



"For generations, grumbling about the hi

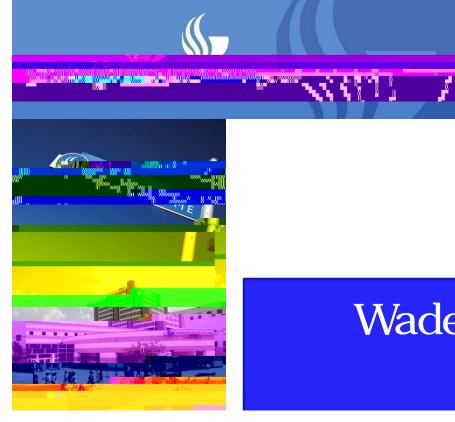


Preface

- Board of Regents has proactively instituted Policy 3.1 in 2005, which calls for..
 - Increasing communication among students, faculty and college bookstores
 - Ensuring bookstores offer best value to students

How the market has responded and institutions and college bookstores are saving money for students...

- O Disclosing textbook price, ISBN, with course schedule expanded marketplace.
- **F**Offering Text book rentals
- **GE Books**



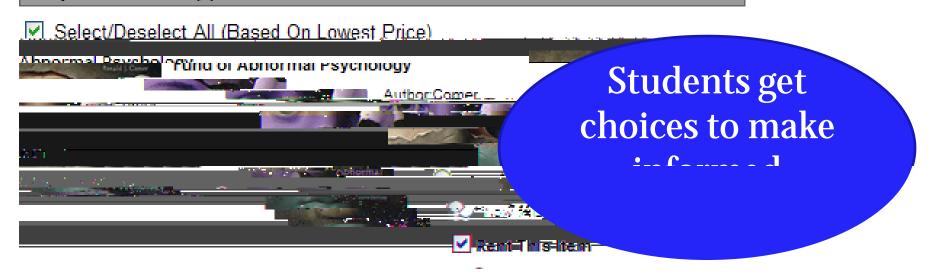
Wade Douglas, E



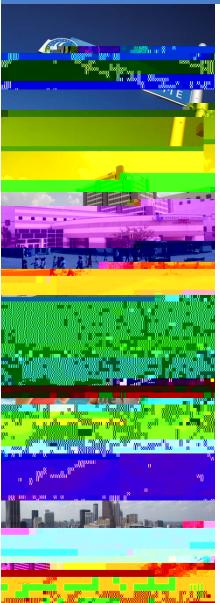
Materials >Select by Course

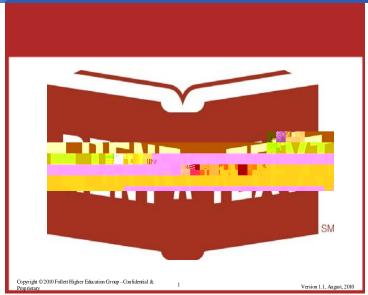
Booklist for: Georgia State University > Georgia State University > All > Spring 2010-11 > Downtown > PSYC > 3140 > 11214

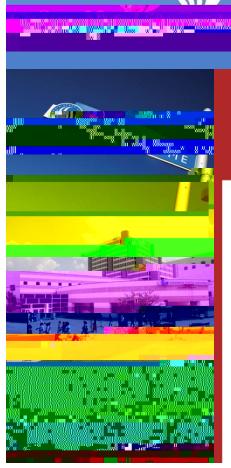
Required Material(s)









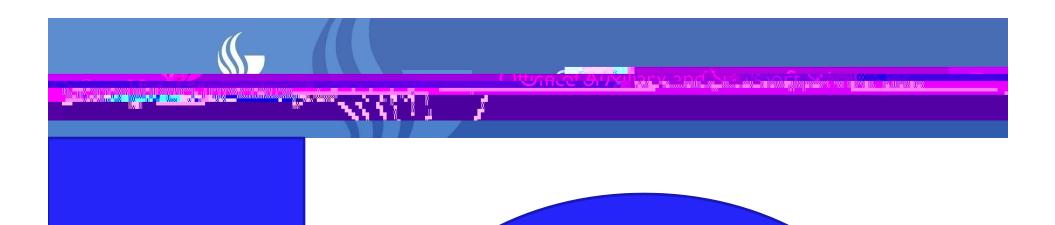


Locally Rentable Title



Candidate Profile

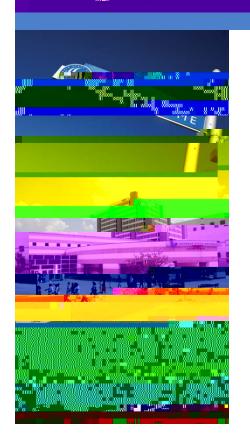
- Four Term Commitment
 - Does not have to be consecutive
- Not a consumable or loose leaf item
- Not at the end of the edition's





22% of students rented textbooks

Almost \$1 Million to



First Year Rental Statistics

| Titles Available for Rent | 952 | 909 | 930.5 |
|---------------------------------------|-----|-----|-------|
| % of Assortment Available for Rent | 32% | 33% | 32.5% |
| Number of Units Rented | | | |



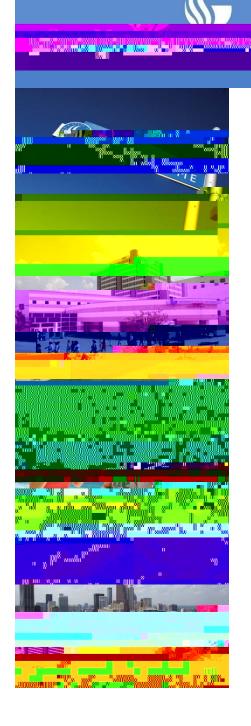
follett.com Leading edge retail technology to better serve your

Another Textbook Option:

E Books

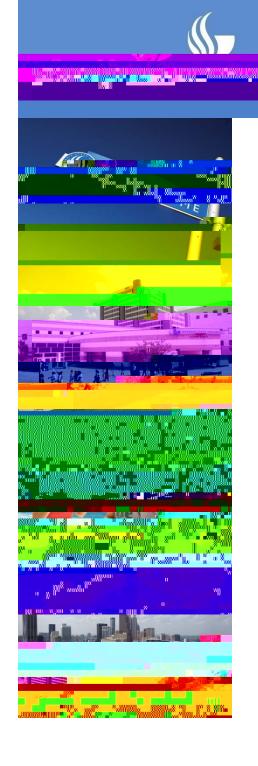
....but not as comfortable using digital textbooks.

FY 2011 sales: 122 units, \$7,690 189% increase over prior year





Short Demo





Low participation due to:

- 1. New product offering
- 2. Students like paper textbooks currently.
- 3. Portability
- 4. Cultural change?

May be the wave of the future...





Summary

• Textbook market is constantly \$\mathbb{T}T14147344625330

A Savvy Student Shopper



Mr. Elliot Mork Senior, Aeronautical Engineering Georgia Institute of Technology

| | | - |
|-------|------|---|
| \$75 | \$0 | |
| \$86 | \$43 | - |
| \$50 | \$0 | |
| \$105 | \$0 | |
| \$75 | \$50 | - |
| \$45 | \$0 | |

