

Woodlands Library Cooperative

# Discount Handbook

January 2019



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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 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) ).

The Library Network also negotiates discounts with other vendors on behalf of all Michigan Cooperatives. These vendors include Arrow Office Supply, Brodart, Demco and Gaylord. Discount details are available at [https://tln.lib.mi.us/discounts/files/Office and Library Supplies and Equipment 2018.pdf](https://tln.lib.mi.us/discounts/files/Office_and_Library_Supplies_and_Equipment_2018.pdf).

For a full list of discounts available for cooperative members, including CDWG and Dell, see The Library Network web site at <https://tln.lib.mi.us/discounts/>.

## 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.

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: 12/31/19

### **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: 12/31/19

## **BOOKS ON TAPE**

### **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 is Sharnell Johnson, at [shajohnson@penguinrandomhouse.com](mailto:shajohnson@penguinrandomhouse.com).

Discount expires: 12/31/2019

### **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)

25% Blue-ray (not new release and catalog titles)

20% Music CD (not new release, exception—Universal Music titles)

20% Music (catalog titles)

Free shipping & handling.

Sales Representative: Michael Riedeman, (800) 875-2785, email [mriedeman@midwesttapes.com](mailto:mriedeman@midwesttapes.com).

Discount Expires: 12/31/19

# **BINDERY**

## **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

### Periodicals

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

Custom: \$20.99

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

Standard: \$17.99

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: \$15.99

Bound exactly as received with NO collation.

Newspaper Periodical 13-20": \$25.99

### Books

Library Books: \$11.50

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

Scholarly: \$10.75

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

Lamabind: \$9.75

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

Thesis: \$18.25

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: \$5.00 per inch

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

Call Numbers: \$.50 per book

Front cover lettering: \$3.00 per book

Head and Tail panel lines: \$4.00 per book

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

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

Excessive staple pulling or binding preparation (per hour): \$25.00

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: Prices Effective May 1, 2019



# 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
- HON1200G-2USB-1: Honeywell, Voyager 1200G, USB Kit, Scanner (1200G-2), 1D, CG, Black, with rigid presentation stand (STND-19R02-002-4), USB Type A 3M coiled cable (CBL-500-300-C00), Documentation, \$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: 1/31/2020

## 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. Our contact representative is Amy Schiltz.

Discount expires: 12/31/2019

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

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

Up to 10% discount Catalog Discount, including Free Shipping on stock products.

Minimum order \$100.00 to receive discount.

Discounts cannot be combined with any other special offers, promotions, coupons, rewards program or web exclusive sales.

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.

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. For questions contact Tosha Landes, Bid Specialist, at bids@thelibrarystore.com, or call (309) 925-7583.

Discount expires: 12/31/2019

## OFFICE SUPPLIES & OTHER

### **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.

### **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.remc bids.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: 12/31/2019

## **Other Discounts & Member Purchasing Opportunities Available to Woodlands Members**

For Details About the Following Discounts Contact the Woodlands Office

- ILL Packing Tape & Cases of Paper
- Faronics Deep Freeze and Anti-Virus Licenses
- Ancestry.com subscription
- OverDrive - Woodlands Downloadable Library
- Labor Law Poster Sets
- Member Purchasing opportunities for Magnets