

## VENDOR LIAISON COMMITTEE – COMITÉ DE LIAISON AVEC LES ÉDITEURS

### Price Trends 2012

#### ***As per our discussions with vendors:***

*It is an established tradition for the Vendor Liaison Committee to share pricing trends at this time of the year. Here are the various publisher price trend predictions the Committee has assembled:*

#### **Carswell**

- **Online:** 2 - 4% (subject to changes in firm dynamics and size of firm)
- **Print:** 2 - 4%, varying by title.

#### **CCH**

- **Legal/Business books:** 3-5%
- **Tax books:** 3-9% (with some exceptions).
- **Legal/Business/Tax subscription products:** 3-7%.

#### **Éditions Yvon Blais**

- **Print:** 3-5%
- **Online:** 3-8%

#### **Irwin Law**

- **Print:** no policy of raising prices on an annual basis. Generally speaking, print prices have remained stable with increases usually coinciding with the publication of new editions. Such price increases take into account, among other things, increases in production and manufacturing costs.
- **Online (eLibrary):** 7-11% based on the amount of new content that has been added and any modifications to the contract that the customer might request (including the addition of more concurrent users).

### **LexisNexis Canada**

- **Print:** 5% (average)
- **Electronic: increase** depends on content and the terms and conditions of individual license agreements.

### **Wilson & Lafleur**

- **Print and online:** no increase expected on works published by W&L
- **Print (from other publishers):** publishers' cost