



PRODUCTS & SERVICES PRICING

Effective July 1, 2013

TITLE SET-UP FEES | All Markets (US, UK, EU, AU) charged in US Dollars by Lightning Source, Inc.

| Format | Price | Notes |
|--|---------|--|
| <p>Combined Print and E-book Title Set-up: Upload of metadata and print and eBook formats of the same title submitted at the same time into the publisher's IngramSpark account.</p> <p><i>This is the best title set-up value.</i></p> | \$49.00 | This "Combined Print and E-book Title Set-up" fee shall only apply when one print format (for example, hardcover or paperback) and one electronic format (Epub) of the same title are submitted at the same time. This is considered a single "set up instance". The setup fee is charged at the time both sets of the metadata and files are uploaded and validated within the IngramSpark website. Files must meet the specifications outlined in the <i>IngramSpark File Creation Guide</i> found on the publisher's dashboard on the "HELP" tab. |
| Print Only Title Set-up | \$49.00 | Set-up of a print file format of a title. If a different print format of the same title is added at a later date, it will be considered a new set-up instance and is charged an additional print set-up fee. |
| eBook Only | \$25.00 | Set-up of the eBook file of a title performed separately from the set up instance for a print file. This will be considered a distinct set up instance. |

Refund of Title Set-Up Fee: A credit in the amount of \$49 shall be applied as a credit to your account when a "Drop Ship" print order of 50 or more units is shipped, provided this order is shipped within 60 days of the title first being validated by LSI. The print order must be of a single title shipped to one address.

ADDITIONAL FEES | All Markets (US, UK, EU, AU) charged in US Dollars by Lightning Source, Inc.

| Charge Description | Price | Notes |
|--|---------|---|
| <p>Market Access Fee*</p> <p>This fee provides access to Ingram's print and E-Book distribution channels. Charged annually per title setup instance.</p> | \$12.00 | This fee is charged at the time the metadata and files are first uploaded and validated within the IngramSpark website for EACH title set up instance. Thereafter, the market access fee is charged each subsequent twelve month period as determined by the anniversary date of EACH title set-up instance and the LS accounting month |
| <p>Revisions to Completed Titles</p> <p>This fee is charged when the publisher wishes to upload revised digital files for their print and e-Book titles</p> | \$25.00 | Revision Fee is \$25 per book part or \$25 per file upload; this fee also applies when publisher changes their cover lamination choice on completed titles. |

*Example #1--A publisher sets up a print and e-book title at the same time by uploading metadata and digital files for both formats. This would be a single title set up instance and the publisher would be charged the \$49 title set-up + \$12 market access fee.

Example #2--A publisher only sets up an e-book file format for a title. The publisher is charged \$25 title set-up fee + \$12 market access fee.

Example #3--A publisher sets up a print-only file for a title and is charged \$49 for title-set-up + \$12 market access fee. A week later the publisher sets up the ebook file for the the same title. The publisher would then be charged \$25 for title set-up and \$12 for the market access fee.

Thereafter, the publisher would be charged the market access fee for two title set up instances during each 12 month period - \$12 for the print version and \$12 for the ebook version.

US PRINT PRICING | Manufactured in a US print facility and charged in US Dollars by Lightning Source, Inc.

US--Black & White Interior *with Color Cover*

To determine the unit cost use this formula: **cost/unit + (cost/page x # pages)**

Drop Ship Orders: Orders placed by you, the publisher, and shipped directly to your warehouse, distributor or customer. You place orders from your dashboard within the IngramSpark website. Publisher pays the Print Pricing, handling (\$1.50/order) and the cost of shipping.

Single Title Volume Discount: automatically applies when placing an order through the IngramSpark website of a single title in the following quantities: 1-99 units--10%; 100-249 units--15%; 250-499 units--25%; 500-999 units--35%; 1,000-1,499 units--40%; 1,500-1,999 units--45%; 2000+ units--50%

Channel Orders: When retailers and wholesalers order your book from us, we print and ship the order directly to them at a trade discount of 55% of the list price as provided by you at time of order is received. The compensation you receive on these orders is as follows: (List Price less trade discount of 55%) - Channel Order Pricing. On these orders, you do not pay shipping.

| Order Handling Fee <i>Applies on "Drop Ship"orders only</i> | \$1.50/order | Per ship to address & per ship method | | | |
|--|-----------------|--|-----------|-----------------------------|-----------|
| Shipping Fee <i>Applies on "Drop Ship"orders only</i> | Published rates | Publisher selects at time of placing order | | | |
| Book Type/Trim Size (in) White/Crème paper choice on some but not all trim sizes Choice of gloss or matte cover finish | Page Count | Drop Ship Order Print Pricing | | Channel Order Print Pricing | |
| | | Cost/Unit | Cost/Page | Cost/Unit | Cost/Page |
| Small Paperback 5x7, 5x8, 5.250x8, 5.5x8.5, 6x9, 5.83x8.27, 6.14x9.21, 6.69x9.61, 7.5x9.25, 7.44x9.69 | 18-46 | \$1.56 | n/a | \$1.48 | n/a |
| | 48-106 | \$2.52 | n/a | \$2.30 | n/a |
| | 108+ | \$0.90 | \$0.015 | \$0.90 | \$0.013 |
| Large Paperback 7x10, 8x10, 8.25x11, 8.268x11.693 (A4), 8.5x11 | 18-46 | \$2.18 | n/a | \$2.09 | n/a |
| | 48-106 | \$3.46 | n/a | \$3.24 | n/a |
| | 108+ | \$1.30 | \$0.020 | \$1.30 | \$0.018 |
| Small Hardcover, case/cloth w/o jacket 5x8, 5.5x8.5, 6x9, 6.14x9.21, 6.69x9.61 | 18+ | \$6.00 | \$0.015 | \$6.00 | \$0.013 |
| Small Hardcover, case with Jacket 5.5x8.5, 6x9, 6.14x9.21 | 18+ | \$7.55 | \$0.015 | \$7.55 | \$0.013 |
| Large Hardcover, case w/o jacket 7x10, 8.5x11 | 18+ | \$6.00 | \$0.020 | \$6.00 | \$0.018 |

US--Standard Color Interior *with Color Cover*

Compare Print Costs

Pricing below is the same for both **Drop Ship** and **Channel Orders**.

Single Title Volume Discount: automatically applies when placing an order through the IngramSpark website of a single title in the following quantities::

1-99 units--10%; 100-249 units--15%; 250-499 units--20%; 500-999 units--25%; 1,000-1,499 units--30%; 1500-1,999 units--35%; 2000+--40%

Compare what it costs to print the same book in different formats. Also, please use our interactive print calculators located on your dashboard by clicking "My Tools."

| Book Type/Trim Size (in) Paper is 50lb White Choice of gloss or matte cover finish | Page Count | Cost/Unit | Cost/Page | Black and White Interior <i>Small Paperback</i> | |
|---|------------|-----------|-----------|--|--------|
| Small Paperback 5x7, 5x8, 5.06x7.81, 5.250x8, 5.5x8.5, 5.83x8.27, 6x9, 6.14x9.21, 6.69x9.61, 7.5x9.25, 7.44x9.69, 8.5x8.5 | 18-46 | \$2.00 | n/a | \$0.90 per unit: | \$0.90 |
| | 48+ | \$0.90 | \$0.025 | 200 pages x \$0.015 | \$3.00 |

| | | | | | |
|---|-------|--------|---------|---|---------------|
| Large Paperback 7x10, 8x10, 8.25x11, 8.268x11.693 (A4), 8.5x11 | 18-46 | \$2.50 | n/a | Total per unit: | \$3.90 |
| | 48+ | \$1.30 | \$0.030 | Black and White Interior <i>Large Paperback</i> | |
| Small Hardcover, case laminate w/o Jacket 5x8, 5.5x8.5, 6x9, 6.14x9.21, 6.69x9.61 | 18+ | \$6.00 | \$0.025 | \$1.30 per unit: | \$1.30 |
| Small Hardcover with or w/o jacket 5.5x8.5, 6x9, 6.14x9.21 | 18+ | \$7.55 | \$0.025 | 200 pages x \$0.02 | \$4.00 |
| Large Hardcover, case laminate 7x10, 8x10, 8.5x11 | 18+ | \$6.00 | \$0.030 | Total per unit: | \$5.30 |

US--Premium Color Interior *with Color Cover*

Standard Color Interior
Small Paperback

Pricing below is the same for both **Drop Ship** and **Channel Orders**.

Single Title Volume Discount: automatically applies when placing an order through the IngramSpark website of a single title in the following quantities: 1-99 units--10%; 100-249 units--15%; 250-499 units--20%; 500-999 units--25%; 1,000-1,499 units--30%; 1,500+--35%

\$0.90 per unit:

\$0.90

Book Type/Trim Size (in)

Paper choice is 70lb White
Choice of gloss or matte cover finish

Page Count

Cost/Unit

Cost/Page

200 pages x \$0.025

\$5.00

Small Paperback

5.5 x 8.5

4-16

\$2.00

n/a

Total per unit:

\$5.90

20-900

\$1.00

\$0.050

Premium Color Interior
Small Paperback

Medium Paperback

6x9, 6.14x 9.21, 8.5x8.5

4-16

\$2.50

n/a

20-900

\$1.00

\$0.090

\$1.00 per unit:

\$1.00

Large Paperback

7x10, 8x10, 8.5x11

4-16

\$2.50

n/a

20-900

\$1.50

\$0.100

200 pages x \$0.05

\$10.00

Small Hardcover

5.5x8.5

24-840

\$6.00

\$0.050

Small Hardcover w/Jacket

5.5x8.5

24-840

\$7.55

\$0.050

Total per unit:

\$11.00

Medium Hardcover

6x9, 6.14x9.21

24-840

\$6.00

\$0.090

Medium Hardcover w/Jacket

6x9, 6.14x9.21

24-840

\$7.55

\$0.090

Large Hardcover

7x10, 8x10, 8.5x11

24-840

\$6.00

\$0.100

www.ingramspark.com

UK and EU PRINT PRICING | manufactured by LSI-UK and charged in GBP and EURO prices below shown exclusive of VAT

UK and EU--Black & White Interior *with Color Cover*

To determine the unit cost use this formula: **cost/unit + (cost/page x # pages)**

Pricing below is the same for both **Drop Ship** and **Channel Orders**.

Single Title Volume Discount: automatically applies when placing an order through the IngramSpark website of a single title in the following quantities:: 1-99 units--10%; 100-249 units--15%; 250-499 units--25%; 500-999 units--35%; 1,000-1,499 units--40%; 1,500-1,999 units--45%; 2000+ units--50%

| | | |
|--------------------|-------------------------------------|--|
| Order Handling Fee | GBP £1.25/order EURO €1.50/order | Per ship to address & per ship method |
| Shipping Fee | Published rates | Publisher selects at time of placing order |

| Book Type/Trim Size (mm) White/Crème paper choice on some but not all trim sizes Choice of gloss or matte cover finish | Page Count | UK Order Print Pricing | | EURO Order Print Pricing | |
|---|-------------------|-------------------------------|------------------|---------------------------------|------------------|
| | | Cost/Unit | Cost/Page | Cost/Unit | Cost/Page |
| Small Paperback 178x127, 198x129, 203x127, 216x140, 210x148, 229x152, 234x156, 235x191,244x170, 246x189, 203x133 | 18-46 | £1.14 | n/a | € 1.29 | n/a |
| | 48-106 | £1.78 | n/a | € 1.99 | n/a |
| | 108+ | £0.70 | £0.010 | € 0.80 | € 0.011 |
| Large Paperback 280x210, 297x210, 254x178, 254x203, 280x216 | 18-46 | £1.66 | n/a | € 1.90 | n/a |
| | 48-106 | £2.62 | n/a | € 2.99 | n/a |
| | 108+ | £1.00 | £0.015 | € 1.15 | € 0.017 |
| Small Hardcover, case/cloth w/o jacket 203x127, 216x140, 229x152, 234x156, 244x170 | 18+ | £4.00 | £0.010 | € 4.60 | € 0.011 |
| Small Hardcover, case with Jacket 216x140, 229x152, 234x156 | 18+ | £5.00 | £0.010 | € 5.75 | € 0.011 |
| Large Hardcover, case w/o jacket 254x178, 280x216 | 18+ | £4.00 | £0.015 | € 4.60 | € 0.017 |

UK and EU--Standard Colour Interior *with Colour Cover*

Pricing below is the same for both **Drop Ship** and **Channel Orders**.

Single Title Volume Discount: automatically applies when placing an order through the IngramSpark website of a single title in the following quantities::1-99 units--10%; 100-249 units--15%; 250-499 units--20%; 500-999 units--25%; 1,000-1,499 units--30%; 1500-1,999 units--35%; 2000+--40%

| Book Type/Trim Size (mm) White-75gsm/50lb paper used on all book type/trim sizes. Choice of gloss or matte cover finish | Page Count | UK Order Print Pricing | | EURO Order Print Pricing | |
|--|-------------------|-------------------------------|------------------|---------------------------------|------------------|
| | | Cost/Unit | Cost/Page | Cost/Unit | Cost/Page |
| Small Paperback 178x127, 198x129, 203x127, 216x140, 210x148, 229x152, 234x156, 235x191,244x170, 246x189, 203x133, 216x216 | 18-46 | £1.47 | n/a | € 1.64 | n/a |
| | 48+ | £0.70 | £0.017 | € 0.80 | € 0.018 |
| Large Paperback 280x210, 297x210, 254x178, 254x203, 280x216 | 18-46 | £2.04 | n/a | € 2.17 | n/a |
| | 48+ | £1.00 | £0.023 | € 1.15 | € 0.026 |
| Small Hardcover, case laminate w/o Jacket 203x127, 216x140, 229x152, 234x156, 244x170 | 18+ | £4.00 | £0.017 | € 4.60 | € 0.018 |
| Small Hardcover with jacket 216x 140, 229x152, 234x156 | 18+ | £5.00 | £0.017 | € 5.75 | € 0.018 |
| Large Hardcover, case laminate 254x178, 254x203, 280x216 | 18+ | £4.00 | £0.023 | € 4.60 | € 0.026 |

UK and EU--Premium Colour Interior *with Colour Cover*

Pricing below is the same for both **Drop Ship** and **Channel Orders**.
Single Title Volume Discount: automatically applies when placing an order through the IngramSpark website of a single title in the following quantities: 1-99 units--10%; 100-249 units--15%; 250-499 units--20%; 500-999 units--25%; 1,000-1,499 units--30%; 1,500+--35%

| Book Type/Trim Size (mm) White paper (105gsm) choice on all sizes Choice of gloss or matte cover finish | Page Count | UK Order Print Pricing | | EURO Order Print Pricing | |
|--|-------------------|-------------------------------|------------------|---------------------------------|------------------|
| | | Cost/Unit | Cost/Page | Cost/Unit | Cost/Page |
| Small Paperback 216x140 | 4-16 | £1.40 | n/a | € 1.60 | n/a |
| | 20-900 | £0.70 | £0.035 | € 0.80 | € 0.040 |
| Medium Paperback 216x216, 229x152, 234x156 | 4-16 | £1.80 | n/a | € 2.10 | n/a |
| | 20-900 | £0.70 | £0.060 | € 0.80 | € 0.070 |
| Large Paperback 254x178, 254x203, 280x216 | 4-16 | £1.80 | n/a | € 2.10 | n/a |
| | 20-900 | £1.00 | £0.070 | € 1.15 | € 0.080 |
| Small Hardcover 216x140 | 24-840 | £4.00 | £0.035 | € 4.60 | € 0.040 |
| Small Hardcover w/Jacket 216x140 | 24-840 | £5.00 | £0.035 | € 5.75 | € 0.040 |
| Medium Hardcover 229x152, 234x156 | 24-840 | £4.00 | £0.060 | € 4.60 | € 0.070 |
| Medium Hardcover w/Jacket 229x152, 234x156 | 24-840 | £5.00 | £0.060 | € 5.75 | € 0.070 |
| Large Hardcover w/o Jacket 254x178, 254x203, 280x216 | 24-840 | £4.00 | £0.070 | € 4.60 | € 0.080 |

AU Print Pricing | manufactured by LSI-Australia and charged in AUD exclusive of GST

AU--Black & White Interior with Colour Cover

To determine the unit cost use this formula: **cost/unit + (cost/page x # pages)**

Pricing below is the same for both **Drop Ship** and **Channel Orders**.
Single Title Volume Discount: automatically applies when placing an order through the IngramSpark website of a single title in the following quantities: 1-99 units--10%; 100-249 units--15%; 250-499 units--20%; 500-999 units--25%; 1,000-1,499 units--30%; 1,500+ units--35%; 1500+ units--35%

| Order Handling Fee | \$2.00/order | Per ship to address & per ship method | |
|---|-------------------|--|------------------|
| Shipping Fee | Published rates | Publisher selects at time of placing order | |
| Book Type/Trim Size (mm) White/Crème paper choice on some but not all trim sizes Choice of gloss or matte cover finish | Page Count | AU Order Print Pricing | |
| | | Cost/Unit | Cost/Page |
| Small Paperback 178x127, 198x129, 203x127, 216x140, 210x148, 229x152, 234x156, 235x191, 244x170, 246x189, 203x133 | 18-46 | \$2.32 | n/a |
| | 48-106 | \$3.50 | n/a |
| | 108+ | \$1.45 | \$0.019 |
| Large Paperback 280x210, 297x210, 254x178, 254x203, 280x216 | 18-46 | \$3.19 | n/a |
| | 48-106 | \$4.87 | n/a |
| | 108+ | \$1.95 | \$0.027 |
| Small Hardcover, case/cloth w/o jacket 203x127, 216x140, 229x152, 234x156, 244x170 | 18+ | \$7.95 | \$0.019 |
| Small Hardcover, case with or w/o Jacket 216x140, 229x152, 234x156 | 18+ | \$9.95 | \$0.019 |

| | | | |
|---|-----|--------|---------|
| Large Hardcover, case w/o jacket 254x178, 280x216 | 18+ | \$7.95 | \$0.027 |
|---|-----|--------|---------|

AU--Standard Colour Interior with Colour Cover

Pricing below is the same for both **Drop Ship** and **Channel Orders**.

Single Title Volume Discount: automatically applies when placing an order through the IngramSpark website of a single title in the following quantities: 1-99 units--10%; 100-249 units--15%; 250-499 units--20%; 500-999 units--25%; 1,000-1,499 units--30%; 1500+ units--35%;

| Book Type/Trim Size (mm) White/Crème paper choice on some but not all trim sizes Choice of gloss or matte cover finish | Page Count | AU Order Print Pricing | |
|--|-------------------|-------------------------------|------------------|
| | | Cost/Unit | Cost/Page |
| Small Paperback 178x127, 198x129, 203x127, 216x140, 210x148, 229x152, 234x156, 235x191, 244x170, 246x189, 203x133, 216x216 | 18-46 | \$2.91 | n/a |
| | 48+ | \$1.45 | \$0.032 |
| Large Paperback 280x210, 297x210, 254x178, 254x203, 280x216 | 18-46 | \$3.81 | n/a |
| | 48+ | \$1.95 | \$0.041 |
| Small Hardcover, case laminate w/o Jacket 203x127, 216x140, 229x152, 234x156, 244x170 | 18+ | \$7.95 | \$0.032 |
| Small Hardcover with or w/o jacket 216x 140, 229x152, 234x156 | 18+ | \$9.95 | \$0.032 |
| Large Hardcover, case laminate 254x178, 254x203, 280x216 | 18+ | \$7.95 | \$0.041 |

AU--Premium Colour Interior with Colour Cover

Pricing below is the same for both **Drop Ship** and **Channel Orders**.

Single Title Volume Discount: automatically applies when placing an order through the IngramSpark website of a single title in the following quantities: 1-99 units--10%; 100-249 units--15%; 250-499 units--20%; 500-999 units--25%; 1,000-1,499 units--30%; 1,500+--35%

| Book Type/Trim Size (mm) White paper (105gsm) choice on all sizes Choice of gloss or matte cover finish | Page Count | AU Order Print Pricing | |
|--|-------------------|-------------------------------|------------------|
| | | Cost/Unit | Cost/Page |
| Small Paperback 216x140 | 4-16 | \$2.80 | n/a |
| | 20-900 | \$1.40 | \$0.070 |
| Medium Paperback 216x216, 229x152, 234x156 | 4-16 | \$3.80 | n/a |
| | 20-900 | \$1.40 | \$0.120 |
| Large Paperback 254x178, 254x203, 280x216 | 4-16 | \$4.80 | n/a |
| | 20-900 | \$2.00 | \$0.140 |
| Small Hardcover 216x140 | 24-840 | \$7.95 | \$0.070 |
| Small Hardcover w/Jacket 216x140 | 24-840 | \$9.95 | \$0.070 |
| Medium Hardcover 229x152, 234x156 | 24-840 | \$7.95 | \$0.120 |
| Medium Hardcover w/Jacket 229x152, 234x156 | 24-840 | \$9.95 | \$0.120 |

| | | | | |
|--|--------|--------|---------|--|
| Large Hardcover w/o Jacket 254x178, 254x203, 280x216 | 24-840 | \$7.95 | \$0.140 | |
|--|--------|--------|---------|--|