

Statewide Book Discounts**May 2009-April 2012**

(Notations in quotes are taken verbatim from bids.)

Amazon.com

“Amazon cannot offer discounts below list prices. Nothing in the RFP or this response obligates Amazon to offer any discount off the list price of products posted on the Amazon.com website.”

Baker & Taylor

There is no minimum order requirement, service charge on net titles is \$4.95, and staff accounts are available. Public Library: Softcover Trd&MM: 1 copy/title=33%; 2+copies/title=41.5%. Schools: pay shipping on AV orders of less than \$250.00. All Libraries: B&T’s response included 1% fuel surcharge. TLN asked B&T to remove fuel surcharge. B&T agreed to remove fuel surcharge on 2-2-09.

Barnes & Noble

There is no service charge on Net Titles. Orders > \$5,000 receive 28-30% discount (not incl cd’s and textbooks).

Book House

There is a 3% service charge on Net Titles. “When we are unable to extend a discount, a service fee of 3% is added to the list price. Also, when our cost of acquiring an item exceeds the publisher’s list price, a service charge of \$6.00 or 20% (whichever is greater) up to a maximum of \$12.00 is added to our cost.”

Borders

There is a \$2.00-\$25.00 service charge on net titles and staff accounts are not available. RFP@ Superstores only. No Waldenbooks or Borders Express Trade books < \$1,000=22%; > \$1,000=28%; Same for CD’s; Net title in-store=20%. Multimedia Electronics=10%. MAY deliver free or flexible shipping @ \$5.50 minimum/carton. No combo discounts.

Brodart

There is no minimum order requirement, service charge on net titles is \$3.95, and staff accounts are available. “Hardcover, paperback and audio titles in which Brodart receives minimal or no discount and/or the publisher requires prepayment may be discounted at the non-trade discount (10% or 12%) or invoiced at publisher’s list price plus a service charge of \$3.95.”

BWI

There is no minimum order, the service charge on net titles is \$5.95, and staff accounts are available. “BWI is 100% dedicated to the Public Library Market. Should the library purchase items that require a service fee, these titles will incur a special acquisitions cost of \$5.95 (one copy); \$8.95 (two copies); or \$10.95 (three or more copies) per title.”

Emery-Pratt

There is no minimum order, service charges on net titles are \$2.50-\$20.00, and staff accounts are available. “Materials received from the publisher at little or no discount are readjusted to reflect our actual costs—including shipping and handling charges from the publisher. Emery-Pratt’s readjusted price includes a 20% adjustment (minimum of \$2.50/maximum of \$20.00)”

Follett

There is no minimum order, no service charge on net titles, and staff accounts are available. “Follett online catalog prices reflect up to 45% discount for trade and paperback bindings, up to 30% for library bindings, up to 40% for general reference and a 30% discount from published list price for FollettBound books.”

Ingram

There is no minimum order and staff accounts are available. Public/Acad: Hardcover Trade 1 copy/ title=42.5%; 2-5 c/ title=43.0%; 6-9 c/title=43.5%; 10+c/title=44.5%; Softcover trade & mm 1-3 c/title=40.0%; 4-6 c/title=41.0%; 7-9 c/ title=42.0%; 10+ c/title=43.0%. Shipping free from primary/secondary dist center; other dist ctr shipping=3-7% of invoice, paid by library. Ingram can adjust ship cost on any account when act has freight cost exceeding 2% of total expenditures. Ingram reserves the right to apply service charges in the future (with prior notice to customer)

Scholastic

There is no minimum order and no service charge on net titles. “Reinforced Library Binding (Children’s Press, Franklin Watts, Selected Scholastic titles)=32%; Trade Binding (Selected Scholastic titles)=40%; Reinforced Library Binding (Grolier Reference)=per catalog; Weston Woods=per catalog.”

Statewide Collection Development and Vendor Contact Information

May 2009-April 2012

Amazon.com

Mr. David Zawatski, Account Executive for Corporate Accounts, (206) 266-1651, davidaZ@amazon.com.

Baker & Taylor

Public Libraries

Mr. Michael Gooding, Area Sales Consultant for Public Libraries, (800) 775-7930, ext. 1070, michael.gooding@btol.com.

B & T Link Cost: Free; Search B & T database, place orders, receive information.

Title Source 3 Cost: \$1,450 annually, includes 1 user ID; Additional ID's are 1-9 \$159 per ID, 10-49 \$139 per ID, 50+ \$99 per ID; Search B & T database, place orders, receive information, full text reviews.

X12 and EDIFACT Cost: Free; Interface with most ILS for edi order placement/invoice receipt.

Customer Initiated Collection Development Cost: \$250 per ongoing profile per year (+\$10.00 per printed list).

Vendor Initiated Collection Development Cost: \$150 per ongoing profile per year (+\$10.00 per printed list).

School Libraries

Ms. Jill Blades, Account Support Consultant for School Libraries, (800) 775-7930, ext. 3279, jill.blades@btol.com.

School Selection Cost: Free; Search B & T database, place orders, receive confirmations.

Academic/Special Libraries

Mr. Travis Kelley, Library Support Center Rep for Academic/Special Libraries, (800) 258-3774, travis.kelley@ybp.com.

Same as for public libraries.

Barnes & Noble

Ms. Rachel A. Fawaz, Community Relations Manager, (313) 271-0688, crm2253@bn.com.

Book House

Ms. Krista Miller, Sales Coordinator, (800) 248-1146, kristam@thebookhouse.com.

Online Order Database based on BIP Cost: Free; Search Book House database, place orders.

X12 and EDIFACT Cost: Free; Interface with most ILS for edi order placement.

Borders

Mr. John Wiarda, Sales Account Manager, (866) 638-2398, jwiarda3@bordersgroupinc.com.

BIBZ Cost: Free; Search Brodart database, place orders, receive confirmations.

Public Libraries

TIPS Cost: \$50 per profile/peer month plus \$50-\$90 per month for full text reviews (+\$5 per printed list).

X12 and EDIFACT Cost: Free; Interface with most ILS for edi order placement/invoice receipt.

School Libraries

BIBZ Cost: Free; Same as for public libraries.

TIPS Same as for public libraries.

X12 and EDIFACT Same as for public libraries.

BWI

Mr. Wally Jones, Regional Account Manager, (800) 888-4478, ext. 6314, wally.jones@bwibooks.com.

X12 and EDIFACT Cost: Free; Interface with most ILS for edi order placement/invoice receipt.

Emery-Pratt

Mr. Avery Weaver, National Sales Director, (800) 248-3887, ext. 123, avery.weaver@emery-pratt.com.

Emery-pratt.com Cost: Free; Search Emery-Pratt database, place orders.

X12 and EDIFACT Cost: Free; Interface with most ILS for edi order placement/invoice receipt.

Follett

Titlewave Resource Account Managers S.E. Michigan, Mr. Trevor Daniel (888) 511-5114, ext. 3708, Ms. Kim Langenderfer, (888) 511-5114, ext. 3788, Cost: Free; Search Follett database, place orders, full text reviews.

BISAC, X12, EDIFACT, Onix (XML) Mr. Bob Walli, Resource Account Manager West Michigan, (888) 511-5114, ext. 3737; Mr. Bob Whitbeck, Resource Account Manager N.E. Michigan and U.P., (888) 511-5114, ext. 3823. Cost: Free; Interface with most ILS for edi order placement/invoice receipt.

Ingram

Ms. Colleen Foegle, Account Manager, (800) 937-5300, ext.35670, colleen.foegle@ingrambook.com.

Ipage Standard Cost: Free; Search Ingram database, place orders.

Ipage Essential Cost: \$96/month inc, 3 concurrent users; Search Ingram database, place orders, advanced searching.

Ipage Professional Cost: 138/month inc, 3 concurrent users; Search Ingram database, place orders, advanced searching, full text reviews.

X12 and EDIFACT Cost: Free; Interface with most ILS for edi order placement/invoice receipt.

Scholastic

Ms. Michelle Edwards, Direct Sales Representative, (313) 532-0661, medwards@scholastic.com

Scholastic.com/library publishing Cost: Free; Search Scholastic database, place orders.

Statewide Book Discount May 2009-April 2012										
Vendor	Library Category	Hardcover Trade A, J, Y	Software Trade A, J, Y	Mass Market A, J, Y	Single Editions	Library Binding	University Press	Text, Tech Reference		
Amazon.com	Public, School, Academic, Special	N/A	N/A	N/A	N/A	N/A	N/A	N/A		
Baker & Taylor	Public	45.5%	33-41.5%	33-41.5%	25%	25%	10%	0-5%		
Baker & Taylor	School	43%	33%	33%	28%	24%	10%	0-5%		
Baker & Taylor	Academic, Special	43.5%	35%	35%	20%	20%	15%	0-15%		
Barnes & Noble	All Libraries	22%	22%	22%	N/A	N/A	22%	5%		
Book House	All Libraries	30.98%	N/A	N/A	N/A	N/A	2.15-17.68%	N/A		
Borders	All Libraries	0-28%	0-28%	0-28%	0-28%	0-28%	0-28%	0-28%		
Brodart	All Libraries	45%	40%	40%	35%	22%	12%	12%		
BWI	Public	40-42%	35-42%	35-42%	N/A	15%	0-15%	0-15%		
Emery-Pratt	Public	42%	42%	0-12%	12-42%	0-12%	12-42%	12%		
Emery-Pratt	School	40%	40%	0-10%	10-40%	0-10%	10-40%	10%		
Emery-Pratt	Academic	38%	38%	4%	14-38%	14%	14%	14%		
Emery-Pratt	Special	38%	38%	0%	10-38%	0-10%	10%	10%		
Follett	School	Up to 45%	Up to 45%	Up to 45%	Up to 45%	Up to 30%	Up to 45%	N/A		
Follett	Public, Academic, Special	N/A	N/A	N/A	N/A	N/A	N/A	N/A		
Ingram	Public, Academic	42.5-44.5%	40-43%	40-43%	42.5-44.5%	20%	13%	0-44.5%		
Ingram	School, Special	35%	35%	35%	35%	20%	13%	0-35%		
Scholastic	All Libraries	40%				32%				

Statewide Book Discounts May 2009-April 2012												
Vendor	Library Category	Kits	Continuations	Large Print	PlayAway	Spoken Word	VHS	DVD	Music	Free Shipping?	Fuel Surcharge?	
Amzon.com	All Libraries	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	
Baker & Taylor	Public	0-45.5%	0-41.5%	0-45.5%	25.1%	45.5%	N/A	30.2%	27.6%	YES	NO	
Baker & Taylor	School	0-43%	0-41.5%	0-43%	N/A	43%	N/A	20%	15-20%	YES	NO	
Baker & Taylor	Academic, Special	0-43.5%	0-41%	0-43.5%	N/A	43.5%	N/A	20%	15-30%	YES	NO	
Barnes & Noble	All Libraries	0-22%	N/A	N/A	N/A	22%	N/A	N/A	5%	N/A	N/A	
Book House	All Libraries	0-30.98%	0-7.3%	N/A	N/A	0-30.98%	0-30.98%	0-30.98%	0-30.98%	?	?	
Borders	All Libraries	0-28%	N/A	0-28%	N/A	0-28%	0-15%	10%	10/22/28%	NOTES	NO	
Brodart	All Libraries	0-45%	10-40%	0-45%	18%	42%	N/A	25%	21%	YES	NO	
BWI	Public	25%	N/A	0-42%	15%	30-40%	N/A	25%	25%	YES	NO	
BWI	School, Academic, Special	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	
Emery-Pratt	Public	0-12%	0%	0-42%	0-12%	0-12%	0-12%	0-12%	0-12%	YES	NO	
Emery-Pratt	School	0-10%	0%	0-40%	0-10%	0-10%	0-10%	0-10%	0-10%	YES	NO	
Emery-Pratt	Academic	4%	4%	4-38%	4-14%	4-14%	4-14%	4-14%	4-14%	YES	NO	
Emery-Pratt	Special	0%	0%	0-38%	0-10%	0-10%	0-10%	0-10%	0-10%	YEA	NO	
Follett	School	Cat Price	N/A	Up to 45%	Cat Price	Cat Price	Cat Price	Cat Price	Cat Price	YES	NO	
Follett	Public, Academic, Special	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	
Ingram	Public, Academic	0-45.2%	5-44.5%	0-44.5%	0-20%	0-45.2%	N/A	0-35%	0-45.2%	YES	NO	
Ingram	School, Special	0-35%	0-35%	0-35%	0-20%	0-35%	N/A	0-35%	0-45.2%	YES	NO	
Scholastic	All Libraries									YES	NO	

Processing Prices May 2009 - April 2012			
Vendor	Plastic Jacket Only	Spine Label Only	Plastic Jacket and Spine Label Combo
Baker & Taylor Public Libraries	.57 per unit loose .62 per unit glued .65 per unit taped	.18 per unit	.69 per unit glued .73 per unit taped
Baker & Taylor School Libraries	.49 per unit	.15 per unit	.55 per unit glued .59 per unit taped
Baker & Taylor Academic/Special Libraries	.57 per unit loose .62 per unit glued .65 per unit taped	.18 per unit	.69 per unit glued .73 per unit taped
Book House (All Libraries)	.55 per unit loose .60 per unit applied	.15 per unit	.70 per unit
Brodart (All Libraries)	.55 per unit loose .60 per unit applied	.15 per unit	.70 per unit
BWI Public Libraries	.30 per unit loose .30 per unit applied	.25 per unit	.75 per unit
Emery-Pratt (All Libraries)	.60 per unit loose .60 per unit applied	.20 per unit	.80 per unit
Follett	.59 per unit applied	.60 per unit	1.19 per unit
Ingram (All Libraries)	.60 per unit loose .65 per unit applied	.20 per unit	.85 per unit

Cataloging Pricing May 2009 - April 2012				
Vendor	MARC Record	Original Cataloging	Copy Cataloging/Search of Customer Database/Item Records/Add Copy to Existing Record	Cataloging/Processing
Baker & Taylor Public Libraries Academic/Special Libraries	.30 per record print 1.50 edited a/v .75 unedited a/v	\$10.00 per title	For a per unit cost of \$4.25 B&T's CLS offers: Adaptive and copy cataloging; item linking; plastic jacket; spine label; bar code; non-RFID theft detection; genre label	For a per unit cost of \$1.03 B&T offers "complete cataloging and processing": includes plastic jacket, book pocket and card, spine label and card set
Baker & Taylor School Libraries	Free for print 1.50 edited a/v .75 unedited a/v			For a per unit cost of .89 B&T offers "complete cataloging and processing": includes plastic jacket, book pocket and card, spine label and card set
Book House (All Libraries)	.25 per record	N/A	N/A	MARC record .77 per unit; plastic jacket .77 per unit; spine label .77 per unit; bar code .15 per unit
Brodart (All Libraries)	.25 per record	Per individual library quote	"Pricing for Compleat Book-Serv Customized cataloging and processing is available upon request and receipt of library's specifications."	For a per unit cost of .99 Brodart offers "complete cataloging and processing ." Includes plastic jacket, spine label and catalog card kit
BWI (Public Li- braries)	.25 - \$4.95 per record	.99 - \$8.00 per title	.20 Copy cataloging per item .20 Search of customer database per item .20 Item record cost .20 per item add copy to existing record	
Emery-Pratt (All Libraries)	Up to .66 per record	N/A	.66 per item copy cataloging	
Follett School Libraries	Free			For a per unit cost of .69 Follett offers "Book Automation Processing Package": Includes electronic catalog record, bar code label, spine label, plastic jacket
Ingram (All Li- braries)	.35 ftp per record .45 on diskette	\$10.00 per title	Contact Ingram for pricing for the above services	Contact Ingram for pricing for the above services

Statewide Contract Approved Vendor List for Audio Visual Materials

10/1/2009 - 9/30/2012

Vendor	CD-ROM	DVD	Music Cassettes	Music CD's	Book Cassettes Abridged	Book Cassettes Unabridged	Talking Book CD's	Talking Book MP-3 Format	Playaways	Free Ship?
AEC One Stop Group	N/A	17-40%	N/A	17-40%	N/A	N/A	N/A	N/A	N/A	Yes
Audio Editions Books on Cassette	N/A	N/A	N/A	N/A	22%	22%	22%	22%	N/A	Yes
AVcafe	0-20%	0-20%	N/A	0-20%	0-20%	0-20%	0-22%	0-20%	N/A	<\$100add\$6.00, \$101->\$500add6%, \$501->\$2000add5%
Baker & Taylor Public Libraries	N/A	30.2%	N/A	27.6%	45.5%	45.5%	45.5%	45.5%	N/A	Yes
Baker & Taylor School Libraries	N/A	20%	N/A	20%>\$15 15% <\$14.99	43%	43%	43%	43%	N/A	Talking Books/CDs Yes Video/CD/DVD Free on Orders >\$250
BWI	N/A	25%	25%	25%	25%	25%	25%	25%	15%	Yes
Follett Library Services	N/A	0-35%	0-35%	0-35%	0-35%	0-35%	0-35%	0-35%	0-35%	Yes
Ingram Library Services-Schools	N/A	0-35%	0-35%	0-35%	35%	0-35%	0-35%	0-35%	N/A	Spoken Word Free, Music No, Video/DVD free if order >\$200
Ingram Library Services	N/A	0-35%	0-45.2%	0-45.2%	45.2%	0-45.2%	45.2%	0-45.2%	N/A	Spoken word Free Music No Video/DVD free if order >\$200
Instructional Video	N/A	0-15%	0-15%	0-15%	N/A	N/A	N/A	N/A	N/A	Starting at \$6.75
Library Video Company	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	>\$100 add 6.95, >\$100 add \$5,>\$1500 add 5%
MicroMarketing, LLC	N/A	15%	N/A	10%	N/A	N/A	20%	N/A	20%	Over \$200 Free
Midwest Tape	N/A	20%	N/A	20%	N/A	N/A	N/A	N/A	20%	Yes
Multicultural Books & Videos	N/A	20%	20%	20%	20%	20%	20%	20%	N/A	Yes

AEC One Stop Group

598 Chestnut Tree Hill Road
Oxford, CT 06488
(800) 388-8889, ext. 509
Laurie Smith, Sales Specialist
Email: libraries@aent.com
<http://www.aent.com>

Audio Editions

PO Box 6930
Auburn, CA 95603
Phone (800) 231-4261, ext. 644, Fax (800) 882-1840
Kirby Desha, Library Service Manager
Email: Kirby-d@audioeditions.com
<http://www.audioeditions.com>

AV Café

6201 S. 58th Street, Ste. A
Lincoln, NE 68516-3678
Phone (402) 486-1686, Fax (402) 486-1570
Tricia Burt, CEO
Email: theavcafe@theavcafe.com
<http://www.theavcafe.com>

Baker & Taylor

2550 W. Tyvola Road, Ste. 300
Charlotte, NC 28217
(800) 775-7930, ext. 1070
Mike Gooding, Regional Account Manager
Email: goodinm@btol.com
<http://www.btol.com>

Book Wholesalers (BWI) & Follett Library Resources (Sister to BWI)

1340 Ridgeview Drive
McHenry, IL 60050
Phone (800) 888-4478, ext. 6314, Fax (800) 888-6319
Wally Jones, Regional Account Manager
Email: wally.jones@bwibooks.com
<http://www.bwibooks.com>

Follett Library Resources (Sister to BWI)

See BWI

Ingram Library Services Inc.

One Ingram Boulevard
La Vergne, TN 37086
Phone: (800) 937-5300, ext. 35766
Florence Cline, Contract Manager
Email: ilsbids@ingrambook.com
<http://www.ingramlibrary.com>

Instructional Video

2219 C Street
Lincoln, NE 68502
Phone: (800) 228-0164, Fax: (402) 475-6500
Gary or Kathy Damkroger
Email: orders@insvideo.com
<http://www.insvideo.com>

Library Video Co.

7 E Wynnewood Road
PO Box 580
Wynnewood, PA 19096
Phone (800) 843-3620, ext. 191, Fax (610) 645-4040
Kali Hammon, Bid Specialist
Email: openingday@libraryvideo.com
<http://www.libraryvideo.com>

MicroMarketing LLC

PO Box 788
Old Lyme, CT 06371
Phone (800) 229-9887, Fax (860) 943-0002
Stephen Wilson, Managing Member
Email: slwilson@micromarketing.org
<http://www.micromarketing.org>

Midwest Tape

6950 Hall Street
Holland, OH 43528
Phone (800) 875-2785, Fax (800) 444-6645
Judy Sumner, Customer Service Manager
Email: info@midwesttapes.com
<http://www.midwesttapes.com>

Multi-Cultural Books & Video

28880 Southfield Rd., Ste. 183
Lathrup Village, MI 48076
(248) 556-2676
Rakesh Kumar, President
Email: service@multiculbv.com
<http://multiculturalbooksandvideos.com>

LIBRARY SUPPLIES

VENDOR:

Brodart

P.O. Box 3037
1609 Memorial Ave.
Williamsport, PA 17705

DISCOUNT TERMS:

15% discount on all pages and sections of the current Brodart Supplies & Furnishings Catalog. (Excluding Security Systems/Accessories, ImageMouse, ScanPro, Books & Automation Division products and Solutions Furniture line). This discount cannot be used in conjunction with written bid pricing or other promotions, including sales flyers or coupons.
Transportation charges will be prepaid and added to the invoice.
Minimum shipping charge for all orders in \$5.75.

HOW TO ORDER:

Send your purchase order to Brodart, marked:

“DTLNS”
(Orders sent without this notation will not receive this discount.)

Fax 1-800-283-6087, ATTN: Supply Orders

Or online anytime at <http://www.shopbrodart.com>

CONTACT INFORMATION:

Phone 1-888-820-4377

EXPIRATION DATE:

6/30/2012

LIBRARY SUPPLIES

VENDOR:

DEMCO

Box 7488
Madison, Wisconsin 53707

DISCOUNT TERMS:

17% discount on library, office and technology supplies (consumable); 10% on learning materials; 10% discount on furniture and equipment (non-consumables), \$100 minimum order required for all discounts. Discounts under this agreement cannot be used in conjunction with bids, sale catalogs, or other promotion/specials. If sale price is lower than discounted price, best price of the two will be given. Demco will pay regular FedEx ground service shipping costs on all stocked orders. Transportation will be prepaid and added to all orders that are Drop Shipped, such as furniture and equipment items. Good faith estimates of shipping charges as related to products ordered. Express parcel shipping is not included.

HOW TO ORDER:

Send your purchase order to DEMCO, marked:

“C86034”

(Orders sent without this notation will not receive discount.)

Phone 1-800-356-1200

Fax 1-800-245-1329

Online at <http://www.demco.com>

EXPIRATION DATE:

6/30/2012

LIBRARY SUPPLIES

VENDOR: **Gaylord Bros., Inc.**

Box 4901
Syracuse, NY 13221-4901
<http://www.gaylord.com/>

DISCOUNT TERMS: 15% discount off entire order. Free shipping on supply and archival orders over \$100.00 (free shipping does not apply to furniture items).

HOW TO ORDER: Send your purchase order to Gaylord marked:

"Priority Code 5085"
(Orders sent without this notation will not receive this discount.)

Fax 1-800-891-5280, ATTN: Gaylord Bid Department
Phone 1-800-469-1592

EXPIRATION DATE: 12/31/2012

LIBRARY SUPPLIES

VENDOR: **Highsmith Co., Inc.**
W5527 Highway 106, P.O. Box 800
Fort Atkinson, WI 53538-0800
1-800-543-2180
<http://www.highsmith.com/>

DISCOUNT TERMS: With a minimum order of \$50 or more after discount, 15% off supplies, 15% off learning materials, 10% off furniture & Equipment (non-consumables). Stock shipments over \$50 qualify for free shipping & handling.* S&H will be added to the invoice for all non-stock shipments.* (*Not valid on LibrarySparks magazine, Edupress and Learning Well brands, 3M & Checkpoint security products, sale catalogs, orders already in progress, in conjunction with other bids or with other discounts. Additional charges for inside delivery, lift gate delivery or prior notification may be prepaid and added to invoice.)

HOW TO ORDER: Send your purchase order to Highsmith, marked:

Refer to "The Library Network Discount No. 300008"
(Orders sent without this notation will not receive this discount. If you place a phone order, make sure you give the discount number to the Telephone Sales Representative.)

Phone 1-800-558-2110
Fax 1-800-835-2329

EXPIRATION DATE: 6/30/2012

OFFICE SUPPLIES & OTHER

VENDOR: **Arrow Office Supply**
<http://www.aronet.net>

DISCOUNT TERMS: Michigan based Company since 1946, offering competitive pricing on over 40,000 office, break room, and janitorial supplies, as well as office equipment and furniture. Free shipping on all orders of \$50 or more.

HOW TO ORDER: View items online at <http://www.discount-officesupply.com>. Refer to Customer Account number "5929" to receive Gold Value pricing. Place orders at 1-313-272-8700 ask for Kelly or Shelley (email: k.burek@aronet.net and s.sparks@aronet.net). Or fax to (313) 272-0122.

EXPIRATION DATE: 6/30/2012

OFFICE SUPPLIES & OTHER

VENDOR: **Staples, Inc.**
<https://www.stapleslink.com>

DISCOUNT TERMS: 15% - 60% off manufacturer's list prices. Get the new catalog which carries coded product numbers to generate your new discounts. (Discard all previous Staples order forms or it will void discounts.)

HOW TO ORDER: Each library must set up a new account. Orders must be placed via the Stapleslink website to gain negotiated discount. If you have questions about qualifying for this discount, you may contact the TLN Business Office at (734) 281-3830, ext. 104. Contact Ron Ricks to open your new account at 1-800-693-9900, ext. 549.

Fax at (248) 465-1529.

EXPIRATION DATE: No Expiration

TECHNOLOGY SUPPLIES

VENDOR: **REMC 12-East**
17111 G Drive, North
Marshall, Michigan 49068

DISCOUNT TERMS: Excellent prices on various items including computer supplies, office supplies and copy paper. Printable catalogs are available on the internet at <http://www.remcbids.org/> REMC is unable to sell Adobe or Symantic products to libraries.

HOW TO ORDER: Mark all purchase orders "Prices Per REMC Bid" and include library contact information. Some vendors also require a contract number on the purchase order. To locate the correct contract number see the Vendor Information provided online.

This is a statewide bid, so associate school district libraries should order from their area REMC office.

Make a separate purchase order to each vendor. Follow instructions listed for that vendor in the Vendor Information provided online or in the back of the online catalog.

EXPIRATION DATE: Annually on December 31. New prices available after February 1.