

ICBA Makes a Textbook Example

During the ICBA 2005 Retail Conference and Exposition from February 7-11, 2005, in Las Vegas, Nevada, Independent College Bookstore Association introduced the Textbook Summit. For the first time, publishers and stores came together to have an open dialog and develop action plans.



From a Store's Side

Getting together to discuss textbooks with other stores and representatives of the major publishers in a semi-controlled format was very successful. The buzz that occurred among the participants in their discussion of the issues demonstrated how current the topics were, and how important the textbook remains in our stores. ICBA has again demonstrated its ability to be responsive to the needs of the stores.

As a store member I was able to come up with an idea and pursue the idea to fulfillment. I was encouraged, supported, and given the resources necessary to accomplish putting on a meeting of the minds unlike what had gone before. I appreciate the openness and flexibility of ICBA in support of their members.

I thought the highlight of the day was the very dynamic and interactive small group discussions. Some of the groups refused to stop no matter how we tried to cue them that it was time to move on. The groups represented a variety of views from a number of diverse participants, each adding a unique perspective on their particular topic.

The ICBA Textbook Summit is the beginning of something important. It demonstrates that ICBA is the right place to initiate progressive changes in the textbook departments of our stores and that there is a future for college stores in the models of the future.

I think the Summit demonstrated that:

- ICBA continues to be in the forefront of the college store industry.
- Events like the Summit help show stores who consider joining ICBA, just how valuable ICBA is to all stores.
- The ICBA model of equally sharing the cost with our vendor partners for these types of endeavors really works to ensure everyone is in this together.
- ICBA is willing to put its money and resources on the table—not waiting for a corporate handout.

I have worked with Stacy Waymire, ICBA Executive Director, for years and have always found our collaborations to stretch my talents to the max and pull off yet another event for our members. The Summit continued that collaboration and also added the very talented Stephen Hochheiser, Director of Academic Resellers from Thomson Learning, to the mix. These two people who have passion for their jobs are not afraid to stick their necks out for what they feel is a worthwhile cause. There was constant give and take with no lines ever being drawn in the sand. Only the greater good and improved programming was always the object.

Denis Snyder

Director, Olympic College Bookstore



From a Publisher's Perspective

I consider the ICBA Textbook Summit to have been a groundbreaking event for both the college publishing and store communities. The Independent College Bookstore Association did an excellent job of bringing together the right people, establishing the appropriate structure and creating a constructive atmosphere for the day's conversations.

Both stores and publishers really rose to the occasion by fully participating, offering intelligent opinions and making smart recommendations. The small group facilitators did a great job of focusing the discussions, reporting the results of their groups' work and keeping us on task.

While we accomplished a great deal at the Summit, we all need to make sure that the momentum we built there is not squandered. The attendees came up with specific areas for follow-up. Going forward, we must take advantage of that direction and continue discussions between our industries—for the mutual benefit of both stores and publishers.

Stephen Hochheiser

Director of Academic Resellers, Thomson Learning

We Just Keep Getting Better!

A Message From ICBA Board Chair Carol Nel



Carol Nel
Bookstore Manager
University of Northern
Arizona Bookstore

They say, “What happens in Las Vegas stays in Las Vegas,” but in the case of our ICBA 2005 Retail Conference and Expo, members and vendor partners took a wealth of sharing experiences away with them. The 2005 ICBA Retail Conference and Expo was the biggest, the highest attended, and the best

meeting yet. There were 277 store attendees with 128 companies represented at the trade show.

I thank all who made this Retail Conference and Exposition a commanding success. Thanks to the presenters, the instructors, the facilitators, and a special thanks to our ICBA staff.

Independent College Bookstore Association never just rests on past laurels—we are ever-striving to be better. This year we changed the format of the programs to include PRIMEtime, a new concept to bring our buyers and vendor partners together in 20-minute, face-to-face exchanges. PRIMEtime was in addition to our Advanced Apparel and General Merchandise Institutes. Based on feedback, it was highly successful for stores and vendors.

Marketing has always been a top priority for ICBA. This year, the Marketing Institute delivered a full day of intense classroom curriculum including dynamic speakers and extensive networking through Shared Creativity and the Marketing Gallery.

Because of many pressing issues and the importance of

textbooks to all stores, ICBA, for the first time, introduced the Textbook Summit that brought together publisher representatives and store representatives as keynote speakers. Eighteen smaller, facilitated groups met to discuss the issues and to initiate action plans. Ideas and plans from these groups are being prepared in an overall plan of action that will be presented to our store members and vendor partners in the future.

The Textbook Summit is the first step we, as ICBA, are taking to open the door to an area in our stores that has not yet had high visibility. In most of our stores, textbooks are our main product and the reason for our existence. Textbooks are the product that separates us from being just “retail.”

Although textbooks are a major part of our business and an essential ICBA focus, we need to remember that apparel and general merchandise is still a top priority and, in many cases, what pays our bills and salaries. Apparel and general merchandise will always be a top priority for ICBA, and therefore we embrace our vendor partners as a main reason for the success of ICBA and our stores.

We start this year with stores facing many new challenges because of changing technologies, privatization issues and other student issues. The importance of the ICBA promise, *Together We Are Making Good Stores Better*, becomes even more important. I challenge you to engage in ICBA by strengthening your commitment to our buying programs, using our services and participating in our educational resources.

We have a lot to accomplish this year and I welcome your comments, questions, and suggestions.

“I challenge you to engage in ICBA by strengthening your commitment to our buying programs, using our services and participating in our educational resources.”

PLAN TO ATTEND

2006 ICBA Retail Conference & Exposition

February 15-20, 2006

Disney's Coronado Springs Resort

WALT DISNEY WORLD®, Orlando, Florida

PRIMEtime • Textbook Institute • DISNEY INSTITUTE® • ICBA EXPO 2006

IT'S A FAMILY AFFAIR!

Farewell to Industry Leaders

To read more about what Tommye and Danny have to say, visit "News" at www.ICBAinc.com.

Tommye Miller, VSU Bookstore Director Retires



Tommye Miller retired June 1, 2005, after 29 years in the industry.

"I had been a 'fan' of the original WCBA for years, and was so pleased when the organization evolved into a national entity. I wanted to be part of something like this in spite of living east of the "big muddy river." I like the independent focus of the group and its long history of bringing great vendor programs to members. I think the development of the retail institute has been one of the most significant contributions ICBA has brought to their members. ICBA is a great resource to help independent college stores enhance their competitive advantage in the market."

Danny Bristol, UCCS Bookstore Director Retires



Danny Bristol retired from University of Colorado, Colorado Springs on March 31, 2005, after 26 years.

"First and most important to me is the fact that ICBA has always served institutionally owned stores. And second, because ICBA is owned by its members, members are the ones that benefit most from the programs that ICBA provides. The benefits and savings have always outweighed the cost to join. The savings earned at the trade shows have not only benefited our customers, but have also more than paid for the cost to attend the shows. I have always appreciated the amount of work that has gone into the evaluation process when ICBA is conducting its bid process for vendor product lines."

New Members of the 2005-2006 ICBA Board of Directors



Richard Hayes
Secretary



Jim Kyle



Brenda Pace



Sherry Pollard

ICBA Board of Directors

Chair of the Board

Carol Nel, Bookstore Manager
Northern Arizona University
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Vice-Chair

John Parry, Director
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Treasurer

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Secretary

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ICBA Buying Programs

2005-2006 Program Vendors

Independent College Bookstore Association is committed to providing you with merchandise programs that are unsurpassed in the industry. That is our promise. The ICBA Buying Program provides the basic core commodities, as well as additional products and programs that will enhance your product and service assortment.

All of the vendors that are part of the 2005-2006 ICBA Buying Program are great resources for your store. Use their industry and product knowledge and company resources to develop programs and product assortments that directly benefit your bookstore. All of the listed vendor programs are found on the 2005-2006 ICBA Buying Program CD.

New Vendor Partners

Soft Good Program

Ashworth A golf apparel company leading the trend toward function, fashion and fit for lifestyle clothing.

Attitude 101 A fresh new collection of headwear featuring the best-selling styles and silhouettes by Camp David.

Edden Sportswear Bold, bright, powerful looks that embellish the new, the now, the hip. Features multiple logo placements—embroidered, appliqué and screen-print.

Holloway A leading manufacturer and marketer of unique outerwear and sportswear.

Kid n' Me Infant, toddler and youth apparel designed for today's kids.

Backpack Program

Imagine Enterprises Oversized "Do It All" backpacks.

Kelty A leading supplier of quality backpacks and outdoor gear for more than 50 years.

Ogio Manufacturer of great bags that combine technical features with extreme styling that appeals to the college market.

Targus (D&H Distributing) A leading supplier of mobile computing cases and accessories.

Giftware Program

Canton Outback Leather Goods Producer of fine quality leather products for the college market.

Landmark Publishing The leading resource for artistic renderings of recognizable college and university campus landmarks.

Laser Magic A manufacturer of laser cut acrylic products including license plates, license plate frames, key chains and more.

Magique Golf Manufacturer of custom logo'd golf clubs and accessories.

Supply Program

A. W. Faber-Castell Renowned for its high quality, professional art supplies, writing instruments and accessories.

Apego Manufacturer of the Body Glove line of school and office products and accessories.

Dexterity Technologies Marketer of an ergonomic pen that cradles and conforms to the contours of your fingers. The Ezgrip® was created to restore writing ease and comfort to those with hand and finger problems.

Fisher Safety Distributor of a wide array of safety products including goggles, glasses and Nitrile and latex gloves.

Fiskars Leading manufacturer of scissors and paper trimmers for the home, school and office.

InnoDesk Marketer of hand held, battery operated desk accessories and the Retractable-Tip line of capless and retractable highlighters.

Magna Card Provides magnetic marketing and promotional tools.

Merangue International Supplier of exciting and innovative stationery products for the home and office.

Norcom Manufacturers of school, office and home office products including paper, wirebound notebooks and more.

Paris Business Products Product lines include inkjet, photo and specialty papers. In addition to core paper product lines, Paris offers fashionable polypropylene organizers, folders and binders to store and protect documents and media.

Scripto-Tokai Manufacturer and distributor of writing instruments including stick pens, mechanical pencils, markers and highlighters.

Smead Provider of filing and organizational products.

Program Vendors Continued

Continued Partnerships

In addition to our new partnerships, Independent College Bookstore Association continues to partner with the following companies for the 2005-2006 school year:

Soft Goods: Camp David, Campus One, Champion Custom Products, College House, The Cotton Exchange, Cutter & Buck, Dodger, GEAR For Sports, Gelscrubs, JanSport, Jones & Mitchell, M. J. Soffe, MV Sport, New Agenda, Nu Sport/nu kids, Oarsman, OT Sports, Ouray, Russell Athletic, Storm Duds, The Game, TLC and Vantage Apparel.

Backpacks: Crumpler Bags, JanSport, Trager and Uphill.

Giftware: 4 Point 0, Church Hill Classics, Four Point Products, Framing Success, Leather Etc., Mundi-Westport, Potter Decals, Spirit Products and Tchotchke's.

Supply: Alvin Company, Ampad, Antioch Publishing, Avery Dennison, Comet School Supplies, The Davis Group, Douglas Stewart, El Dorado Trading Group, Esselte, Fashion Seal Uniforms, Flipside Products, Four Point Products, General Pencil, Kleer-Fax, Master Mfg., MeadWestvaco, MonAmi, Riverside Paper, Roaring Spring Paper Products, S. P. Richards, Samsill, Strategic Distribution, Top Flight and Tops.

Tips to get the price you are entitled to

Ask for it. At the beginning of your meeting with ICBA vendor partners, let ICBA vendor partners' sales reps know that you are an ICBA store. This will avoid confusion when it is time to write orders.

Write it down. If you don't see a lot of sales reps, create a rubber stamp indicating that you are an ICBA store. Use it on your purchase orders and communications with all vendors.

For additional information about our vendor partners, please contact:



Marty Duncan
ICBA Program Manager
866-841-ICBA (4222)
MartyDuncan@ICBAinc.com

ICBA Program Updates

Independent College Bookstore Association sends changes, additions, and improvements to our merchandise programs directly to Store Directors and Buyers. During the past few months a number of emails regarding the ICBA merchandise programs have been sent.

Keep us updated...we'll keep you updated. If you have not received these updates and additions, please contact ICBA Administrative Assistant Kathy Griffin at Kathy@ICBAinc.com or 800-888-9222.

School & Office Supply

Fisher Safety Products include safety glasses/goggles and Nitrile and latex gloves. E-mail sent to Supply Buyers on March 23, 2005.

Norcom Reduces prepaid freight minimum from \$1,500 to \$750. Letter sent to stores by Norcom in February 2005.

Soft Goods

Vantage Sportswear Correction: royalty is not included in the price. E-mail sent to Soft Goods Buyers on February 18, 2005.

JanSport Backpacks Correction: Early Bird Pricing is effective 1/1/05-4/1/05. E-mails sent to Buyers on March 23, 2005.

Store Services

Roplast Industries Is selected as a supplier for the 2005-2006 ICBA Merchandise Bag Program. E-mail sent to Store Directors on April 11, 2005 with products/pricing details.

Regal Poly-Pak 2005-2006 Merchandise Bag Program pricing was emailed to Store Directors on April 1, 2005.

Fine Art Supply & Technology Products

The 2005-2006 ICBA Fine Art Supply Program and the 2005-2006 ICBA Technology Products Program will be released to the stores in June 2005. The CD including these two programs, along with the current 2005-2006 ICBA Supply Program, will be mailed to ICBA stores.

A Gallery of Faces From the ICBA 2005 Conference and Exposition

February 7-11, 2005, The Mirage, Las Vegas, Nevada

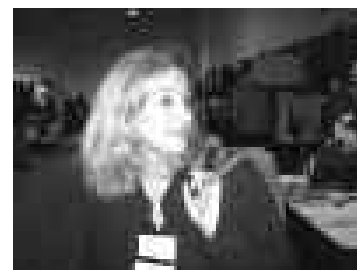


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2006 ICBA Retail Conference & Exposition
 February 15-20, 2006
 Disney's Coronado Springs Resort
 Walt Disney World®, Orlando, Florida

PRIMEtime • Textbook Institute
 Disney Institute® • ICBA EXPO 2006

It's a FAMILY AFFAIR!



Thank you Sharon Cooley for sharing photographs.

Beta Stores Ready for ICBA Web Resources

“The purpose of this arrangement is to create a sustainable competitive advantage for the members of CCRA and ICBA...”

~ CCRA & ICBA Web Resources Contract Intention

In Denver, Colorado, from Friday, April 22 through Sunday, April 24, 2005, Independent College Bookstore Association hosted an ICBA Web Resources Beta Stores Meeting. Sixty-one people from 28 stores came together to get acquainted with ICBA Web Resources and their community of peers. The weekend focused on further defining the available resources, technological processes, implementation, marketing, managing the resources, and overcoming obstacles. Attendees had the opportunity to have questions answered, make suggestions, and meet others in the ICBA Web Resources network.

The ICBA Web Resources is a suite of applications that are designed to provide new operational and business tools for customers, faculty, and store staff. These tools are designed to integrate into campus communities and provide opportunities through a network of institutional stores. The initial focus is on text and general books, with a strong permission and precision marketing component that brings value to all store departments.

ICBA Web Resources is made available to stores through ICBA's mutual relationship with the Canadian Campus Retail Associates (CCRA). In April 2004, ICBA representatives met with members of CCRA and agreed to a venture of joint developments based on the CCRA web technology platform used among Canadian stores. Both ICBA and CCRA exclusively serve institutional stores, are store-driven, and are committed to delivering the highest level of collegiate retailing to their campus communities.

In April 2004, seven stores formed the original ICBA Beta Group to implement and refine the resources for use by ICBA stores. The Board of Directors created the Web Resources Steering Committee to propose plans for implementation and development of these powerful web tools. The members of the committee are Frank Farias, University of Arizona, Mark Frisby, Montana State University, Jim Williams, University of Oregon, Carol Nel, Northern Arizona University, Jeff Zeilenga, University of Missouri, and Stacy Waymire, ICBA Executive Director.

The Beta Group is open to any ICBA member store to join at any time. During the ICBA 2005 Retail Conference and Exposition in February, the Web Resources were demonstrated to attendees with an invitation to join an expanded Beta Group. Later that month, through an email

to member store directors, the invitation was extended to all ICBA member stores.

Each Beta Store is required to sign an agreement and pay a non-refundable fee of \$5,000 which is dedicated exclusively to expenses associated with ICBA Web Resources. By August 1, 2005, all current Beta Stores must also be fully functional with five standard applications:

Bookslueth Compares individual store current and complete term text lists to major online competitor's current price and availability. It also compares text list to all entries in Stock Cop for

used book bargains. Its built-in report writer reports on total number of titles, by publisher, by competitor and availability.

Bookwash Compares the list of a store's non-returnable stock listed in Stock Cop to the current buyback lists of three major used book wholesalers. Produces, in real-time, an itemized list and total buyback value for each wholesaler.

CreditSwap Allows ICBA/CCRA members to exchange return credits with other ICBA/CCRA stores.

SellMyTextbooks A suite of student friendly programs designed to increase the used textbook market on individual campuses. Each component is available to member stores in a customized version running seamlessly on individual store websites. Permission marketing, which features classifieds and online price checks, are fully integrated with the databases of three major U.S. wholesalers.

Who Has It CSV Text & Trade Allows front-line staff to locate alternative sources for “emergency” titles. Displays current price and quantity on-hand at ICBA/CCRA member stores. It also displays current price and availability of the title at major online bookstores.

To read a description of additional ICBA Web Resources tools please visit the News page of the ICBA website found at www.icbainc.com/news.html. Four of the resources are also represented at the following websites:

www.sellmytextbooks.org

www.booksthatmatter.ca

www.textbookpoll.org

www.reviewmytextbooks.org

To learn more about joining the ICBA Web Resources Beta Group, contact:



Stacy Waymire

ICBA Executive Director

800-888-9222

StacyWaymire@ICBAinc.com

A LIVEly 2005 Marketing Gallery

This year's annual ICBA Marketing Gallery was presented in a new dynamic and interactive format that helped participants gain a deeper understanding of the promotion including, but not limited to, such things as the marketing concepts, media outlets, background, process, success and even tips on improving it. Instead of poster presentations as ICBA had done in the past, entries were taken to the big screen using PowerPoint. While each entry was displayed, the entry was described by a representative from that school or by one of the ICBA 2005 Marketing Team members. This format also allowed for note-taking, questions and idea-sharing. Almost 20 entries were displayed and presented. At the end of the session, attendees voted on their favorite entries in the categories of: Best Branding, Best of Gallery, and Most Original, Creative and Innovative.

To see all entries and descriptions, please visit the Market Share at the ICBA website www.ICBAinc.com.

Congratulations to the 2005 Marketing Gallery Live Award Winners:

Best Branding

University of New Mexico Bookstore



Best of Gallery

University of Arizona Bookstores

Most Original, Creative and Innovative

University of Arizona Bookstores



2004 AMPAD Back-To-School Marketing Contest Winners

The results of the ICBA 2004 AMPAD Back-to-School Marketing Contest were announced during the Owner's Meeting at the ICBA 2005 Retail Conference in Las Vegas, Nevada.

Congratulations to the following ICBA 2004 AMPAD Contest winners:

1st Place \$1,000

CU Book Store, University of Colorado at Boulder

2nd Place \$500

University of Denver Bookstore, University of Denver

3rd Place \$250

LBCC Bookstore, Linn-Benton Community College

The 2004 winners showed a depth of creativity in their product displays including dominant product placement, dynamic cross-merchandising, attention-grabbing signage and promotional materials.

Next year you could win

How can you "cash" in on this contest? Just show and tell us how you promoted AMPAD products in your store for Back-to-School 2005 by writing a brief description and submitting pictures of product placement, displays, signage, and additional materials that demonstrate how your store merchandised various AMPAD products during your 2005 Fall Rush.

More details about the ICBA 2005 AMPAD Back-to-School Marketing Contest will be announced later this summer. 2005 winners will be announced during the ICBA 2006 Retail Conference and Exposition at Disney's Coronado Springs Resort in Orlando, Florida.

For more information about the ICBA 2005 AMPAD Back-to-School Marketing Contest, contact Marty Duncan, ICBA Program Manager, at 866-841-4222 (toll-free) or MartyDuncan@ICBAinc.com.

2003-2004 Best Practices and Top Performers Recognized

During the 2005 ICBA Annual Conference held in Las Vegas in February, Bryan Pearce, Chair of the ICBA Operating Survey Committee, and Julie Zommers, both from University Book Store in Seattle, Washington, presented awards to ICBA stores in recognition of their best practices and top performances.

Financial information received from the 64 ICBA stores participating in the 2003-2004 Operating Survey was carefully evaluated in order to identify the Best Practices and Top Performer Award recipients to be recognized at the annual meeting.

Consistent with previous years, stores eligible to receive these awards were those that participated in the Operating Survey in each of the last five years. Unless indicated, the awards recognized top performances over the most recent 5-year period, thus rewarding successful execution of significant, long-term strategic business initiatives.

Congratulations to these college stores for their outstanding performances, best practices and college store industry leadership:

Outstanding Growth in the Ratio of Used Textbooks to Total Textbooks

Iowa State University Book Store
Edmonds Community College Bookstore
University of Denver Bookstore

Rising to the Challenge Award For Strong Growth In Both General Books and Supplies

University of Arizona Bookstores

Excellence in Student Supplies Management

USC Bookstore, University of Southern California

Excellence in Staff Productivity

Chemeketa Community College Bookstore

Excellence in Entrepreneurship

University Co-operative Society, Inc., University of Texas at Austin

Excellence in Financial Reporting

University Bookstore, University of Wyoming
Portland State Bookstore

The MVP Award for Overall Outstanding Performance

University of Oregon Bookstore

The annual survey is just one of the resources ICBA provides to facilitate "Stores Helping Stores Succeed." The ICBA Top Performers and Best Practices Awards are based on the following criteria:

- The store must have participated in the ICBA Annual Operating Survey for each of the past five years.
- The store must achieve top performances demonstrating successful execution of business strategies over the five-year period.

- The actual award categories are determined on a year-to-year basis.
- The awards emphasize the more challenging areas of the college store business.
- The store's performance is influenced more by internal leadership than external factors such as sports team success, reduced competition, etc.

For more information please contact:

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University Book Store, Inc., Seattle, Washington
Chair, ICBA Operating Survey Committee
bdpearce@u.washington.edu or 206-545-4392
Stacy Waymire, ICBA Executive Director
StacyWaymire@ICBAinc.com or 800-888-9222
www.ICBAinc.com



Iowa State University textbook staff: John Wierson, Eryn Shriver, Rita Phillips, Carl Arbuckle, Gary Clark. Iowa State University Book Store was recognized for Outstanding Growth in the Ratio of Used Textbooks to Total Textbooks.

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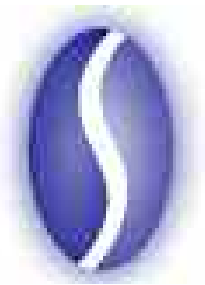
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Siriani Program Update



Savings and Convenience

ICBA members get savings and convenience when shipping with FedEx. Now you can ship packages with FedEx Express® and FedEx Ground® at all FedEx Kinko's Office and Print Center locations in the U.S. This adds 1,100 staffed locations to the FedEx retail network, many which offer access 24/7.

FedEx Express offers time-definite overnight and 2-3 business day delivery services for shipments up to 150lbs. FedEx Ground offers day-definite 1-5 business day delivery service to most addresses within the continental U.S. All shipments are supported by real-time tracking, delivery confirmation and a money-back guarantee. See the FedEx Service Guide for details.

When you join the ICBA Freight Savings Plan, your FedEx account number is linked to your association discount, so you are billed at your ICBA discounted rate. Now you can fill out your shipping labels online, then drop off your documents or small packages at your local FedEx Kinko's and get up to 24 percent discount on selected FedEx Express services. If you take along your manifest and shipping barcode labels, you can get up to 30 percent discount on selected FedEx Ground services.

FedEx Freight® offers reliable, regional and interregional LTL (Less-than-truckload) freight delivery services throughout the continental U.S., backed by a no-fee money-back guarantee. Easy access to online tools at fedex.com makes it easy to rate and track your shipment, schedule pickup requests and more. ICBA members can enjoy a discount up to 64 percent on selected FedEx Freight services with the ICBA Freight Savings Plan.

The Freight Savings Plan also offers up to 64 percent discount on less-than-truckload shipments with Roadway Express and up to 62 percent discount with Central Freight Lines and New Penn Motor Express. Discounts apply to both outbound prepaid and inbound collect shipments.

Enrollment in the program is free, quick and easy. Just call Siriani & Associates at 800 554-0005.

See the applicable FedEx Service Guide for terms and conditions of FedEx service offerings and money-back guarantee programs. FedEx Service marks used by permission. For eligible FedEx services and rates contact your Freight Savings Program Provider, Siriani & Associates.

Thank You to Our 2005 Vendor Sponsors and Contributors!

Independent College Bookstore Association thanks the following vendors who contributed to the success of our 2005 Conference, Summit, Institutes, PRIMETIME and Exposition.

We ask that all ICBA members personally thank these vendors the next time you communicate with them.

AMPAD

Balfour/CB Graduation Announcements

Bedford, Freeman & Worth

Champion Custom Products

Elsevier

Esselte Corporation

Follett Higher Education Group

GEAR for Sports

Houghton Mifflin

JA Majors

JanSport

John Wiley & Sons

MBS Textbook Exchange

McGraw-Hill Higher Education

MeadWestvaco

Nebraska Book Company

Pearson Education

Perspectives

Potter Manufacturing Company

Roaring Spring

Russell Athletic

S. P. Richards

Samsill

Siriani & Associates

The Cotton Exchange

The Davis Group of Companies

Thomson Learning

Uphill

Vantage

And thank you to everyone for attending the 2005 ICBA Retail Conference and Exposition.

PLEASE JOIN US IN WELCOMING TO ICBA:



Newest Member/Owners

University of Alaska Fairbanks
UAF Bookstore
Becky Phillips, Director
(907) 474-5275
fnrep@uaf.edu

Previously a Guest store

California State University Fullerton
Titan Shops
Jerry Olson, Director
(714) 278-4900
jolson@fullerton.edu

Previously a Guest store

Newest Guests

Alderson Broaddus College
Alderson Broaddus College Bookstore
Ed Burda, Director
(304) 457-6238
burdaep@mail.ab.edu

San Diego State University
Aztec Shops, LTD.
Sylvia Mangubat, Director
(619) 594-7502
sylvia.mangubat@sdsu.edu

Berkeley College
Berkeley College Bookstore
Rosa Espinosa, Director
(212) 986-4343
rea@berkeleycollege.edu

Seward County Community College
Saints Bookstore
Jerri Lynn Lyddon, Director
(620) 629-2723
jlyddon@sccc.edu

Iowa Western Community College
Iowa Western Community College Bookstore
Paula Swope, Director
(712) 325-3236
pswope@iwcc.edu

Skagit Valley College
Cardinal Bookstore
Mill Shires, Director
(360) 416-7728
mill.shires@skagit.edu

Owens Community College
Owens Community College Bookstore
Thomas Moylan, CCR, Director
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Umpqua Community College
Umpqua CC Bookstore
Dave Clifford, Director
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Pikes Peak Community College
PPCC Bookstore
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To provide the programs and services that will establish the institutional store model as the preferred management solution for higher education.