

Vendor	Library Category	Hardcover Trade A,J,Y	Softcover Trade A,J,Y	Mass Market A,J,Y	Single Editions	Library Binding
Baker & Taylor	Public	46.0%	40.0%	40.0%	25%	25%
Baker & Taylor	School	No Bid	No Bid	No Bid	No Bid	No Bid
Baker & Taylor	Academic	44.0%	40.0%	40.0%	20.0%	20.0%
Baker & Taylor	Special	44.0%	40.0%	40.0%	20.0%	20.0%
Brodart	Public	45.0%	40.0%	40.0%	35.0%	22.0%
Brodart	School	25.0%	25.0%	25.0%	25.0%	25.0%
Brodart	Academic	45.0%	40.0%	40.0%	35.0%	22.0%
Brodart	Special	45.0%	40.0%	40.0%	35.0%	22.0%
Emery-Pratt	Public	0-42%	0-42%	0-13%	0-42%	0-42%
Emery-Pratt	School	0-40%	0-40%	0-10%	0-40%	0-40%
Emery-Pratt	Academic	0-38%	0-38%	0-14%	0-40%	0-40%
Emery-Pratt	Special	0-35%	0-35%	0-10%	0-35%	0-35%
Ingram	Public	45.0%	38-42%	38-42%	12.0%	12.0%
Ingram	School	38.0%	35.0%	35.0%	12.0%	12.0%
Ingram	Academic	45.0%	38-42%	38-42%	12.0%	12.0%
Ingram	Special	38.0%	35.0%	35.0%	12.0%	12.0%

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Vendor	Library Category	Hardcover Trade A,J,Y	Softcover Trade A,J,Y	Mass Market A,J,Y	Single Editions	Library Binding
Barnes & Noble	Public	0-35%	0-35%	0-35%	0-35%	0-35%
	School	0-35%	0-35%	0-35%	0-35%	0-35%
	Academic	0-35%	0-35%	0-35%	0-35%	0-35%
	Special	0-35%	0-35%	0-35%	0-35%	0-35%
Follett	Public	No Bid	No Bid	No Bid	No Bid	No Bid
	School	Catalog Price	Catalog Price	Catalog Price	Catalog Price	Catalog Price
	Academic	No Bid	No Bid	No Bid	No Bid	No Bid
	Special	No Bid	No Bid	No Bid	No Bid	No Bid
Midwest Tape	Public	No Bid	No Bid	No Bid	No Bid	No Bid
	School	No Bid	No Bid	No Bid	No Bid	No Bid
	Academic	No Bid	No Bid	No Bid	No Bid	No Bid
	Special	No Bid	No Bid	No Bid	No Bid	No Bid
Amazon Business (see notes)	Public	No Bid	No Bid	No Bid	No Bid	No Bid
	School	No Bid	No Bid	No Bid	No Bid	No Bid
	Academic	No Bid	No Bid	No Bid	No Bid	No Bid
	Special	No Bid	No Bid	No Bid	No Bid	No Bid
The below vendors did not submit a response to the RFP						
Perma-Bound						
MicroMarketing						

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University Press-Trade	Text, Technical, Reference, Small Press	Vendor	Library Category	Kits	Continuations	Large Print	PlayAway Audio
10%	0-5%	Baker & Taylor	Public	0-40%	0-46%	0-46%	25.1%
No Bid	No Bid	Baker & Taylor	School	No Bid	No Bid	No Bid	No Bid
15.0%	5.0%	Baker & Taylor	Academic	0-40%	0-44%	0-44%	25.1%
15.0%	5.0%	Baker & Taylor	Special	0-40%	0-44%	0-44%	25.1%
12.0%	12.0%	Brodart	Public	0-45%	10-40%	0-40%	18.0%
25.0%	25.0%	Brodart	School	0-25%	10-25%	0-40%	18.0%
12.0%	12.0%	Brodart	Academic	0-45%	10-40%	0-40%	18.0%
12.0%	12.0%	Brodart	Special	0-45%	10-40%	0-40%	18.0%
0-42%	0-13%	Emery-Pratt	Public	0-13%	2%	0-42%	0-13%
0-40%	0-10%	Emery-Pratt	School	0-10%	2%	0-40%	0-10%
0-14%	0-14%	Emery-Pratt	Academic	0-14%	4%	0-40%	0-14%
0-10%	0-10%	Emery-Pratt	Special	0-10%	2%	0-35%	0-10%
10.0%	10.0%	Ingram	Public	0-45%	0-45%	0-45%	20.0%
10.0%	10.0%	Ingram	School	0-38%	0-38%	0-38%	20.0%
10.0%	10.0%	Ingram	Academic	0-45%	0-45%	0-45%	20.0%
10.0%	10.0%	Ingram	Special	0-38%	0-38%	0-38%	20.0%

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University	Text, Technical, Press-Trade	Vendor	Library Category	Kits	Continuations	Large Print	PlayAway Audio
0-10%	0-10%	Barnes & Noble	Public	0-35%	No Bid	No Bid	No Bid
0-10%	0-10%		School	0-35%	No Bid	No Bid	No Bid
0-10%	0-10%		Academic	0-35%	No Bid	No Bid	No Bid
0-10%	0-10%		Special	0-35%	No Bid	No Bid	No Bid
No Bid	No Bid	Follett	Public	No Bid	No Bid	No Bid	No Bid
Catalog Price	No Bid		School	Catalog Price	No Bid	Up to 45%	Catalog Price
No Bid	No Bid		Academic	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	Midwest Tape	Public	No Bid	No Bid	No Bid	20.0%
No Bid	No Bid		School	No Bid	No Bid	No Bid	20.0%
No Bid	No Bid		Academic	No Bid	No Bid	No Bid	20.0%
No Bid	No Bid		Special	No Bid	No Bid	No Bid	20.0%
No Bid	No Bid	Amazon Business	Public	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		Academic	No Bid	No Bid	No Bid	No Bid
No Bid	No Bid		Special	No Bid	No Bid	No Bid	No Bid

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Playaway View	Spoken Word	BluRay	DVD	Music CD	Free Shipping?	Fuel Surcharge?	Vendor	Library Category	Minimum Order?
No Bid	45.5%	30.2%	30.2%	25.0%	YES	NO	Baker & Taylor	Public	NO
No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	Baker & Taylor	School	No Bid
No Bid	44.0%	30.2%	30.2%	25.0%	YES	NO	Baker & Taylor	Academic	NO
No Bid	44.0%	30.2%	30.2%	25.0%	YES	NO	Baker & Taylor	Special	NO
No Bid	42.0%	21.0%	25.0%	No Bid	YES	NO	Brodart	Public	NO
No Bid	25.0%	21.0%	25.0%	No Bid	YES	NO	Brodart	School	NO
No Bid	42.0%	21.0%	25.0%	No Bid	YES	NO	Brodart	Academic	NO
No Bid	42.0%	21.0%	25.0%	No Bid	YES	NO	Brodart	Special	NO
No Bid	0-13%	0-13%	0-13%	No Bid	YES	NO	Emery-Pratt	Public	NO
No Bid	0-10%	0-10%	0-10%	No Bid	YES	NO	Emery-Pratt	School	NO
No Bid	0-14%	0-14%	0-14%	No Bid	YES	NO	Emery-Pratt	Academic	NO
No Bid	0-10%	0-10%	0-10%	No Bid	YES	NO	Emery-Pratt	Special	NO
No Bid	0-45%	25.0%	25.0%	20.0%	YES/See Notes	NO	Ingram	Public	NO
No Bid	0-45%	25.0%	25.0%	20.0%	YES/See Notes	NO	Ingram	School	NO
No Bid	0-45%	25.0%	25.0%	20.0%	YES/See Notes	NO	Ingram	Academic	NO
No Bid	0-45%	25.0%	25.0%	20.0%	YES/See Notes	NO	Ingram	Special	NO

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PlayAway	Spoken	BluRay	DVD	Music	Free	Fuel	Vendor	Library	Minimum
View	Word				Shipping?	Surcharge?		Category	Order?
No Bid	0-25%	0-35%	0-35%	0-35%	NO		Barnes & Noble	Public	
No Bid	0-25%	0-35%	0-35%	0-35%	NO			School	
No Bid	0-25%	0-35%	0-35%	0-35%	NO			Academic	
No Bid	0-25%	0-35%	0-35%	0-35%	NO			Special	
No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	Follett	Public	No Bid
No Bid	Catalog Price	Catalog Price	Catalog Price	Catalog Price	YES	NO		School	NO
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	No Bid		Special	No Bid
No Bid	0%	25.0%	25.0%	25.0%	YES	NO	Midwest Tape	Public	NO
No Bid	0%	25.0%	25.0%	25.0%	YES	NO		School	NO
No Bid	0%	25.0%	25.0%	25.0%	YES	NO		Academic	NO
No Bid	0%	25.0%	25.0%	25.0%	YES	NO		Special	NO
No Bid	No Bid	No Bid	No Bid	No Bid	YES* (see Notes)	N/A	Amazon Business	Public	NO
No Bid	No Bid	No Bid	No Bid	No Bid	YES* (see Notes)	N/A		School	NO
No Bid	No Bid	No Bid	No Bid	No Bid	YES* (see Notes)	N/A		Academic	NO
No Bid	No Bid	No Bid	No Bid	No Bid	YES* (see Notes)	N/A		Special	NO

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Service Charge on Net Titles?	Staff Account?
No Bid	No Bid
NO	YES
No Bid	No Bid
No Bid	No Bid
NO	YES
NO	YES
NO	YES
NO	YES
N/A	N/A
N/A	N/A
N/A	N/A
N/A	N/A

Notes (Notes in quotes taken verbatim from bid responses)
B&T Notes: B&T submitted discounts for Academic/Special libraries for 2021-2024 after not doing so in 2018-2021
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 costs--including publisher shipping and handling charges. Adjusted prices will vary from \$5.00-\$30.00."
Ingram Notes: Softcover Trade 1 copy/title=38%; 2-4 c/title=40%; 5-9 c/title=41%; 10+c/title=42%
Shipping: 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
"Ingram needs to maintain freight expenses at or below 2.5% of product invoiced. Should a library's average freight expense exceed the threshold during a quarterly review period, Ingram reserves the right to make adjustments to the library's account setup to reduce the expense going forward. These adjustments include, but are not limited to order or account consolidation, shipping schedules, a minimum quantity of 15 units, alternative carriers, or other account adjustments to maintain freight costs below 2.5% of product invoiced for each library."

Notes
B&N Notes
Shipping/Handling: \$4.99 for the first book and \$0.99 per additional book to the same address with free shipping after \$500.00
Volume/\$\$ Discounts: 20% on orders over \$999.99; 30% on orders \$1,000-\$4,999.99 or >100 units; 35% on orders >\$5,000 or >100 units
Follett Notes:
Additional discounts are available on quantity purchases of the same FollettBound title. These additional quantity discounts are:
1% off the sell price for 25-49 copies; 2% for 50-99 copies; 3% for 100-249 copies; 4% for 250-499 copies; 5% for 500+ copies
Midwest Tape Notes:
None
Amazon Business Notes:
<p>*Through the existing Michigan Statewide Amazon Business Prime program enrolled libraries receive free shipping on all orders. In reponse to the RFP Amazon Business has offered to provide a rebate to TLN on purchases made through the statewide program if specified spending levels are met. TLN will use any rebate money received to pay the annual fee for ALL libraries enrolled in the Michigan Statewide Amazon Business Prime program and/or for other projects/programs that benefit libraries on a statewide level, as determined by TLN and/or the Michigan Cooperative Directors Association. In response to the RFP Amazon is also offering a bulk purchase discount and a custom Amazon Basics discount products list for this statewide program. Although Amazon did not provide traditional category specific discounts in their RFP response was accepted as it will benefit libraries at the statewide level.</p>

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