	Library	Hardcover	Softcover	Mass	Single	Library	University	Text, Technical,
Vendor	Category	Trade A,J,Y	Trade A,J,Y	Market A,J,Y	Editions	Binding	Press-Trade	Reference, Small Press
Baker & Taylor	Public	45.5%	33-41.5%*	33-41.5%*	25%	25%	10%	0-5%
Baker & Taylor	School	40%	33%	33%	30%	27%	10%	0-5%
Baker & Taylor	Academic	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Baker & Taylor	Special	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Brodart	Public	45%	40%	40%	35%	22%	12%	12%
Brodart	School	45%	40%	40%	35%	22%	12%	12%
Brodart	Academic	45%	40%	40%	35%	22%	12%	12%
Brodart		45%	40%	40%		22%	12%	12%
Brodart	Special	45%	40%	40%	35%	22%	12%	12%
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%	0-14%	14-38%	0-14%	14%	14%
Emery-Pratt	Special	35%	35%	0%	10-35%	0-10%	10%	10%
I	D. d. li a	450/	20. 420/	20.420/	200/	200/	4.00/	100/
Ingram	Public	45%	38-42%	38-42%	20%	20%	10%	10%
Ingram	School	35%	35%	35%	20%	20%	0-35%	0-35%
Ingram	Academic	45%	38-42%	38-42%	20%	20%	10%	10%
Ingram	Special	35%	35%	35%	20%	20%	0-35%	0-35%

	Library	Kits	Continuations	Large	PlayAway	Playaway	Spoken	BluRay	DVD	Music
Vendor	Category			Print	Audio	View	Word			CD
Baker & Taylor	Public	0-45.5%	0-41.5%	0-45.5%	25.1%	11%	45.5%	30.2%	30.2%	27.6%
Baker & Taylor	School	0-40%	0-41.5%	0-40%	N/A	11%	40%	30.2%	30.2%	27.6%
Baker & Taylor	Academic	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Baker & Taylor	Special	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Brodart	Public	0-45%	10-40%	0-45%	18%	No Bid	42%	21%	25%	No Bid
Brodart	School	0-45%	10-40%	0-45%	18%	No Bid	42%	21%	25%	No Bid
Brodart	Academic	0-45%	10-40%	0-45%	18%	No Bid	42%	21%	25%	No Bid
Brodart	Special	0-45%	10-40%	0-45%	18%	No Bid	42%	21%	25%	No Bid
Emery-Pratt	Public	0-12%	0%	0-42%	0-12%	0-12%	0-12%	0-12%	0-12%	0-12%
Emery-Pratt	School	0-10%	0%	0-40%	0-10%	0-10%	0-10%	0-10%	0-10%	0-10%
Emery-Pratt	Academic	0-14%	3%	0-38%	0-14%	0-14%	0-14%	0-14%	0-14%	0-14%
Emery-Pratt	Special	0-10%	0%	0-35%	0-10%	0-10%	0-10%	0-10%	0-10%	0-10%
Ingram	Public	0-45.2%	0-45%	0-45%	20%	No Bid	0-45.2%	28%	28%	25%
Ingram Ingram	School	0-43.2%	0-45%	0-45%	20%	No Bid	0-43.2%	0-35%	0-35%	0-35%
Ingram	Academic	0-35%	0-35%	0-35%	20%	No Bid	0-35%	28%	28%	25%
	Special	0-43.2%	0-45%	0-45%	20%	No Bid	0-43.2%	0-35%	0-35%	0-35%
Ingram	Special	0-35%	0-53%	0-33%	20%	NO BIU	0-33%	0-33%	0-33%	0-33%

Free	Fuel		Library	Minimum	Service Charge on	Staff
Shipping?	Surcharge?	Vendor	Category	Order?	Net Titles?	Account?
YES	NO	Baker & Taylor	Public	NO	\$4.95	YES
YES	NO	Baker & Taylor	School	NO	\$4.95	YES
No Bid	No Bid	Baker & Taylor	Academic	No Bid	No Bid	No Bid
No Bid	No Bid	Baker & Taylor	Special	No Bid	No Bid	No Bid
YES	NO	Brodart	Public	NO	\$3.95*	YES
YES	NO	Brodart	School	NO	\$3.95*	YES
YES	NO	Brodart	Academic	NO	\$3.95*	YES
YES	NO	Brodart	Special	NO	\$3.95*	YES
YES	NO	Emery-Pratt	Public	NO	\$3.50-\$25.00*	YES
YES	NO	Emery-Pratt	School	NO	\$3.50-\$25.00*	YES
YES	NO	Emery-Pratt	Academic	NO	\$3.50-\$25.00*	YES
YES	NO	Emery-Pratt	Special	NO	\$3.50-\$25.00*	YES
YES/See Notes	NO/SEE NOTE	Ingram	Public	NO	NO/SEE NOTE	YES
YES/See Notes	NO/SEE NOTE	Ingram	School	NO	NO/SEE NOTE	YES
YES/See Notes	NO/SEE NOTE	Ingram	Academic	NO	NO/SEE NOTE	YES
YES/See Notes	NO/SEE NOTE	Ingram	Special	NO	NO/SEE NOTE	YES

	Notes (Taken verbatim from bids)
	B&T Notes :*Public Library: Softcover Trd&MM: 1 copy/title=33%; 2+copies/title=41.5%
	All libraries: Material where Baker & Taylor receives no discount from the publisher, or
	where prepayment is required by the publisher, or books of small, limited in-demand
	and/or non-commercial publishers will be invoiced at list price plus the \$4.95 per unit surcharge
	Brodart Notes: *"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."
	Emery-Pratt Notes: *"Materials received from the publisher at little or no discount are
	adjusted to reflect our actual costsincluding shipping and handling
	charges from the publisher. Our adjusted price includes a
	23% adjustment (minimum of \$3.50/maximum of \$25.00)"
	Ingram Notes: Softcover Trade 1 copy/title=38%; 2-4 c/title=40%; 5-9 c/title=41%; 10+c/title=42%
	Service Charge: While Ingram currently has no service charge for titles that receive little or no discount from the
publ	lisher, we reserve the right to apply service charges in the future based on book industry standards with prior notice to
í	any or all customers. If during the term of this contract Ingram institutes service charges each library will be subject
	to this charge and notified in advance of implementation.
Sh	ipping: Orders will ship for Public and Academic libraries FOB Destination with Ingram-paid freight from your Ingram
	designated primary and secondary distribution centers. Orders for School and Special libraries will receive two
	shipments per purchase order FOB Destination with Ingram-paid freight from your Ingram designated primary and
	secondary distribution centers
Fuel	Surcharge: With the current volatility of fuel costs, along with surcharges implemented by the transportation carriers,
it	t is becoming more economically difficult to provide unlimited Ingram-paid freight. Ingram desires to be a preferred
	vendor therefore no fuel surcharges will apply for the term of this contract.

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Vendor	Library	Hardcover	Softcover	Mass	Single	Library	University	Text, Technical,
	Category	Trade A,J,Y	Trade A,J,Y	Market A,J,Y	Editions	Binding	Press-Trade	Reference, Small Press
Junior Library Guild								
(see notes section)								
Micromarketing, LLC.	Public	15%	15%	15%	N/A	15%	N/A	N/A
	School	15%	15%	15%	N/A	15%	N/A	N/A
	Academic	15%	15%	15%	N/A	15%	N/A	N/A
	Special	15%	15%	15%	N/A	15%	N/A	N/A
Midwest Tape	Public	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
	School	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
	Academic	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
	Special	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Perma-Bound Books	Public	See Notes	See Notes	See Notes	See Notes	See Notes	See Notes	See Notes
	School	See Notes	See Notes	See Notes	See Notes	See Notes	See Notes	See Notes
	Academic	See Notes	See Notes	See Notes	See Notes	See Notes	See Notes	See Notes
	Special	See Notes	See Notes	See Notes	See Notes	See Notes	See Notes	See Notes
YBP Library Services	Public	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
	School	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
	Academic	17%	17%	No Bid	No Bid	No Bid	17%	17%
	Special	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid

Vendor	Library	Kits	Continuations	Large	PlayAway	PlayAway	Spoken	BluRay	DVD	Music
	Category			Print	Audio	View	Word			
Junior Library Guild										
(see notes section)										
Micromarketing	Public	15%	15%	0-15%	N/A	N/A	15%	5%	5-10%	No Bid
	School	15%	15%	0-15%	N/A	N/A	15%	5%	5-10%	No Bid
	Academic	15%	15%	0-15%	N/A	N/A	15%	5%	5-10%	No Bid
	Special	15%	15%	0-15%	N/A	N/A	15%	5%	5-10%	No Bid
Midwest Tape	Public	No Bid	No Bid	No Bid	20%	0%	0%	15%	20%	20%*
	School	No Bid	No Bid	No Bid	20%	0%	0%	15%	20%	20%*
	Academic	No Bid	No Bid	No Bid	20%	0%	0%	15%	20%	20%*
	Special	No Bid	No Bid	No Bid	20%	0%	0%	15%	20%	20%*
Perma-Bound Books	Public	See Notes	No Bid	No Bid	0%	0%	0%	0%	0%	0%
	School	See Notes	No Bid	No Bid	0%	0%	0%	0%	0%	0%
	Academic	See Notes	No Bid	No Bid	0%	0%	0%	0%	0%	0%
	Special	See Notes	No Bid	No Bid	0%	0%	0%	0%	0%	0%
YBP Library Services	Public	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
	School	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
	Academic	No Bid	10%	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
	Special	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid

Free	Fuel	Vendor	Library	Minimum	Service Charge on	Staff
Shipping?	Surcharge?		Category	Order?	Net Titles?	Account?
		Junior Library Guild				
YES	NO			NO	NO	YES
See Notes	NO	Micromarketing	Public	NO	NO	
See Notes	NO		School	NO	NO	
See Notes	NO		Academic	NO	NO	
See Notes	NO		Special	NO	NO	
YES	NO	Midwest Tape	Public	NO	NO	
YES	NO		School	NO	NO	
YES	NO		Academic	NO	NO	
YES	NO		Special	NO	NO	
YES	NO	Perma-Bound Books	Public	NO	NO	YES
YES	NO		School	NO	NO	YES
YES	NO		Academic	NO	NO	YES
YES	NO		Special	NO	NO	YES
No Bid	No Bid	YBP Library Services	Public	No Bid	No Bid	No Bid
No Bid	No Bid		School	No Bid	No Bid	No Bid
See Notes	NO/See Notes		Academic	NO	YES/See Notes	YES
No Bid	No Bid		Special	No Bid	No Bid	No Bid

Notes (Taken verbatim from bids) JLG Notes: Junior Library Guild specializes in award-winning and favorably-reviewed titles for children and young adults. Catalogs and website are pre-discounted up to 75% off the publisher's price for print books (50% off for AV) plus all libraries ordering with this contract will receive 4 free books per new category ordered. Micromarketing Notes: Shipping will be F.O.B (free) for orders over \$250. For smaller orders, below \$250, actual shipping costs will be billed to the library. We do not mark-up shipping to cover handling, and these small order charges tend to be minimal. Replacement Policy for Audio Discs: free for first year, \$6.00 per disc therafter Replacement Policy for Books and Videos: 50% off original retail price Midwest Tape Notes: *Music: Universal Music titles sold at list price. Perma-Bound Notes: For all four library categories, for all print titles: Up to 30% discount included in catalog/website prices For all four library categories, for all supplied AV material types: 0% discount YBP Library Services Notes: Shipping: Free weekly shipping is available for customers spending more than \$30,000 per annum. Customers who spend less than \$30,000 per annum receive free biweekly shipping. Fuel Surcharges: YBP is pleased to waive the fuel surcharge for libraries under this RFP if we are a successful vendor. Service Charge: When YBP receives a short discount from any publisher, we add a 15% service fee to the publisher's list price, with an \$8 minimum and \$15 maximum.

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