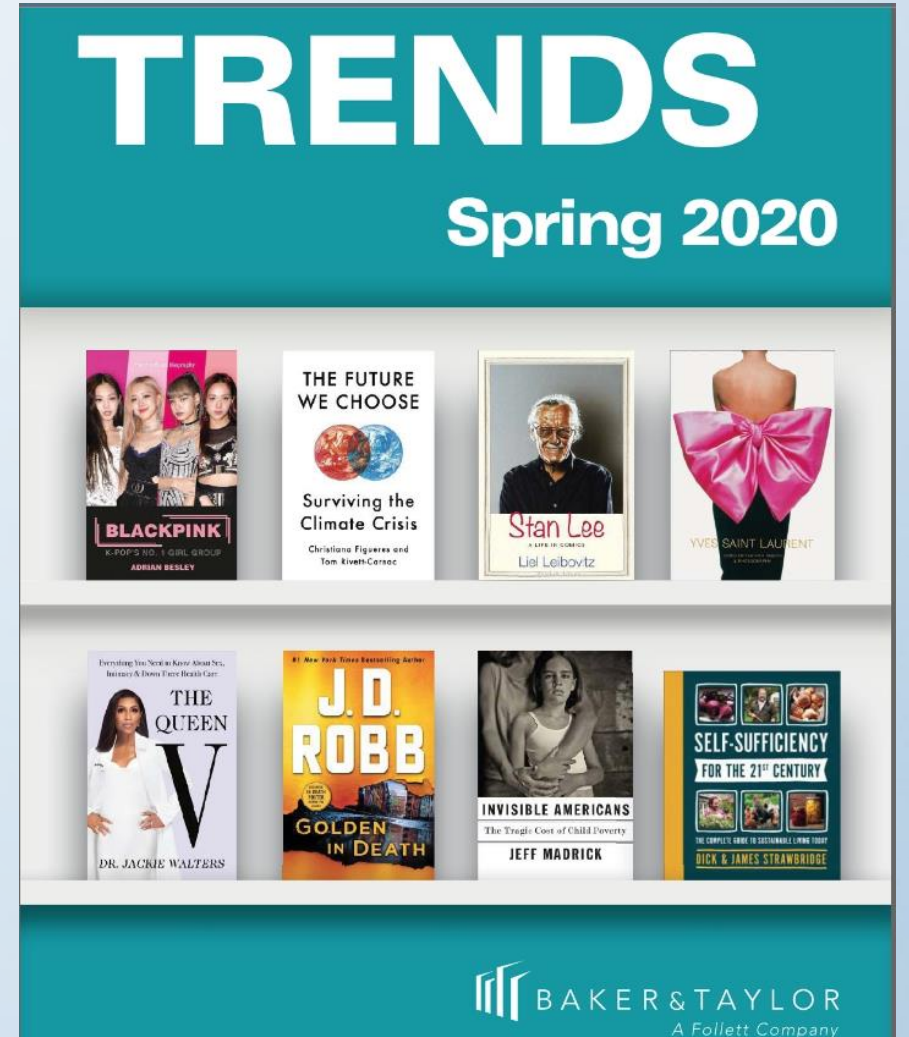
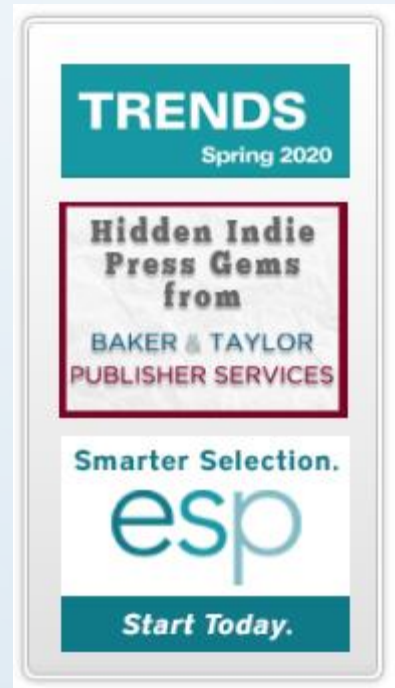
# Book club favorites...

The screenshot shows the Baker & Taylor website. At the top is a navigation bar with links: HOME, BROWSE, CARTS, CUSTOMER SUPPORT, MY B&T, ADMIN, and STANDING ORDERS. Below BROWSE is a dropdown menu with the following options: B&T PUBLICATIONS, B&T LISTS, PROMOTIONS (highlighted in orange), NEW RELEASE CALENDAR, BISAC BROWSING, MOVIE GENRE BROWSING, MUSIC GENRE BROWSING, and STANDING ORDER SERVICES. Below the menu is a promotional banner for Emily Beyda's book, with the text "ON SALE MARCH 3" and the Penguin logo. At the bottom of the banner are logos for RANDOM HOUSE and Penguin, and a link to "Click here for Baker & Taylor Spring 2020 Trends".

The screenshot shows the LibraryReads website. At the top is a navigation bar with links: HOME, BROWSE, CARTS, CUSTOMER SUPPORT, MY B&T, ADMIN, and STANDING ORDERS. Below BROWSE is a dropdown menu with the following options: BROWSE > FEATURES & PROMOTIONS, BROWSE > NEW RELEASES, BROWSE > AUDIOBOOKS, BROWSE > EBOOKS, BROWSE > MOVIES, BROWSE > MUSIC, BROWSE > STANDARDS, BROWSE > TOPICS, BROWSE > AUTHORS, BROWSE > SERIES, BROWSE > GENRES, BROWSE > LANGUAGES, BROWSE > COUNTRIES, BROWSE > PUBLISHERS, BROWSE > FORMATS, BROWSE > SUBJECTS, BROWSE > TOPICS, BROWSE > AUTHORS, BROWSE > SERIES, BROWSE > GENRES, BROWSE > LANGUAGES, BROWSE > COUNTRIES, BROWSE > PUBLISHERS, BROWSE > FORMATS, BROWSE > SUBJECTS. Below the navigation bar is a section titled "Features & Promotions". It includes a "LibraryReads - Current Selections" section with book covers for "SPLendid and the VILE" by Erik Larson, "THE OTHER MRS." by Mary Karr, "MERCY HOUSE" by Alan Wilson, and "THE AUTHENTICITY PROJECT" by Clare Pooley. To the right of these covers is a link to "Click here for February's titles". Below this is a "Moody Publishing Catalog Promo" section with a "LEARN MORE" button. To the right of that is an "Abrams December Promo" section with a "LEARN MORE" button. To the right of that is a "Chronicle January Promotion" section with a "LEARN MORE" button. Below these is a "Blackstone January Promo" section with a "LEARN MORE" button. To the right of that is a "Parkstone International New Years Promo" section with a "LEARN MORE" button. At the bottom right is a "Save 25% on select Parkstone eBooks" section with a "LEARN MORE" button.



B+T recommends...



# Special titles...

## BEACH READING Buyer — Suzie Brown

Whether you're looking for a book to read on the beach or a book about the beach, these fiction titles will fill all of your Summertime reading desires!



**One Perfect Summer.** Novak, Brenda  
 ► When Serenity Alston swooned her cheek for Zander, the last thing she expected was to discover two half sisters she didn't know existed, so the three women gather at Serenity's family cabin in Lake Tahoe to dig into the mystery together.  
 ► Mira Books. 04/07/2020. Hardcover.  
 ISBN 9780778310037 ..... \$27.99  
 ISBN 9781488054544 ..... \$15.99



**Big Summer.** Weiner, Jennifer  
 ► The #1 New York Times bestselling author of 16 books delivers yet another summer read perfect for postcard perusal.  
 ► Atria Books. 05/19/2020. Hardcover.  
 ISBN 9781501133510 ..... \$28.00  
 ISBN 9781501133534 ..... \$9.99



**Feels Like Falling.** Harvey, Kristy Woodson  
 ► In her warmest, wittiest and wisest novel yet, the bestselling author of the Peachtree Bluff series delivers a discerning portrait of modern womanhood through two vastly different lenses, set along the North Carolina coast.  
 ► Gallery Books. 04/28/2020. Paper.  
 ISBN 9781982117702 ..... \$16.00  
 ISBN 9781982117719 ..... \$47.99



**The Summer Deal.** Shalvis, Jill  
 ► When scared and scared Brynn Turner runs into long-time friend Jeremy Kinsey Davis's lifelong best friend, Eli, renewing a childhood crush, he gets her to agree to a summer-time deal to trust him to do right by her, and she never dreams it'll result in finding a half-sister, love and a future — if she can only learn to let go of the past.  
 ► William Morrow. 06/02/2020. Hardcover.  
 ISBN 9780063007116 ..... \$27.99  
 ISBN 9780062897824 ..... \$16.99



**Hello, Summer.** Andrews, Mary Kay  
 ► When her fancy news position at a New York City newspaper dries up overnight, Corley Hawkins ends up back at her family's small-town newspaper which isn't exactly every reporter's dream, but when she witnesses a car accident that ends in the death of a local politician — a beloved war hero with a secret shady history — his death may not be exactly what it seems.  
 ► St. Martin's Press. 05/05/2020. Hardcover.  
 ISBN 9781250256928 ..... \$28.99  
 ISBN 9781250256998 ..... \$30.00



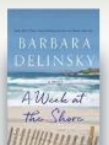
**28 Summers.** Hilderbrand, Elin  
 ► Once a year, Alice and Tom have met on Nantucket to reconcile the passionate love affair they began 28 years earlier, but this is the summer that could change everything.  
 ► Little, Brown & Co. 06/16/2020. Hardcover.  
 ISBN 9780316420044 ..... \$28.00  
 ISBN 9780316540247 ..... \$65.00



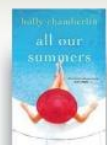
**Summer Longing.** Brenner, Jamie  
 ► When a baby is left on the doorstep of a beach house on Cape Cod, an unlikely group of women come together to save the little girl, and end up saving themselves.  
 ► Little, Brown & Co. 05/05/2020. Hardcover.  
 ISBN 9780316476850 ..... \$28.00  
 ISBN 9780316476836 ..... \$14.99



**Summer on the Bluffs.** Hostin, Sunny  
 ► Every summer, Esperanza "Perry" Soto, a beautiful and talented Afro-Latina lawyer, escapes the hectic heat of New York City for the gorgeous weather, cool water and stunning view of Oak Bluffs, but this summer the beach house will be filled with family secrets and life-changing revelations.  
 ► William Morrow. 06/16/2020. Hardcover.  
 ISBN 9780062994172 ..... \$28.99  
 ISBN 9780062994196 ..... \$28.99



**A Week at the Shore.** Delinsky, Barbara  
 ► In just seven watershed days on the Rhode Island coast, three women will test the bonds of sisterhood, friendship and family, and discover the role that love and memory plays in defining their lives.  
 ► St. Martin's Press. 05/19/2020. Hardcover.  
 ISBN 9781250119513 ..... \$27.99  
 ISBN 9781250119506 ..... \$30.00



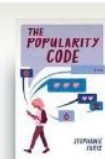
**All Our Summers.** Chamberlin, Holly  
 ► Forty-five years after leaving Yorkville, Maine, interior designer Carol Acener returns to the nineteenth-century family home on the rocky Maine coast, but her sister Bonnie is the one who kept the homestead in order and tended to their dying mother, and she expects the house to be hers.  
 ► Kensington Pub. 06/30/2020. Paper.  
 ISBN 9781496719225 ..... \$15.95  
 ISBN 9781496719232 ..... \$15.95

## BULLYING & PEER PRESSURE Buyer - Ray Paszkiewicz

Bullying can occur at any age and, unfortunately, is relatable on some level, to a lot of kids. These books all tackle the issue with sensitivity and universal appeal. *We Are the Wildcats* by Vivian Siobhan (YA) and *Things Seen From Above* by Shelley Pearsall (middle grade) are the standouts of this important topic in children's literature. Bullying and peer pressure at any age is just wrong.



**We Are the Wildcats.** Siobhan, Vivian  
 ► After enduring a week of punishing tryouts and making the cut for the girls' varsity field hockey team, new players must participate in a night of questionable bonding traditions and loyalty tests, orchestrated by the most senior girls on the squad and performed with the implicit permission of their seemingly all-American young male coach.  
 ► Simon & Schuster. 03/31/2020. Hardcover. Grade 10+.  
 ISBN 9781534439900 ..... \$16.99  
 ISBN 9781534439924 ..... \$43.99



**The Popularity Code.** Farris, Stephanie  
 ► When a new website called "SlamBook" targets her school's popular kids, Faith Taylor gets sucked in and begins writing negative comments about students she thinks felt negative comments about her — making it so easy to be mean behind the anonymity of her laptop.  
 ► Simon & Schuster. 04/28/2020. Hardcover. Grade 4 - 6.  
 ISBN 9781534446520 ..... \$16.99  
 ISBN 9781534445215 ..... \$31.99



**Don't Read the Comments (#nowhoices).** Smith, Eric  
 ► An elite gamer who uses her rising star status to secure sponsorships to help her struggling family and a fellow player who resists his mom's ambitions for his future find their virtual worlds and blossoming romance challenged by gaming trolls and malicious doing. 30,000 first printing.  
 ► Inkay Press. 01/28/2020. Hardcover. Grade 10+.  
 ISBN 9781335016027 ..... \$18.99  
 ISBN 9781488056567 ..... \$16.99



**Itch.** Faruhat, Polly  
 ► Oh a sixth-grader Isaac "Itch" Fitch strives to fit in, but everything seems to be going wrong, even before a school lunch trade sends his best friend, Sydney, to the hospital.  
 ► Holiday House. 02/04/2020. Hardcover. Grade 3 - 4.  
 ISBN 9780823445523 ..... \$17.99  
 ISBN 9780823446346 ..... \$53.97



**The New David Espinoza.** Aceves, Fred  
 ► Obsessed with the idea that he is not muscular enough and tired of being bullied, David, age 17, begins using steroids, endangering his relationships with family and friends.  
 ► HarperTeen. 02/11/2020. Hardcover. Grade 10+.  
 ISBN 9780062489883 ..... \$17.99  
 ISBN 9780062489920 ..... \$17.99



**Things Seen From Above.** Pearsall, Shelley  
 ► A tale told from alternating viewpoints in text and illustrations follows the experiences of a sixth grader who supervises fourth-grade recess to avoid bullying, before observing another student on the fences who makes birds-eye drawings in the playground dirt.  
 ► Knopf. 02/04/2020. Hardcover. Grade 4 - 6.  
 ISBN 9781524717391 ..... \$16.99  
 ISBN 9781524717414 ..... \$35.00



**Don't Ask Me Where I'm From.** De Leon, Jennifer  
 ► Liana Cruz does what it takes to fit in at her new nearly all-white school, but when family secrets come out and racism at school gets worse than ever, she must decide what she believes in and take a stand.  
 ► Atheneum Bks. 05/05/2020. Hardcover. Grade 10+.  
 ISBN 9781534438248 ..... \$18.99  
 ISBN 9781534438262 ..... \$43.99



# HAPPY SHOPPING!!

