

Woodlands Library Cooperative

# DISCOUNT HANDBOOK



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## COPERATIVE STATEWIDE DISCOUNTS 2018-2021

### The Library Network

4136 Vincenti Court

Novi, MI 48375

Contact: Jim Flury, ext. 133, [jflury@tln.lib.mi.us](mailto:jflury@tln.lib.mi.us)

The Library Network issued an RFP to vendors of library materials, inviting them to submit bids for the October 1, 2018 through September 30, 2021 cycle of statewide discounts for library cooperative member libraries. Bids were accepted from the following vendors:

- Baker & Taylor
- Brodart
- Emery-Pratt
- Ingram
- Barnes & Noble
- Follett
- Midwest Tape
- Perma-Bound Books

A summary of the new discounts is available on the The Library Network website at:

[https://tln.lib.mi.us/discounts/files/Statewide Book and AV Summary 2018-2021.pdf](https://tln.lib.mi.us/discounts/files/Statewide_Book_and_AV_Summary_2018-2021.pdf)

Please note that the RFP also included quoted prices for processing, collection development, cataloging (for non shared system libraries, etc.) Prices for those services are more difficult to incorporate into a summarized document. Therefore, if you need pricing information for those services, please contact Jim Flurry.

(Sometimes vendors in the discount cycle will miss a library or two at renewal time. If your discounts for materials beginning October 1, 2018 are not reflective of what is included in the pdf, I have included contact information there for each of the vendors. In the event you need to remind a vendor as to the RFP you are referring to, a copy is located at [https://tln.lib.mi.us/rfp/files/archive/RFP Statewide Book and AV 2018-2021.pdf](https://tln.lib.mi.us/rfp/files/archive/RFP_Statewide_Book_and_AV_2018-2021.pdf))

## BOOKS

### **Bound To Stay Bound Books, Inc.**

1880 West Morton Road  
Jacksonville, Illinois 62650

Bound To Stay Bound catalog price reflects 30% discount from publisher list price plus prebinding charge of \$7.92 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>. \$20.00 charge for CD 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.

To order using their online catalog at <http://www.btsb.com> or email to [orders@btsb.com](mailto:orders@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  
Email: [sales@btsb.com](mailto:sales@btsb.com)

Discount Expires: 12/31/18

### **Junior Library Guild**

7858 Industrial Parkway  
Plain City, Ohio 43064  
(800) 491-0174

<http://www.juniorlibraryguild.com>

The Junior Library Guild provides unique collections of new release, hardcover children's and young adult titles, while saving libraries up to 40% off new release titles, and up to 75% off titles six months or older.

Backlist titles, with the exception of special-order titles, are priced at \$5.00, \$7.00, \$9.00, and \$12.00. All pricing can be found at [www.juniorlibraryguild.com](http://www.juniorlibraryguild.com).

To order Contact: Angela Christianson, Bid Coordinator, email at [jlgbids@juniorlibraryguild.com](mailto:jlgbids@juniorlibraryguild.com) or call (800) 325-9558, ext. 7276

Discount Expires: 12/31/18

## BOOKS

### Thorndike Press

10 Water Street

Suite 310

Waterville, ME 04901

<http://thorndike.gale.com/>

20% discount off regular catalog prices, plus free shipping on any order from their regular catalog prices with no minimum quantity requirements.

When ordering, use promotional code L2790 to generate discount. To order online, go to [www.gale.com](http://www.gale.com) thorndike, and click on 'sign in' to register as a new user.

Sales Representative: Kim Cormier, (800) 223-1244, ext. 27522, email [kimberly.cormier@cengage.com](mailto:kimberly.cormier@cengage.com)., fax (800) 558-4676.

Discount Expires: 12/31/18

## BOOKS ON TAPE

### Books On Tape & Listening Library

Books On Tape/Listening Library

400 Hahn Road

Westminster, MD 21157

(800) 435-5418, code 91

<http://www.booksontape.com/>

No discounts on orders from non-standing order customers. 25% discount on orders for standing order customers (for Books on Tape and/or Listening Library titles.) Standing order plans are for a minimum of 12 units per four-month publishing season.

Free shipping, no minimum. Replacement CDs are \$10.00 apiece. Replacement cases are \$12.00 apiece and replacement artwork is \$2.00 apiece.

To request a catalog or to place an order contact Books On Tape, Inc. at the customer service department (800) 733-3000, or submit online orders at <http://www.booksontape.com/> Books On Tape & Listening Library representative Sharon Parker, at [sparker@penguinrandomhouse.com](mailto:sparker@penguinrandomhouse.com).

Discount expires: 12/31/2018

## **Midwest Tape**

6950 Hall Street

Holland, OH 43528

<https://www.midwesttape.com/>

Discount on MSRP for:

25% DVD titles (not new release and catalog titles)

20% Blue-ray (not new release and catalog titles)

25% Music CD (not new release, exception—Universal Music titles)

20% Music (catalog titles)

Free shipping & handling.

Sales Representative: James Gonzalez, (800) 875-2785, email [jgonzalez@midwesttape.com](mailto:jgonzalez@midwesttape.com).

Discount Expires: 12/31/18

## BINDERY

### Wallaceburg Bookbinding

95 Arnold Street  
Wallaceburg, Ontario, N8A 3P3

E-mail: helpdesk@wbmbindery.com  
Phone (800) 214-BIND (2463)  
Fax (519) 627-6922

#### Periodicals

Class A Library binding with choice of 23 buckram colors. Gold, black or white lettering to match records of previously bound volumes.

Custom: \$19.99

Full collation as per library instructions including removal of covers and ads, movement of main & individual contents and indexes, etc.

Standard: \$16.99

Collated as per bindery standard rules with "bulk" ads only removed. Main contents front, title page front, main index back. Individual contents and index, left in place.

Bound As Tied: \$15.25

Bound exactly as received with NO collation.

#### Books

Library Books: \$11.25

Class A Library binding, buckram, title and author embossed on spine. Original front cover mounting available.

Scholarly: \$10.25

Adhesive bound with quality hard cover in choice of 4 colors. Title and author embossed on spine. Original paperback cover mounting available.

Lamabind: \$9.25

Adhesive bound, original paperback cover laminated with 1.5 mil mylar over solid binders board.

#### Thesis: \$17.50

Class A library binding in choice of 23 buckram colors. Gold, black or white lettering. Includes standard embossing of author, degree and year on spine and title, author, university name on front cover. For custom setup see Other Options.

#### Other Options

Volumes over 13 inches in height: \$3.00 per inch

Volumes over 2 1/2 inches thick: \$10.00 per volume

Call Numbers: \$.30 per book

Front cover lettering: \$3.00 per book

Head and Tail panel lines: \$4.00 per book

Library Imprint: \$.60 per book

Over 10 lines (title & variable): \$1.00 per line

Thesis custom setup or title on both spine & front: \$5.00 per book

Minimum invoice charge is \$25.00

Minimum free pickup on their route is 25 items. Less than 25 items charge is \$25.00

Discount expires: 3/1/2019

## LIBRARY SUPPLIES

### RACO Industries

5481 Creek Road  
Cincinnati, OH 45242  
Phone (888) 433-1274

#### Call Judith Maria for Current Discount Pricing

##### Scanners RACO Carries All Mfg Models

Honeywell: MK9520 & New MK1900 - USB Voyager Hand held non-trigger hands free scanner, Black or grey  
LS4208-USB SYMBOL Scanner, hands free stand available  
TK-3488-2D-V2 New Scanner, Reads off smart phones, hands free stand available  
1300G-USB High Performance Linear Imager, hands free stand available  
3100 Laser Scanner, USB, Included hand free stand  
TK3488-BT Wireless Blue tooth cordless scanner, includes power supply, stand and cradle  
Socket, wireless scanner base, certified by apple for iOS devices and compatible with Android and Windows devices

##### Receipt Printers RACO Carries All Mfg Models

Star Micronics-TSP650: Thermal, Parallel or USB, Autocutter, Receipt Printer w/power supply (All models available.)  
Epson-TMT88, Thermal, Gray, Parallel or USB, Energy Star, Receipt Printer  
RP3125T Thermal Receipt Paper for TMT88 & TSP654, Case 50 rolls  
Now Available RP318162GO Repositionable and Restickable Receipt Paper

##### Labels

RAM004W1 Labels 2 x 5/8: Laminated, Matte, Single, White, Sheets (3000 minimum)  
BL225075TKP8 (2.25x.75), BL250075TKP8 (2.5x.75) Labels, Single Kimdura Roll (3000 min)  
Label protectors also available - call for details.  
For any items not listed above visit their web site at <http://www.racoindustries.com>  
Shipping charges may apply.

To order call (888) 433-1274, or fax (888) 232-8731. Contact: Judith Maria, Senior Account Manager  
E-mail: [jmaria@racoindustries.com](mailto:jmaria@racoindustries.com). MUST USE REFERENCE #1259

Discount expires: 12/31/2018



## LIBRARY SUPPLIES

### BayScan Technologies

33549 E. Royalton Road, Unit 3  
Columbia Station, OH 44028  
Phone (877) 229-7226

- HON1300G-2USB: Honeywell, Hyperion 1300G, USB Kit, Scanner (1300g-2), ID, Black, USB Type A 3M Straight cable (CBL-500-300-S00) \$169.00
- HON1300G-STAND: Hand Held, Flex Neck Stand for 3800G Only, Black \$25.00
- HON952072A38: Metrologic 9520, USB Cable, Stand, No Trigger, Gray \$149.00
- HON952032A38: Metrologic 9520, USB Cable, Stand, No Trigger, Black \$149.00
- EPSC31CA85834: Epson, TM-T88V, Thermal Receipt Printer-Energy Star Rated, Epson Dark Gray, USB & Parallel Interfaces, PS-180 Power Supply, Requires Cable \$285.00
- CAB243006-Black: USB Printer Cable, Black \$0
- STATSP651U-24GRY: Star Micronics, TSP654IIU-24 GRY US, Thermal Printer, cutter, USB, Gray, Interface is swappable, power supply included. \$259.00
- DATA40146: Bar Codes, Single, 2' x 5/8", Matte, Round Corner, Sheets, Paper Laminated \$32.00

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

To order reference Proposal Number 41756 on all orders. Call in orders to (877) 229-7226, or fax them to (440) 748-9109. Orders can also be emailed to Celina Hutchens at [chutchens@bayscan.com](mailto:chutchens@bayscan.com). See their products online at <http://www.bayscan.com/> Facebook: [www.facebook.com/bayscan](http://www.facebook.com/bayscan).

Discount expires: 1/31/2019

### ID Label Incorporated

425 Park Ave  
Lake Villa, IL 60046  
Phone (800) 541-8506  
<http://www.idlabelinc.com/index.php>

- High-quality, laminated barcode labels for library materials, CD/DVDs and patron cards
- Durable polyester stock with a protective laminate that resists yellowing and fading
- Barcode number sequences stored for easy re-ordering
- Compatible with any library automation system
- No set-up fees
- Minimum order of 4,000

#### Labels

**Format A:** \$24.60 per thousand -Two-Part Dumb square-corner Library Label, rolls or 48 labels per sheet, 2.00"x1.00"

**Format J:** \$23.50 per thousand-One-Part Dumb square-corner Library Label, rolls or 64 labels/sheet, 2.00"x0.75"

**Format H:** \$21.95 per thousand-One-Part Dumb rounded-corner Library Label, rolls or 48 labels per sheet, 2.00"x0.625"

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 Amy Schiltz.

Discount expires: 12/31/2019

## LIBRARY SUPPLIES

### DEMCO

Box 7488  
Madison, Wisconsin 53707

Discounts listed are based on prices listed on their website at <http://www.demco.com>. A 16% discount on library, office and technology supplies (consumable); 5% on learning materials; 8% discount on furniture and equipment under \$2,000 (non-consumables). (For large quantity orders, or purchases over \$2,000, contact the DEMCO Bid Team toll free 1-800-462-8709 or email [quote@demco](mailto:quote@demco). You may be eligible for special bid pricing). \$100 minimum order (after discounts) required for all discounts to apply. 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. Stock orders over \$100.00 (after discount) qualify for flat rate shipping of \$9.95. Shipping and processing will be prepaid and added to all orders that are Drop Shipped, such as furniture and equipment items. Good faith estimates will be furnished on shipping charges as related to products ordered. Express parcel shipping is not included. Excludes security products, custom products, periodical & subscription program products, licensed products including but not limited to Garfield, Eric Carle, Arthur, Clifford (see detailed list at [demco.com](http://demco.com) by searching "exclusions").

To order send your purchase order to DEMCO marked "C86034". Orders sent without this notation will not receive discount. Ways to Order: Phone 1-800-356-1200, Fax 1-800-356-1329 or [online@demco.com](mailto:online@demco.com). For questions contact Kristopher Snow, (888) 211-3072, [kriss@demco.com](mailto:kriss@demco.com)

Discount expires: 12/31/2018

### Gaylord Bros., Inc.

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

15% off archival supplies. 50% discount on shipping of archival orders over \$100.00. No matter how you place your order please reference contract priority code GB15 and you will receive your discount pricing and preferential freight terms.

Refer to Priority Code GB15 when placing order to receive discount.

This discount does not expire.

## LIBRARY SUPPLIES

### **The Library Store, Inc.**

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

25% discount off MSRP.

Minimum order \$50.00 to receive discount pricing and freight is prepaid and added to invoice.

Discounts cannot be combined with any other special offers, promotions, coupons, rewards program or web exclusive sales. Product training, lab fees for product testing, installation of equipment/furniture and disposal of trash is not part of this bid. Standard manufacturer warranty and return policies will apply upon date of receipt of items.

Published catalog pricing may change subject to fluctuations in the cost of raw materials.

Items that ship by truck will be figured for "End of Truck" delivery unless otherwise noted. Items from warehouse will ship within 48 hours (After Receipt of Order). Items shipping from the manufacturer have various lead times, usually shipping within one to eight weeks. If lead times are extended by the manufacturer they will notify with new expected delivery dates. INSPECTION: All truck shipments must be INSPECTED and NOTED of any damages, otherwise compensation cannot be guaranteed.

MUST REFERENCE "MIWLC" AT TIME OF ORDER TO RECEIVE DISCOUNT, AND ON ALL CORRESPONDENCE. CREDIT WILL NOT BE APPLIED WHEN BID NUMBER IS NOT REFERENCED ON ORDERS. PUBLISHED CATALOG PRICING MAY CHANGE SUBJECT TO FLUCTUATIONS IN THE COST OF RAW MATERIALS. Orders may also be place on their web site at <http://www.thelibrarystore.com>. Bid discounts available online. Type in the bid code in the bid box after login. See the address and phone/fax numbers above. For questions contact Shawn Downey, Bid Specialist, at shawnd@thelibrarystore.com, or call (309) 925-7947.

Discount expires: 12/31/2018

## OFFICE SUPPLIES & OTHER

### Arrow Office Supply

<http://www.aronet.net>

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 next day shipping on all orders of \$50 or more. Arrow will do their best to match or beat any price libraries are currently receiving.

Place orders online, email, phone, or fax. View items online at <http://www.aronet.net/> Refer to Customer Account number "5929" to receive Gold Value pricing. Place orders at 1-313-272-8700, ask for Shelley (email: s.sparks@aronet.net) or Marc (email: marc.crane@aronet.net). Or fax to (313) 272-0122.

This discount does not expire.

### Brodart

<http://www.shopbrodart.com/>

18% discount on all supplies/consumables, 15% on durables, drop-ship items, furniture & equipment. Discount will apply to all pages & sections of the current Brodart Supplies & Furnishings catalog. Some exclusions apply, call for details/full exclusion list. Excludes: Brodart Books & Library Services Division, security systems/accessories, ImageMouse, Solutions Line, Books & Automation Division products. Discount applies only to products, not shipping charges, and may not be combined with any other preferred pricing. Not applicable to closed orders and orders already in process. Transportation charges will be prepaid and added to invoice.

To order refer to "DTLNS" when placing order to receive discount at (888) 820-4377, or fax to (800) 283-6087, or buy online anytime at <http://www.shopbrodart.com/>

Discount expires: 12/31/2018

### Staples, Inc.

<https://www.stapleslink.com>

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.)

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. Contact Jordan DiGiannito to open your new account at 1-860-930-8057, or via fax at 734-452--4786.

This discount does not expire.

## **OFFICE SUPPLIES & OTHER**

### **REMC 12-East**

17111 G Drive, North  
Marshall, Michigan 49068

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.

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.

Discount expires: Annually on December 31. New prices available after February 1.

## **MAGAZINE SUBSCRIPTION SERVICE**

### **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)

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/>

Averaging 21% discount on periodicals of all types.

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 (517) 629-9469. For customer service contact Summer Adams at [sadams@wtcox.com](mailto:sadams@wtcox.com) or (800) 571-9554, ext. 262.

Magazine year is from January to December.

Discount expires: 12/31/2018

## TECHNOLOGY SUPPLIES

### CDW-G Volume Discount Program

The Library Network  
41365 Vincenti Court  
Novi, MI 48375  
Phone (248) 536-3100  
Fax (248) 536-3097  
E-Mail: amichelini@tln.lib.mi.us

Verbatim & Transcend USB Flash Drives, Maxell & Koss Headphones, Maxell Earbuds, Meraki Cloud License & Access Points, MS Office Pro Plus 2013, Seagate External Hard Drives, Symantec Backup Exec & Ghost, TRIPP UPS Smart LCD & Accessories, Tripplite RBC 6 Battery, and Windows Pro Upgrade 8.1 & Server Std 2012 2 Proc., Logitech Wireless Mouse, and Microsoft Wireless Desktop & Keyboard.

Available to all public libraries in Michigan through The Library Network. See web site for current pricing.

Go to <https://www.cdwg.com/>. Click on the Log On in the upper left corner and enter the User Name and Password. You will need to contact the Woodlands office to get both the User Name and Password. To access Discounted Items click on the Account Center Tab, scroll down to the 'Contracts' and select The Library Network Good Faith contract. Please contact the Woodlands office for additional instructions if necessary.

For questions contact Angie Michelini at The Library Network at amichelini@tln.lib.mi.us, (248) 536-3100, ext. 144 or the TLN HelpDesk at (248) 536-3100, ext. 134.

This discount does not expire.

## **Other Discounts & Member Purchasing Opportunities Through Woodlands**

### **Contact the Woodlands Office for Details**

- ILL Packing Tape
- Faronics Deep Freeze and Anti-Virus Licenses
- Ancestry.com subscription
- OverDrive - Woodlands Downloadable Library
- Labor Law Poster Sets
- Magnets, CD Cases, Cases of Paper