

# Ingram Publisher Services ONIX<sup>®</sup> Manual

ONIX Release 2.1, Revision .02



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## INTRODUCTION

The ONIX Ingram Publisher Services file is an XML file of detailed information about books available from Ingram Publisher Services (IPS). The IPS file is similar to the ONIX files created for Ingram Book Company products (titles@ingram). There are a couple of additional pieces of data in the IPS records over the Ingram Book Company version.

1. A Publisher composite to show the publisher name (in additional to the imprint composite standard in the Ingram Book Company version).
2. A second Discountcoded composite that will show the publisher discount.

The IPS ONIX file is recreated once weekly, and always includes the complete universe of Ingram Publisher Services titles. The file is available free for download on the [IPS web site](#).

### ***About This Manual***

This manual includes specific information about the values that exist in the ONIX-formatted titles@ingram files and their locations. Ingram uses only a subset of the available ONIX elements, so only those elements are detailed here. The full ONIX documentation can be found at [www.EDItEUR.com](http://www.EDItEUR.com), and the ONIX Code Lists referred to here are also found on that site. The ONIX manual uses the mnemonic “PR” (product record) as a reference system categorizing and grouping data elements, and these reference numbers are used in this manual, so you can easily look up the extended documentation in the ONIX manual if necessary. It is possible that the sequence of PR numbers may change as ONIX evolves to new revisions, but the XML tag can always be used as a point of cross-reference.

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Our goal is to make the manual as helpful as possible. Please help us meet and maintain this goal by contacting Technical Support with any suggestions for corrections or improvements.

### ***Technical Support***

For technical assistance with the Ingram Publisher Services ONIX file, please contact the Ingram Technical Support Center at 800-937-7978 or 615-213-5005. Their hours are 7am-6pm CST, Monday – Friday. You may also email the support group at [ics-techsupport@ingrambook.com](mailto:ics-techsupport@ingrambook.com).

### ***About ONIX***

The ONIX for Books Product Information Message is the international standard for representing and communicating book industry product information in electronic form. It was developed by and is maintained by [EDItEUR](http://www.EDItEUR.com) jointly with Book Industry Communication (UK) and the Book Industry Study Group (US), and with user groups in many countries around the world.

The ONIX (Online Information eXchange) standard for books defines a list of data fields and how to send that data in an ONIX message. There are currently more than 200 ONIX data elements that have a standard definition, thus making it possible for everyone in the book supply chain to refer to the same thing. Some data elements such as ISBN and title are required, while many other data elements are optional. The ONIX message is a set of data elements defined by tags that is written in XML and conforms to a specific set of rules called the ONIX DTD (Document Type Definition).

Since ONIX is a standard book industry format, one of the advantages is that you can expect metadata to be defined in the same way across multiple vendors. Also, development work to integrate one vendor's ONIX feeds will be largely reusable for other vendors.

Also, since ONIX records are in the extensible format of XML, the ONIX definitions can change to accommodate new elements without having to make significant development changes. Also, since ONIX now supports XML schema, the processing of the documents can be made easier. Also, ONIX supports changes to existing records, so once you have loaded all the data you need initially, you can download updates only.

## ONIX PRODUCT RECORD SPECIFICATIONS

Each book record within the ONIX message will be contained within the <Product> and </Product> XML tags. The following pages contain information about the data elements, and composite tags included in the IPS ONIX file within each product record.

Two mandatory data elements, <RecordReference> and <NotificationType> must be included at the beginning of each product record or update. These fields identify the record and specify the type of notification or update.

### **Basic Structure of a <Product> Record**

This is a reference table that shows all the possible tags that could be within an IPS ONIX product record, in sequence, with the composite tags. These elements are a subset of all the elements described by the EDItEUR ONIX DTD.

Not all of these composites or elements will be in all IPS records, unless required by the ONIX DTD, and some elements or composites may be repeated when allowed by the DTD and appropriate.

IPS records only use the short tag for each data element, for example, we use <a001> instead of <RecordReference>.

ONIX PR #	NAME	TAG
PR.1.1	Record reference	<a001>
PR.1.2	Notification or update type code	<a002>
<i>Start productidentifier composite</i>		<productidentifier>
PR.2.7	Product identifier type code	<b221>
PR.2.9	Identifier value	<b244>
<i>End productidentifier composite</i>		</productidentifier>
PR.3.1	Product form code	<b012>
PR.3.2	Product form detail	<b333>
<i>Start productformfeature composite</i>		<productformfeature>
PR.3.3	Product form feature type	<b334>
PR.3.4	Product form feature value	<b335>
<i>End productformfeature composite</i>		</productformfeature>
PR.3.7	Product packaging type	<b225>
<i>Start series composite</i>		<series>
PR.5.6	Series title	<b018>
PR.5.7	Number within a series	<b019>
<i>End series composite</i>		</series>
<i>Start title composite</i>		<title>
PR.7.8	Title type code	<b202>
PR.7.11	Title text	<b203>
PR.7.12	Title prefix	<b030>
PR.7.13	Title without prefix	<b031>
PR.7.14	Subtitle	<b029>
<i>End title composite</i>		</title>
<i>Start contributor composite</i>		<contributor>
PR.8.2	Contributor role cd	<b035>
PR.8.7	Titles before names	<b038>
PR.8.8	Names before key	<b039>
PR.8.10	Key names	<b040>

ONIX PR #	NAME	TAG
PR.8.12	Suffix to key	<b248>
PR.8.13	Qualifications and honors after name	<b042>
<i>Start persondate composite</i>		<persondate>
PR.8.19	Person date role	<b305>
PR.8.20	Date format	<j260>
PR.8.21	Date	<b306>
<i>End persondate composite</i>		</persondate>
<i>Start professionalaffiliation composite</i>		<professionalaffiliation>
PR.8.25	Affiliation	<b046>
<i>End professionalaffiliation composite</i>		</professionalaffiliation>
PR.8.26	Corporate name	<b047>
<i>End contributor composite</i>		</contributor>
PR.10.1	Edition type	<b056>
PR.10.2	Edition number	<b057>
PR.10.4	Edition description	<b058>
<i>Start religioustext composite</i>		<religioustext>
<i>Start bible composite</i>		<bible>
PR.10.6	Bible contents	<b352>
PR.10.7	Bible version	<b353>
PR.10.8	Studybibletype	<b389>
PR.10.9	Biblepurpose	<b354>
PR.10.10	Bible text organization	<b355>
PR.10.11	Bible reference location	<b356>
PR.10.12	Bibletextfeature	<b357>
<i>End religioustext composite</i>		</religioustext>
<i>End bible composite</i>		</bible>
PR.11.3	Language role	<b253>
PR.11.4	Language code	<b252>
PR.12.1	Page count	<b061>
<i>Start extent composite</i>		<extent>
PR.12.4	Extent type code	<b218>
PR.12.5	Extent value	<b219>
PR.12.6	Extent unit	<b220>
<i>End extent composite</i>		<extent>
<i>Start illustrations composite</i>		<illustrations>
PR.12.9	Illustration type	<b256>
<i>End illustrations composite</i>		</illustrations>
PR.13.1	BISAC main subject	<b064>
<i>Start subject composite</i>		<subject>
PR.13.9	Subject scheme identifier	<b067>
PR.13.10	Subject scheme name	<b171>
PR.13.12	Subject code	<b069>
PR.13.13	Subject heading text	<b070>
<i>End subject composite</i>		</subject>
PR.14.1	Audience code	<b073>
<i>Start audiencerange composite</i>		<audiencerange>
PR.14.7	Audience range qualifier	<b074>
PR.14.8	Audience range precision	<b075>
PR.14.9	Audience range value	<b076>
PR.14.10	Audience range precision	<b075>

ONIX PR #	NAME	TAG
PR.14.11	Audience range value	<b076>
<i>End audiencerange composite</i>		</audiencerange>
<i>Start complexity composite</i>		complexity
PR.14.13	Complexity scheme identifier	<b077>
PR.14.14	Complexity code	<b078>
<i>End complexity composite</i>		</complexity>
<i>Start othertext composite</i>		<othertext>
PR.15.3	Text type code	<d102>
PR.15.5	Text	<d104>
<i>End othertext composite</i>		</othertext>
<i>Start imprint composite</i>		<imprint>
PR.19.2	Name code type	<b241>
PR.19.3	Name code type name	<b242>
PR.19.4	Name code value	<b243>
PR.19.5	Imprint name	<b079>
<i>End imprint composite</i>		</imprint>
<i>Start publisher composite</i>		<publisher>
PR.19.7	Publishing role code	<b291>
PR.19.11	Publisher name	<b081>
<i>End publisher composite</i>		</publisher>
PR.20.1	Publishing status	<b394>
PR.20.5	Publication date	<b003>
<i>Start salesrights composite</i>		<salesrights>
PR.21.1	Sales rights type code	<b089>
PR.21.2	Rights country	<b090>
PR.21.3	Rights territory	<b388>
PR.21.4	Rights region	<b091>
<i>End salesrights composite</i>		</salesrights>
<i>Start measure composite</i>		<measure>
PR.22.1	Measure type code	<c093>
PR.22.2	Measurement	<c094>
PR.22.3	Measurement unit code	<c095>
<i>End measure composite</i>		</measure>
<i>Start relatedproduct composite</i>		<relatedproduct>
PR.23.7	Relation code	<h208>
<i>Start productidentifier composite</i>		<productidentifier>
PR.23.10	Product identifier type code	<b221>
PR.23.12	Identifier value	<b244>
<i>End productidentifier composite</i>		</productidentifier>
PR.23.27	Epublication type code	<b211>
<i>End relatedproduct composite</i>		</relatedproduct>
<i>Start supplydetail composite</i>		<supplydetail>
PR.24.6	Supplier name	<j137>
PR.24.13	Supplier role	<j292>
PR.24.18	Returns code type	<j268>
PR.24.19	Returns code	<j269>
PR.24.22	Product availability	<j396>
PR.24.35	On sale date	<j143>
<i>Start price composite</i>		price
<i>Start discountcoded composite</i>		<discountcoded>
PR.24.58	Discount code type	<j363>

ONIX PR #	NAME	TAG
PR.24.59	Discount code type name	<j378>
PR.24.60	Discount code	<j364>
<i>End <b>discountcoded</b> composite</i>		</discountcoded>
PR.24.49	Price type code	<j148>
PR.24.63	Price amount	<j151>
PR.24.64	Currency code	<j152>
PR.24.65	Country code	<j251>
<i>End <b>price</b> composite</i>		price
<i>End <b>supplydetail</b> composite</i>		</supplydetail>
PR.25.3	Initial print run	<k167>

## Expanded Detail on Data Elements

This section gives expanded information the data elements, with some examples of the kind of data you might expect to see. When actual values, not just examples, are listed in quotes, these values are the only values that the Ingram ONIX files will use in this field. When an ONIX list of values is referenced, you can find this list on the [EDITEUR](#) site. There are a couple of Ingram proprietary lists, and these are either included in the appendix, or available on demand when the table is too large to include.

ONIX PR #	NAME	TAG	NOTES	VALID VALUES and EXAMPLES
<b>PR.1 Record reference number, type and source</b>				
PR.1.1	Record reference	<a001>	This is a 9-digit, Ingram-generated reference number that will allow you to match the item to the number sent in a previous update.	<i>Example: 000000040</i>
PR.1.2	Notification or update type code	<a002>		"02" advance notification "04" update "05" delete
<b>PR.2 Product numbers</b>				
PR.2.7	Product identifier type code	<b221>		"02" ISBN "03" EAN-13 "04" UPC "13" LCCN
PR.2.9	Identifier value	<b244>	The actual identifier value of the type defined in <b221>	
<b>PR.3 Product form</b>				
PR.3.1	Product form code	<b012>	An ONIX code which indicates the primary form of the product.	<i>Example: "BB" (Hardback)</i>  For complete list of values, see ONIX List 7.
PR.3.2	Product form detail	<b333>	Provides additional detail of the medium and/or format of the product. Several of these tags may exist in a single record.	<i>Example: "B206" (Pop-up book)</i>  For complete list of values, see ONIX List 78.
PR.3.3	Product form feature type	<b334>	Specifies a feature such as binding color. This code is mandatory in each occurrence of the Product Form Feature composite.	<i>Example: "01" (Cover color)</i>  For complete list of values, see ONIX List 79.
PR.3.4	Product form feature value	<b335>	A code or numeric value that describes a product form feature.	<i>Example: "BLK" (Black - cover color in this case)</i>
PR.3.7	Product packaging type	<b225>	Indicates the type of packaging used for the product.	<i>Example: "05" (Jewel case)</i>  For complete list of values, see ONIX List 80.
<b>PR.5 Series</b>				
PR.5.6	Series title	<b018>	The full title of the series, without abbreviation or abridgement.	<i>Example: "Blue Guides"</i>
PR.5.7	Number within a series	<b019>		<i>Example: "Volume 14"</i>
<b>PR.7 Title</b>				
<b>Note:</b> the Ingram <title> tag may carry the ONIX attributes textcase and language.				
PR.7.8	Title type code	<b202>		<i>Example: "01" (distinctive title)</i>  For complete list of values, see ONIX List 15.
PR.7.11	Title text	<b203>	Main Title	<i>Example: "Kafka on the Shore"</i>

ONIX PR #	NAME	TAG	NOTES	VALID VALUES and EXAMPLES
PR.7.12	Title prefix	<b030>	Leading article	<i>Example: "The"</i>
PR.7.13	Title without prefix	<b031>	If the title has a leading article, the main title will be here instead of in <b203>.	<i>Example: "River of Doubt"</i>
PR.7.14	Subtitle	<b029>	If the title has a subtitle, it will be here.	<i>Example: "Theodore Roosevelt's Darkest Journey"</i>
<b>PR.8 Authorship</b>				
PR.8.2	Contributor role code	<b035>	An ONIX code indicating the role played by a person or corporate body in the creation of a product.	<i>Example: A01 = Author of textual work</i>  For complete list of values, see ONIX List 80.
PR.8.7	Titles before names	<b038>		<i>Example: HRH Prince</i>
PR.8.8	Names before key	<b039>	Contributor's first name, and middle initials	
PR.8.10	Key names	<b040>	Contributor's last name	
PR.8.12	Suffix to key	<b248>		<i>Example: "Jr."</i>
PR.8.13	Qualifications and honors after name	<b042>		<i>Example: "PhD"</i>
PR.8.19	Person date role	<b305>		"007" (birth) "008" (death)
PR.8.20	Date format	<j260>	Format is YYYY	"05"
PR.8.21	Date	<b306>		<i>Example: "1932"</i>
PR.8.25	Affiliation	<b046>	Organization (usually the university with which the contributor is affiliated)	<i>Example: "Universidad de La Laguna"</i>
PR.8.26	Corporate name	<b047>	The name of a corporate body which contributed to the creation of the product	<i>Example: "Good Housekeeping Institute"</i>
<b>PR.10 Edition</b>				
PR.10.1	Edition type	<b056>		<i>Example: ILL = Illustrated</i>  For complete list of values, see ONIX List 21.
PR.10.2	Edition number	<b057>	Ingram will only send data for second and subsequent editions.	<i>Example: "3" (3<sup>d</sup> edition)</i>
PR.10.4	Edition description	<b058>		<i>Example: 3rd edition, revised with an introduction and notes</i>
PR.10.6	Bible contents	<b352>	The content of an edition of the Bible or selected Biblical text.	<i>Example: "OT" (Old Testament)</i>  For complete list of values, see ONIX List 82.
PR.10.7	Bible version	<b353>	The version of the Bible or selected Biblical text.	<i>Example: "KJV" (King James Version)</i>  For complete list of values, see ONIX List 83.
PR.10.8	Studybibletype	<b389>	A particular study version of a Bible or selected Biblical text.	<i>Example: "OXF" (Oxford Annotated)</i>  For complete list of values, see ONIX List 84.
PR.10.9	Biblepurpose	<b354>	The purpose for which a Bible or selected Biblical text is intended.	<i>Example: "WM" (Women's Study Bible)</i>  For complete list of values, see ONIX List 85.
PR.10.10	Bible text	<b355>	The way in which the	<i>Example: "CHR" (Chronological)</i>

ONIX PR #	NAME	TAG	NOTES	VALID VALUES and EXAMPLES
	organization		content of a Bible or selected Biblical text is organized.	For complete list of values, see ONIX List 86.
PR.10.11	Bible reference location	<b356>	Where references are located as part of the content of a Bible or selected Biblical text.	<i>Example: "CCL" (Center column)</i>  For complete list of values, see ONIX List 86
PR.10.12	Bibletextfeature	<b357>	A feature of a Bible text not covered elsewhere.	<i>Example: "RL" (Red Letter)</i>  For complete list of values, see ONIX List 97
<b>PR.11 Language</b>				
PR.11.3	Language role	<b253>		"01" (language of text)
PR.11.4	Language code	<b252>	Code for the language of the text of the item.	<i>Example: "eng" (English)</i>  For complete list of values, see ONIX List 74
<b>PR 12 Extents and other content</b>				
PR.12.1	Page count	<b061>	Number of pages in a book	
PR.12.4	Extent type code	<b218>		"09" (duration / running time)
PR.12.5	Extent value	<b219>	Run time	Applies only to audio books and videos.
PR.12.6	Extent unit	<b220>	Run time units	"06" (seconds) or "05" (minutes)
PR.12.9	Illustration type	<b256>	Describes the type of illustration	"9" (Illustrated, unspecified)
<b>PR 13 Subject</b>				
PR.13.1	BISAC main subject	<b064>	The main subject of the product.	For complete list of values, see BISAC Subject Codes at <a href="http://www.bisg.org/standards/bisac_subject/index.html">http://www.bisg.org/standards/bisac_subject/index.html</a>
PR.13.9	Subject scheme identifier	<b067>	Identifies the subject scheme that is used in an occurrence of the <Subject> composite.	"10" (BISAC) "01" (Dewey) "04" (LC MARC) "24" (Ingram) "33" (ECPA category)
PR.13.10	Subject scheme name	<b171>	This element is only present when the category scheme was identified as "24" (Ingram) in the <b067> element.	"INGRAM SUBJECT" "INGRAM THEME" "SPRING ARBOR MARKET"
PR.13.12	Subject code	<b069>	Subject code according to the scheme from <b067> or <b171>.  When <b171> contains the value "Spring Arbor Market," then this value will always be "Y" to flag the item as a Spring Arbor title.	<i>Examples:</i> "JUV002270" (BISAC) "FIC" (Dewey) "CJ" (Ingram Subject) "APPR/AWARD" (Ingram theme) "CLVCLFSC" (ECPA)
PR.13.13	Subject heading text	<b070>	Expanded subject description for the item, according to the scheme identified in <b067> or <b171>.	<i>Examples:</i> "Juvenile Fiction/Animals – Mythical" (BISAC) "Animals" (LC MARC) "Children's 9/12 / Fiction" (Ingram subject) "Approved List/Award Winners" (Ingram theme) "Christian Living/Practical Life/Contemporary Issues" (ECPA)

ONIX PR #	NAME	TAG	NOTES	VALID VALUES and EXAMPLES
<b>PR.14 Audience</b>				
PR.14.1	Audience code	<b073>	General audience the item is aimed at	<i>Example: "0" (College/Higher Education)</i>  For complete list of values, see ONIX List 28
PR.14.7	Audience range qualifier	<b074>	Type of age range	"11" (us school grade range) "17" (age range)
PR.14.8	Audience range precision	<b075>		"03" (range from)
PR.14.9	Audience range value	<b076>	"From" value for age or grade	<i>Examples: "10" (age 10) or "10" (10<sup>th</sup> grade)</i>
PR.14.10	Audience range precision	<b075>		"04" (range to)
PR.14.11	Audience range value	<b076>	"To" value for age or grade	<i>Examples: "12" (age 12) or "12" (12<sup>th</sup> grade)</i>
PR.14.13	Complexity scheme identifier	<b077>		"01" (Lexile code)
PR.14.14	Complexity code	<b078>	A code specifying the level of complexity of a text.	
<b>PR.15 Descriptions and other supporting text</b>				
PR.15.3	Text type code	<d102>	the type of text which is sent in the <d104> element "	"02" (short description/annotation) "03" (long description) "08" (review quote) "17" (flap copy) "18" (back cover copy)
PR.15.5	Text	<d104>	Actual text. This tag may carry the ONIX attribute textformat,	<i>Example: "In a memoir by turns moving, thrilling, tragic, and hilarious, Jerry Lewis recounts with crystal clarity every step of his 50-year relationship with Dean Martin."</i>
<b>PR.19 Publisher</b>				
PR.19.2	Name code type	<b241>	Code for the type of publisher naming system used	"02" (proprietary)
PR.19.3	Name code type name	<b242>	Description of the publisher naming system used	"Ingram proprietary"
PR.19.4	Name code value	<b243>	Code for imprint	<i>Example: "RH"</i>  (Ingram's pub alpha code)
PR.19.5	Imprint name	<b079>		<i>Example: "Random House Children's Books"</i>
PR.19.7	Publishing role code	<b291>	Only in IPS records	"01"
PR.19.11	Publisher name	<b081>	Only in IPS records	<i>Example: "O'Reilly Media"</i>
<b>PR.20 Publishing status</b>				
PR.20.1	Publishing status	<b394>	The publishing status of the title, according to the publisher (i.e., not Ingram's status). This tag will be qualified by the attribute "datestamp" to show the date that this status was reported to Ingram.	<i>Example: "02" (forthcoming title)</i>  For complete list of values, see ONIX List 64.
PR.20.5	Publication date	<b003>	The date of first release of the product. Format is YYYYMMDD.	<i>Example: "20050901"</i>
<b>PR.21 Territorial rights and other sales restrictions</b>				
PR.21.1	Sales rights type code	<b089>	The type of sales right or exclusion.	For complete list of values, see ONIX List 46.
PR.21.2	Rights country	<b090>		For complete list of values, see ONIX List 91.

ONIX PR #	NAME	TAG	NOTES	VALID VALUES and EXAMPLES
PR.21.3	Rights territory	<b388>		For complete list of values, see ONIX List 49.
PR.21.4	Rights region	<b091>		For complete list of values, see ONIX List 47.
<b>PR.22 Dimensions</b>				
PR.22.1	Measure type code	<c093>		"01" (height) "02" (width) "03" (thickness) "08" (weight)
PR.22.2	Measurement	<c094>	Actual value	<i>Example: "6.20"</i>
PR.22.3	Measurement unit code	<c095>	Units used	"in" (inches) "lb" (pounds)
<b>PR.23 Related products</b>				
PR.23.7	Relation code	<h208>		For complete list of values, see ONIX List 51.
PR.23.10	Product identifier type code	<b221>		"02" (related products)
PR.23.12	Identifier value			<i>Example: "0807202290"</i>
PR.23.27	Epublication type code	<b211>		
<b>PR.24 Supplier, availability and prices</b>				
PR.24.6	Supplier name	<j137>		"Ingram book company"
PR.24.13	Supplier role	<j292>		"04" (wholesaler)
PR.24.18	Returns code type	<j268>		"02" (BISAC returnable indicator code)
PR.24.19	Returns code	<j269>	Whether returns to Ingram are allowed for this item.	For complete list of values, see ONIX List 66.
PR.24.22	Product availability	<j396>	Availability of the product from Ingram	<i>Example: "20" (available)</i>  For complete list of values, see ONIX List 65.
PR.24.35	On sale date	<j143>	Also known as "street date" this is a date set by the publisher before which the item cannot be sold. Format is YYYYMMDD.	<i>Example: "20060212"</i>
PR.24.58	Discount code type	<j363>		"02"
PR.24.59	Discount code type name	<j378>	IPS titles have two discountcoded composites, the first describes the Ingram discount, the second the publisher discount.	"Ingram proprietary" or Ingram publisher number for IPS publisher.
PR.24.60	Discount code	<j364>	A code indicating the discount Ingram passes on to retailers. Or, a publisher code indicating the publisher value.	For Ingram discount, see the discount table on page <a href="#">17</a> .  If you need to decode publisher discount, please request the tables you need.
PR.24.49	Price type code	<j148>		"01"
PR.24.63	Price amount	<j151>		<i>Example: "24.95"</i>
PR.24.64	Currency code	<j152>		"USD"
PR.24.65	Country code	<j251>		"US"
<b>PR.25 Market representation</b>				
PR.25.3	Initial print run	<k167>	In advance information about a new book this may show the number of copies the publisher plans to print.	

## Sample ONIX titles@ingram Record

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shows how to write software that is truly multi-lingual, using Unicode, a standard system that supports hundreds of
character sets for most modern languages and many ancient ones. English-only software is already obsolete. "Java
Internationalization brings Java developers up to speed on the new generation of software development: writing
software that is no longer limited by language boundaries. <p> This book explores Java Unicode and provides
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**Ingram Discount Table**

<b>Code</b>	<b>Meaning</b>
<	Low priced item (\$3.00 or less) subject to a discount dependent on order quantity
&	47%
\$	75%
*	33%
%	80%
#	70%
A	net priced item
B	10%
C	20%
D	25%
E	30%
F	35%
G	regular discount*
H	15%
I	regular discount*
J	regular discount*
K	45%
L	40%
M	5%
N	15%
O	36%
P	38%
Q	39%
R	42%
S	48%
T	5%
U	50%
V	43%
W	55%
X	60%
Y	10%
Z	44%
1	net priced item
2	10%
3	20%
4	25%
5	30%
6	35%
7	regular discount*
8	0%
9	regular discount*

\* regular discount is the standard discount according to your terms agreement with Ingram.