

# Woodlands Library Cooperative

## **MEMBER DISCOUNT HANDBOOK**

January 2010

415 S. SUPERIOR, SUITE A  
ALBION, MICHIGAN 49224-2174  
(517) 629-9469 or  
1-800-962-4472  
fax: (517) 629-3812

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**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](mailto: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](mailto: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](mailto: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](mailto:travis.kelley@ybp.com).

Same as for public libraries.

### Barnes & Noble

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

### Book House

Ms. Krista Miller, Sales Coordinator, (800) 248-1146, [kristam@thebookhouse.com](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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		N/A
Baker & Taylor	Public	45.5%	33-41.5%	33-41.5%	25%	25%	10%	0-5%		0-5%
Baker & Taylor	School	43%	33%	33%	28%	24%	10%	0-5%		0-5%
Baker & Taylor	Academic, Special	43.5%	35%	35%	20%	20%	15%	0-15%		0-15%
Barnes & Noble	All Libraries	22%	22%	22%	N/A	N/A	22%	5%		5%
Book House	All Libraries	30.98%	N/A	N/A	N/A	N/A	2.15-17.68%	N/A		N/A
Borders	All Libraries	0-28%	0-28%	0-28%	0-28%	0-28%	0-28%	0-28%		0-28%
Brodart	All Libraries	45%	40%	40%	35%	22%	12%	12%		12%
BWI	Public	40-42%	35-42%	35-42%	N/A	15%	0-15%	0-15%		0-15%
Emery-Pratt	Public	42%	42%	0-12%	12-42%	0-12%	12-42%	12%		12%
Emery-Pratt	School	40%	40%	0-10%	10-40%	0-10%	10-40%	10%		10%
Emery-Pratt	Academic	38%	38%	4%	14-38%	14%	14%	14%		14%
Emery-Pratt	Special	38%	38%	0%	10-38%	0-10%	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		N/A
Follett	Public, Academic, Special	N/A	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%		0-44.5%
Ingram	School, Special	35%	35%	35%	35%	20%	13%	0-35%		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?
Amazon.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

<b>Processing Prices May 2009 - April 2012</b>			
<b>Vendor</b>	<b>Plastic Jacket Only</b>	<b>Spine Label Only</b>	<b>Plastic Jacket and Spine Label Combo</b>
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

<b>Cataloging Pricing May 2009 - April 2012</b>				
<b>Vendor</b>	<b>MARC Record</b>	<b>Original Cataloging</b>	<b>Copy Cataloging/Search of Customer Database/Item Records/Add Copy to Existing Record</b>	<b>Cataloging/Processing</b>
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 pric- ing 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 Un-abridged	Talking Book CD's	Talking Book MP-3 Format	Play-aways	Free Ship?
<b>AEC One Stop Group</b>	N/A	17-40%	N/A	17-40%	N/A	N/A	N/A	N/A	N/A	Yes
<b>Audio Editions Books on Cassette</b>	N/A	N/A	N/A	N/A	22%	22%	22%	22%	N/A	Yes
<b>AVcafe</b>	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%
<b>Baker &amp; Taylor Public Libraries</b>	N/A	30.2%	N/A	27.6%	45.5%	45.5%	45.5%	45.5%	N/A	Yes
<b>Baker &amp; Taylor School Libraries</b>	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
<b>BWI</b>	N/A	25%	25%	25%	25%	25%	25%	25%	15%	Yes
<b>Follett Library Services</b>	N/A	0-35%	0-35%	0-35%	0-35%	0-35%	0-35%	0-35%	0-35%	Yes
<b>Ingram Library Services-Schools</b>	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
<b>Ingram Library Services</b>	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
<b>Instructional Video</b>	N/A	0-15%	0-15%	0-15%	N/A	N/A	N/A	N/A	N/A	Starting at \$6.75
<b>Library Video Company</b>	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%
<b>MicroMarketing, LLC</b>	N/A	15%	N/A	10%	N/A	N/A	20%	N/A	20%	Over \$200 Free
<b>Midwest Tape</b>	N/A	20%	N/A	20%	N/A	N/A	N/A	N/A	20%	Yes
<b>Multicultural Books &amp; Videos</b>	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: ils bids@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>

**BOOKS**

**VENDOR:** **Bound To Stay Bound Books, Inc.**  
1880 West Morton Road  
Jacksonville, Illinois 62650

**DISCOUNT TERMS:** Bound To Stay Bound catalog price reflects 30% discount from publisher list price plus prebinding charge of \$6.55 per book. Short discount titles are reduced by 10%.  
Processed books may be returned only if there is an imperfection in the binding, processing or printing.  
Free Order Typing Service and shipping.  
No Charge for spine labels or bar codes.  
MARC records are free when downloaded from their website at <http://www.btsb.com>  
\$10.00 charge for CD or disc per shipment.

Call Customer Support Department for additional processing options.  
No minimum annual volume of orders is required.  
All prices based on payment of invoice within 30 days.

**HOW TO ORDER** Use their online catalog at <http://www.btsb.com>. Paper catalog available at no charge. When using their online catalog, your actual discount will be shown.  
Order directly from:

Bound To Stay Bound Books, Inc.  
1880 West Morton  
Jacksonville, IL 62650  
Phone: (800) 637-6586  
Fax: (800) 747-2872  
e-mail: [btsb@btsb.com](mailto:btsb@btsb.com)

**EXPIRATION DATE:** 12/31/10

**BOOKS**

**VENDOR:**

**BWI**

1847 Mercer Road  
Lexington, KY 40511  
Web site: <http://www.bwibooks.com/index.php>

**DISCOUNT TERMS:**

40% on paper and trade  
15% and 20% on library and reinforced  
For Title Tales free on-line at <http://www.bwibooks.com>  
BWI (Bee-wee) Bound product Lifetime Guarantee – if book fails  
to hold up return to BWI and they'll replace it free.

**HOW TO ORDER:**

Order Toll-free (800) 888-4478.  
Fax (800) 888-6319

**EXPIRATION DATE:**

Prices subject to change upon notice of vendor (10/04).

**BOOKS**

**VENDOR:**

**Junior Library Guild**

7858 Industrial Parkway  
Plain City, Ohio 43064  
(800) 743-4070

<http://www.juniorlibraryguild.com>

**DISCOUNT TERMS:**

The cost per book is \$13.25 with free shipping. They also offer previous Junior Library Guild selections for discounted prices of \$9.00 and \$5.00 per book.  
(The Junior Library Guild provides unique collections of new release, hardcover children's and young adult titles, while saving libraries 20-40% off the publisher's prices.)

**HOW TO ORDER:**

Contact: Ryan Hudson, Sales Associate, email at [rhudson@juniorlibraryguild.com](mailto:rhudson@juniorlibraryguild.com) or call (800) 325-9558, ext. 7947

**EXPIRATION DATE:**

12/31/10

**BOOKS****VENDOR: Perma-Bound Books**

617 E. Vandalia Road  
Jacksonville, IL 62650

**DISCOUNT TERMS:** Prices in Perma-Bound catalogs/website are pre-discounted. Woodlands members receive an additional 3% off the already discounted prices. Additional titles carried on the Perma-Bound website in Original Publisher Bindings (order number series 3,000,000+) are shown pre-discounted pricing. No further discounts apply to this group of publishers bound books. (Many of these can be supplied in a guaranteed Perma-Bound binding. Minimum quantity 20. Call Dave Yoder for details.) Perma-Bound does not substitute titles unless requested from the purchasing school or library. Processing is not sub-contracted. Perma-Bound bindings are Unconditionally guaranteed. Perma-Bound bindings are bound to the highest National standards (Library Binding Institute Z39.78-2000). Mylar jackets for Original Publisher's bindings can be provided at .50 per book. Group orders of 20 copies or more for a single title can receive free educator guides and additional discounts (call for full details.) Almost any book can be made into a Perma-Bound book, allowing novels, soft cover texts and reference books to last 7-10 times longer than paperbacks and survive more use than Publisher Trade cover books or lower grade per-bound books.

**HOW TO ORDER** Each order must indicate that the library is a member or associate member of the Woodlands Library Cooperative and request the special discount. Ordering is available online at <http://www.perma-bound.com>. There is no charge for Internet ordering. Orders can also be placed by email, phone, fax or mail. Shipping of book orders is free.

If you have questions, or need assistance, call Phone (800) 637-6581 or Fax (800) 551-1169  
Visit their web site at <http://www.perma-bound.com>

**CONTACT INFORMATION:** Dave Yoder, Sales Representative, (616) 566-4109  
daveyoder@perma-bound.com

**EXPIRATION DATE:** 12/ 31/ 2010

**BOOKS**

**VENDOR:** **Thorndike Press**  
295 Kennedy Drive  
Waterville, ME 04901  
<http://www.gale.cengage.com/thorndike/>

**DISCOUNT TERMS:** 20% discount off regular catalog prices plus free shipping on any order with no minimum quantity requirements.

**HOW TO ORDER:** When ordering, use promotional code L2790 to generate discount.

Sales Representative: Kim Cormier, (800) 223-1244, ext. 1038, email [kimberly.cormier@cengage.com](mailto:kimberly.cormier@cengage.com).

**EXPIRATION DATE:** 12/31/10

**BOOKS ON TAPE**

**VENDOR:**

**Books On Tape**

Bowen Library Services, Inc.  
531 White Tail Ridge Dr.  
Fairlawn, OH 44333  
(800) 435-5418, code 91  
<http://library.booksontape.com>

**DISCOUNT TERMS:**

Standard discount: 10%  
Standing Order Discount: 20% (minimum order of four titles per month)  
Free shipping, no minimum  
365 days free replacement tapes, CDs and packaging for standard discount purchases  
Lifetime replacement warranty for standing order purchases

**HOW TO ORDER:**

To request a catalog or to place an order contact Books On Tape, Inc. at the customer service department (800) 541-5525, or submit online orders at <http://library.booksontape.com>  
  
Books On Tape representative Brent Bowen, at Bbowen1005@aol.com

**EXPIRATION DATE:**

Prices subject to change upon notice of vendor (10/04).

**BINDERY****VENDOR:****Wallaceburg Bookbinding**

95 Arnold Street  
Wallaceburg, Ontario, N8A 3P3

**DISCOUNT TERMS:**Library Books:

Up to and including 12" in height and 2 ½" in thickness  
Includes five lines of lettering of title and author

Flat Rate - \$8.99

**Minimum Invoice charge is \$20.00**

Special and Extra Operations:

Lettering		Miscellaneous	
Call numbers, per book	\$0.30	Over 13" height, 2 1/2 thick, per inch	\$2.00
Library Imprint, per book	\$0.60	Over 2 ½" thick, per volume	\$10.00
Head/Tail/Panel lines, per book	\$2.00	One week rush service	\$5.00

Special sewing, excessive mending, sponging and pressing, mounting, stubbing, excessive collating, guarding, pockets, stamping on front cover and all other special requirements will be invoiced on a time and material basis, per hour.

Textbook Rebinding:

Flat Rate - \$7.75

**Periodical Binding, special bindings, and other services are available.** Contact the Woodlands office for additional pricing.

**HOW TO ORDER:** Regular pickup and delivery is made. Orders of 15 books or more (either library books OR textbooks, do not mix) qualify for free pickup at your library if you are within their delivery route. Public library orders of less than 15 books will be charged \$20.00. School libraries with less than 15 books for binding should contact their REMC for instructions. If you have 15 or more books for the bindery, call Wallaceburg and they will schedule your pickup. Boxes for the bindery should be clearly marked "BINDERY" plus your library and building name. If you send more than one box, mark them 1 of 2, etc. Do not use Woodlands delivery boxes. Libraries can ship boxes to Wallaceburg via their preferred shipper. For shipping address contact the Woodlands office.

If you have questions, contact:

Wallaceburg Bookbinding  
95 Arnold Street  
Wallaceburg, Ontario N8A 3P3  
E-mail: [helpdesk@wbmbindery.com](mailto:helpdesk@wbmbindery.com)  
Phone (800) 214-BIND (2463)  
Fax (519) 627-6922

**EXPIRATION DATE:** 5/1/2010

**LIBRARY SUPPLIES**

**VENDOR: Bar Code Discount Warehouse, Inc.  
RACO Industries**

5480 Creek Road  
Cincinnati, OH 45242  
Phone (888) 433-1274

**DISCOUNT TERMS: Call Judith Maria for Current Discount Pricing**

Scanners

MK9520 - USB or PS2 Voyager Hand held non-trigger hands free scanner, Black or grey  
MK9535-M Inventory Cordless Scanner with Memory w/power supply, stand & cable, PS2 or USB,

3080 CCD Barcode Scanner, PS2 or USB

LS4208 SYMBOL LS4208 Scanner, PS2 or USB, stand available

TK1000 Trigger, hands free Scanner, PS2 or USB

3800 High Performance Linear Imager, PS2 or USB, stand available

RA2100 - Scanner, PS2 or USB, stand and replacement windows available. Entry level product. The scanner is small, lightweight and its ergonomic design is comfortable to use during daily operations.

RA4100 - Scanner. PS2, USB, stand available. Provides outstanding performance and excellent ergonomic design combined with unmatched durability

Duplicator Kit

RA-Dup System - It is an easy-to-use, standalone system that requires no interface to host system. This complete system is quiet and takes up very little space.

Receipt Printers

TSP643C: Thermal, Parallel or USB, Tear Bar, Receipt Printer w/power supply (All models available.)

TMT88IV, Thermal, Gray, Parallel or USB, Receipt Printer EPC421034

RP3125T Thermal Receipt Paper for TMT88 & TSP613, Case 50 rolls

Labels

M004W1 Labels: Laminated, Matte, Single, White, Sheets (5000 minimum)

BL225075TKP8 (2.25x.75), BL250075TKP8 (2.5x.75) Labels, Single Kimdura Roll (2000 min)

Label protectors also available - call for details

For any items not listed above visit their web site at

<http://www.racoindustries.com> or <http://www.bcdw.com>

Shipping charges may apply.

**HOW TO ORDER:**

Call (888) 433-1274

Fax (888) 232-8731

Contact: Judith Maria, Senior Account Manager

E-mail: [jmaria@racoindustries.com](mailto:jmaria@racoindustries.com)

Quote #1259

**EXPIRATION DATE:**

12/31/2010

**LIBRARY SUPPLIES**

**VENDOR:**

**BayScan Technologies**

12782 Prospect Road, 1st Floor  
Strongsville, OH 44149  
Phone (877) 229-7226

**DISCOUNT TERMS:** Please call for Current Pricing

Handheld, 3800G, Imager, BLK, KBW TTL RS-232, USB, 5V ROHS (HHP3800G14E)  
Hand Held, Flex Neck Stand for 3800 Only, Black (HHPHFSTAND7E)  
9520 Keyboard, KBW Cable, Stand, No Trigger, Gray (MET952072B47)  
Metrologic 9520, USB Cable, Stand, No Trigger, Gray (MET952072A38)  
Metrologic9520, USB Cable, Stand, No Trigger, Black (MET952032A38)  
Epson TMT88III Thermal, 3.125" Parallel, PS, Cool White (EPSC421014)  
Star TSP613, Thermal Receipt Printer, Tearbar, Parallel Interface (STATPS613C24)  
Star Power Supply for the TSP600 (STAPS60A24A)  
Single, Matte, Round Corners, 2.0"x5/8", White (LABM004WI)

Please call and ask about Self-Checkout, RFID, Spine Label Printing and Digital Signage!

**HOW TO ORDER:**

Reference Proposal Number 1073 on all orders.  
Call in orders to (877) 229-7226, or fax them to (440) 846-2515  
Orders can also be emailed to [kbrown@bayscan.com](mailto:kbrown@bayscan.com)

Our contact representative is Kevin Brown

**EXPIRATION DATE:**

12/31/2010

**LIBRARY SUPPLIES**

**VENDOR:**

**ID Label Incorporated**

461 Park Ave  
Suite 100  
Lake Villa, IL 60046  
Phone (800) 390-1199  
<http://www.idlabelinc.com/libhome.htm>

**DISCOUNT TERMS:**

HHP 3800 Hands Free Bar Code Scanner Kit, Keyboard or USB connection \$300.00  
HHP 3800 Bard Code Scanner (without stand), Keyboard or USB connection \$250.00  
Metrologic MS9520 Voyager Scanner Kit, Keyboard or USB connection \$225.00  
Opticon LPG6125 Scanner Kit, Keyboard or USB connection \$175.00

All labels are 1.0 mil Polypropylene Protective Laminate, digital printed, Codabar/ Code 39 Barcode, Check Digit Mod 10 or specifications. There is no set up fee, minimum 4,000

Labels

Format A: \$24.60-Two-Part Dumb Library Label, rolls or 48 labels per sheet  
Format B: \$24.60-One-Part Dumb "Rounded-Corner" Library Label, rolls or 32 labels per sheet  
Format J: \$23.50-One-Part Dumb Library Label, sheets only, 64 labels per sheet  
Format G: \$29.80-Two-Part Dumb "Rounded-Corner" Library Label, rolls or 32 labels per sheet  
Format H: \$21.95-One-Part Dumb "Rounded-Corner" Library Label, rolls or 48 labels per sheet

**HOW TO ORDER:**

Label specifications and order forms are available from the Woodlands office.  
Fax orders to (847) 265-9681 or orders can also be emailed to  
[customerservice@idlabelinc.com](mailto:customerservice@idlabelinc.com)

Our contact representative is Cheryl Carneke.

**EXPIRATION DATE:**

12/31/2010

**LIBRARY SUPPLIES**

**VENDOR:**

**Brodart**

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

**DISCOUNT TERMS:**

15% discount on all supplies. (Excluding Security Systems/Accessories, ImageMouse, ScanPro, ScanPro 1000, Books & Automation Division products). 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.

**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:**

6/30/2010

**LIBRARY SUPPLIES**

**VENDOR:**

**DEMCO**

Box 7488  
Madison, Wisconsin 53707

**DISCOUNT TERMS:**

17% discount on library, office and technology supplies; 10% on learning materials; 10% discount on furniture and equipment. 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 Supply and Learning Material orders. Transportation will be prepaid and added to all orders that are Drop Shipped, such as furniture and equipment items. Minimum \$50.00 for all terms to apply, after discount. Good faith estimates of shipping charges as related to products ordered.

**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:**

6/30/2010

**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:** 6/30/2010

**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:** Items receive 17% off catalog prices with a minimum order of \$25.\* 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 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. 106690"  
(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:** 6/30/2010

**LIBRARY SUPPLIES****VENDOR:****The Library Store, Inc.**

301 E. South Street  
Tremont, IL 61568  
Phone (800) 548-7204  
Fax (800) 320-7706

**DISCOUNT TERMS:**

30% discount off all "Advantage" products (lamps, headphones and tables), 635 Book Tape and "Bear Hug" Book Ends; 25% discount off Book Pockets, Book Jackets, Book Cards, Catalog cards, Label Protectors, "Bio-Fresh" Laminates; 22% discount off Book Lock Tape; 20% discount off "Clearseal" Laminating Film; 18% discount off "Vista Foil" Laminating Film; 15% discount off all other Current MAIN catalog items not specified in the exclusions; and 10% discount off Current MAIN catalog Furniture and Equipment.

Minimum order \$50.00 per purchase order from current MAIN catalog to be eligible. Exceptions: 3M Security and Checkpoint Security products & supplies are excluded from discount. Discount not valid on any Roll Laminators. Discount does not apply to shipping charges.

This bid cannot be combined with any other written bids, special offers, discount coupons or flyers. Product training, lab fees for product testing, installation of equipment/furniture and disposal of trash is not part of this bid. Standard manufacturer warranty applies upon date of receipt of items. Returns, repairs or servicing of equipment and furniture are subject to manufacturer policies.

Shipping charges will be applied as listed in the MAIN catalog and will be prepaid and added to invoices. Items that ship by truck will be figured for "End of Truck" delivery unless otherwise noted. Items from warehouse will ship within 48 hours (ARO), and arrive in 5-10 business days. Items shipping from the manufacturer have various lead times. Furniture and shelving usually ships within one to eight weeks. The Library Store, Inc. assumes no responsibility for extended shipping dates or late fees assessed on any item. All truck shipments must be inspected and signed for accordingly, otherwise compensation cannot be guaranteed.

**HOW TO ORDER:**

Reference "MIWLC10" on purchase order at the time of order to receive discount, or for online orders enter this code into the online coupon code when checking out. Credit will not be applied to invoices when bid number is not referenced on purchase orders, phone orders, or online. Orders may also be placed on their web site at

<http://www.thelibrarystore.com>

See the address and phone/fax numbers above.

For questions contact Tosha Landes at [bids@thelibrarystore.com](mailto:bids@thelibrarystore.com)

**EXPIRATION DATE:**

12/31/2010

**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:**

Prices subject to change upon notice of vendor (10/04).

**OFFICE SUPPLIES & OTHER**

**Vendor:** **MiDeal**  
Department of Management & Budget  
Lewis Cass Building  
320 South Walnut  
PO Box 30026  
Lansing, MI 48909

**Discount Terms:** The complete list of contracts are available on the MiDeal web site at <http://www.michigan.gov/localgov> including over 155 contracts ranging from defibrillators to electrical lamps to mailing equipment. The list of most frequently used contracts includes office supplies, janitorial products, carpet, disposable paper, lawn and garden equipment and service, vehicles, computers, and furniture. Vendor contact information is provided on the web site.

Other items available from MiDeal include: Carpet Tiles and Installation, Janitorial & Industrial Supplies, Cellular Telephone Equip & Service, Lawn & Garden Equipment, Chairs –Ergonomic & General Office Seating, Mailing Equipment, Computers – Hardware & Software, Office Supplies, Confidential Records Destruction, Open Space Office Furniture, Copiers, Paper Products – Disposable – Statewide, Defibrillators – Automated External, Tires & Tubes (Goodyear), Electric Lamps (Light Bulbs), Vehicles – Trucks, Passenger Cars, Vans, Gongwer Electronic News Wire Service, Xerox Supplies, and Imaging & Scanning Services

**How to Order:** Reference Woodlands MiDeal Account number 76103 when ordering.

**Expiration Date:** Prices subject to change upon notice (1/08).

**OFFICE SUPPLIES & OTHER**

**VENDOR:**

**WT COX Subscriptions**

201 Village Road  
Shallotte, NC 28470  
(800) 571-9554  
Fax (910) 755-6274  
E-Mail: [info@wtcox.com](mailto:info@wtcox.com)

**SERVICES:**

Provides subscription services to K-12, public, academic, medical and special libraries. Basic service to customers includes online management system and software available at <http://www.wtcox.com/>

**DISCOUNT TERMS:**

Averaging 17% discount on periodicals of all types.

**HOW TO ORDER:**

Account set-up or existing account inquires should be directed to the Woodlands Library Cooperative office at [laurac@monroe.lib.mi.us](mailto:laurac@monroe.lib.mi.us) or call (800) 962-4472.

Magazine year is from January to December.

**EXPIRATION DATE:** 12/31/2011

**TECHNOLOGY SUPPLIES**

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

**DISCOUNT TERMS:** Excellent prices on various A-V 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.

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 on 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.

**PERIODICALS ON LOAN**

**VENDOR:** **Woodlands Library Cooperative**

415 S. Superior, Suite A  
Albion, MI 49224-2174

**DISCOUNT TERMS:** Periodicals received by the cooperative office are loaned for a specific loan period upon request by the member library. Those available at this time are:

AMERICAN LIBRARIES  
KIDSTUFF (ended Vol. 7, No. 1)  
LIBRARY JOURNAL  
PUBLIC LIBRARIES  
RURAL LIBRARIANS NEWSLETTER  
LIBRARY SPARKS

Back issues are sometimes available for loan. Call the co-op office with your specific request.

**HOW TO ORDER:** Call the cooperative office at (517) 629-9469 or drop a note to [laurac@monroe.lib.mi.us](mailto:laurac@monroe.lib.mi.us) to let us know which periodicals you wish to receive.

**EXPIRATION DATE:** None