

Vendor	Library Category	Hardcover Trade A,J,Y	Softcover Trade A,J,Y	Mass Market A,J,Y	Single Editions	Library Binding	University Press	Text, Tech Reference
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	Public	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Follett	School	Up to 45%	Up to 45%	Up to 45%	Up to 45%	Up to 30%	Up to 45%	N/A
Follett	Academic	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Follett	Special	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Ingram	Public	42.5-44.5%*	40-43%*	40-43%*	42.5-44.5%	20%	13%	0-44.5%
Ingram	School	35%	35%	35%	35%	20%	13%	0-35%
Ingram	Academic	42.5-44.5%*	40-43%*	40-43%*	42.5-44.5%	20%	13%	0-44.5%
Ingram	Special	35%	35%	35%	35%	20%	13%	0-35%
Scholastic	Public	40%				32%		
Scholastic	School	40%				32%		
Scholastic	Academic	40%				32%		
Scholastic	Special	40%				32%		

Vendor	Library Category	Kits	Continuations	Large Print	PlayAway	Spoken Word	VHS	DVD	Music	Free Shipping?	Fuel Surcharge?
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%	YES	NO
Follett	Public	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Follett	School	Cat Price	N/A	Up to 45%	Cat Price	Cat Price	Cat Price	Cat Price	Cat Price	YES	NO
Follett	Academic	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Follett	Special	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Ingram	Public	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	0-35%	0-35%	0-35%	0-20%	0-35%	N/A	0-35%	0-45.2%	YES	NO
Ingram	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	Special	0-35%	0-35%	0-35%	0-20%	0-35%	N/A	0-35%	0-45.2%	YES	NO
Scholastic	Public									YES	NO
Scholastic	School									YES	NO
Scholastic	Academic									YES	NO
Scholastic	Special									YES	NO

Vendor	Library Category	Minimum Order?	Service Charge on Net Titles?	Staff Account?	Notes (Notations in quotes are taken verbatim from bids)
Amazon.com	Public	N/A	N/A	N/A	"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."
Amazon.com	School	N/A	N/A	N/A	
Amazon.com	Academic	N/A	N/A	N/A	
Amazon.com	Special	N/A	N/A	N/A	
Baker & Taylor	Public	NO	\$4.95	YES	*Public Library: Softcover Trd&MM: 1 copy/title=33%; 2+copies/title=41.5%
Baker & Taylor	School	NO	\$4.95	YES	*Schools: pay shipping on AV orders of less than \$250.00
Baker & Taylor	Academic	NO	\$4.95	YES	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
Baker & Taylor	Special	NO	\$4.95	YES	
Barnes & Noble	Public	N/A	NO	N/A	Orders > \$5,000 receive 28-30% discount (not incl cd's and textbooks)
Barnes & Noble	School	N/A	NO	N/A	Orders > \$5,000 receive 28-30% discount (not incl cd's and textbooks)
Barnes & Noble	Academic	N/A	NO	N/A	Orders > \$5,000 receive 28-30% discount (not incl cd's and textbooks)
Barnes & Noble	Special	N/A	NO	N/A	Orders > \$5,000 receive 28-30% discount (not incl cd's and textbooks)
Book House	Public	NO	3%*	YES	**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."
Book House	School	NO	3%*	YES	
Book House	Academic	NO	3%*	YES	
Book House	Special	NO	3%*	YES	
Borders	Public	?	\$2.00-\$25.00	NO	RFP @ Superstores only. No Waldenbooks or Borders Express
Borders	School	?	\$2.00-\$25.00	NO	Trade books <\$1,000=22%; >\$1,000=28%; Same for CD's
Borders	Academic	?	\$2.00-\$25.00	NO	Net title in-store=20%. Multimedia Electronics= 10%. MAY deliver free or flexible shipping @\$5.50 minimum/carton. No combo discounts.
Borders	Special	?	\$2.00-\$25.00	NO	
Brodart	Public	NO	\$3.95*	YES	**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."
Brodart	School	NO	\$3.95*	YES	
Brodart	Academic	NO	\$3.95*	YES	
Brodart	Special	NO	\$3.95*	YES	
BWI	Public	NO	\$5.95*	YES	*"BWI is 100% dedicated to the Public Library Market."
BWI	School	N/A	N/A	N/A	"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.
BWI	Academic	N/A	N/A	N/A	
BWI	Special	N/A	N/A	N/A	

Vendor	Library Category	Minimum Order?	Service Charge on Net Titles?	Staff Account?	Notes (Notations in quotes are taken verbatim from bids)
Emery-Pratt	Public	NO	\$2.50-\$20.00*	YES	**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)"
Emery-Pratt	School	NO	\$2.50-\$20.00*	YES	
Emery-Pratt	Academic	NO	\$2.50-\$20.00*	YES	
Emery-Pratt	Special	NO	\$2.50-\$20.00*	YES	
Follett	Public	N/A	N/A	N/A	"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."
Follett	School	NO	NO	YES	
Follett	Academic	N/A	N/A	N/A	
Follett	Special	N/A	N/A	N/A	
Ingram	Public	NO	NO/SEE NOTE	YES	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)
Ingram	School	NO	NO/SEE NOTE	YES	
Ingram	Academic	NO	NO/SEE NOTE	YES	
Ingram	Special	NO	NO/SEE NOTE	YES	
Scholastic	Public	NO	NO		"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."
Scholastic	School	NO	NO		
Scholastic	Academic	NO	NO		
Scholastic	Special	NO	NO		

Vendor	MARC Record	Original Cataloging	Copy Cataloging/Search of Customer Database/Item Records/ Add Copy to Existing Record	Cataloging/Processing
Baker & Taylor Public 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
Baker & Taylor Academic and Special Libraries	.30 per record print 1.50 edited a/v .75 unedited a/v			For a per unit of \$1.03 B&T offers "complete cataloging and processing": Includes plastic jacket, book pocket and card, spine label and card set
Book House (All Libraries)	.77 per unit	N/A	N/A	MARC record .77 per unit; plastic jacket .77 per unit; spine label .77 per unit; barcode .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 Libraries)	.25-\$4.95 per record	.99-\$8.00 per title	Copy cataloging per item=.20; Search of customer database per item=.20; Item record cost=.20 per item; Add copy to Existing	

Vendor	MARC Record	Original Cataloging	Copy Cataloging/Search of Customer Database/Item Records/ Add Copy to Existing Record	Record=.20 per item	Cataloging/Processing
Emery-Pratt (All Libraries)	Up to .66 per record	N/A	Copy cataloging=.66 per item		
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 Libraries)	.35 fip 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
Scholastic	Free	Free	N/A		For a per unit cost of .95 Scholastic offers "Automation Package Attached": Includes shelf list card, spine label, bar code label
					For a per unit cost of .50 Scholastic offers "Automation Package Unattached": Includes shelf list card, spine label, bar code label

Statewide Pricing for Cataloging/Processing

The Library Network

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 and 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)	.77 per unit	.77 per unit	1.54 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

Vendor	Product(s) Available	Cost	General Features	Contact Information
Amazon.com				Account Executive for Corporate Accounts Mr. David Zawatski, 206-266-1651 davidaz@amazon.com
Baker & Taylor Public Libraries	B&T Link Title Source 3	Free	Search B&T database, place orders, receive confirmations The above plus full text reviews includes 1 User ID Additional ID's =: 1-9=\$159 per id 10-49= \$139 per id 50+= \$99 per id	Area Sales Consultant for Public Libraries Mr. Michael Gooding, 800-775-7930 ext 1070 michael.gooding@btol.com
	X12 and EDIFACT	Free	Interface with most ILS for edi order placement/invoice receipt	
	Customer Initiated Collection Development	\$250.00 per ongoing profile per year (+10.00 per printed list)		
	Vendor Initiated Collection Development	\$150.00 per ongoing profile per year (+10.00 per printed list)		
B&T School Libraries	School Selection	Free	Search B&T database, place orders, receive confirmations	Account Support Consultant for School Libraries Ms. Jill Blades, 800-775-7930, ext 3279 jill.blades@btol.com
B&T Academic/Special Libraries	Same as for public libraries			Library Support Center Rep for Academic/Special Libraries Mr. Travis Kelley, 800-258-3774 travis.kelley@ybp.com

	X12 and EDIFACT	Free	Interface with most ILS for edi order placement/invoice receipt	Mr. Wally Jones, 800-888-4478 ext 6314 wally.jones@bwibooks.com
Vendor				
Emery-Pratt	emery-pratt.com	Free	Search Emery-Pratt database; place orders	National Sales Director Mr. Avery Weaver, 800-248-3887 ext 123 avery.weaver@emery-pratt.com
	X12 and EDIFACT	Free	Interface with most ILS for edi order placement/invoice receipt	
Follett	Titlewave	Free	Search Follett database; place orders; full text reviews	Resource Account Managers S.E. Michigan Mr. Trevor Daniel, 888-511-5114 ext 3708 Ms. Kim Langenderfer, 888-511-5114, ext 3788
	BISAC, X12, EDIFACT Onix (XML)	Free	Interface with most ILS for edi order placement/invoice receipt	Resource Account Manager West Michigan Mr. Bob Walli, 888-511-5114, ext 3737 Resource Account Manager N.E. Michigan and U.P. Mr. Bob Whitbeck, 888-511-5114 ext 3823
Ingram	ipage Standard	Free	Search Ingram database; place orders	Account Manager Ms. Colleen Foegle, 800-937-5300 ext 35670 colleen.foegle@ingrambook.com
	ipage Essential	\$96.00/month inc 3 concurrent users	Above plus advanced searching capabilities; cover art; annotations	
	ipage Professional	\$138.00/month inc 3 concurrent users	Above plus full text reviews	
	X12 and EDIFACT	Free	Interface with most ILS for edi order placement/invoice receipt	
Scholastic	scholastic.com/library publishing	Free	Search Scholastic database; place orders	Direct Sales Representative Ms. Michelle Edwards, 313-532-0661 mmedwards@scholastic.com